APPENDICES
APPENDIX—I

PERSONAL DATA SHEET

1. NAME

2. AGE

3. EDUCATION
   a. General
      1. Upto 5th Standard
      2. 6th to 8th Standard
      3. 9th to 11th Standard
      4. PUC
      5. Degree/BA/BSc/BBB
      6. Degree/MA/MSc/MCom
   b. Technical
      1. I.T.I. Certificate
      2. Diploma
      3. No Technical Qualification

4. OCCUPATION & ADDRESS

5. EXPERIENCE IN THE PRESENT OCCUPATION

6. INCOME PER MONTH
   1. Rs. 500-749
   2. Rs. 750-999
   3. Rs.1000-1249
   4. Rs.1250-1499
   5. Rs.1500-1749
   6. Rs.1750-2000

7. MARITAL STATUS
   Married/Unmarried

8. CASTE
   Forward/Backward/Scheduled

9. RELIGION
   Hindu/Muslim/Christian

10. Have you been living in Coimbatore atleast for the past three years? Yes/No

11. Have you been running this industry atleast for the past three years? (Not for PEs & Ms) Yes/No

12. Why do/did you want to start a small industry? (Not for Ms)
    1. Money
    2. Independence
    3. Any other reason (specify)
APPENDIX - I

Question cum Answer Sheet
ADAPTED VERSION OF MCCLELLAND'S TAT CARDS
FOR MEASURING n Ach, n Pow, and n Aff

1. What is happening? Who are the persons?

2. What has led up to this situation? That is, what has happened in the past?

3. What is being thought? What is wanted? By whom?

4. What will happen? What will be done?
LAWYER'S OFFICE: TWO MEN TALKING IN A WELL-FURNISHED OFFICE
MAN SEATED AT DRAFTING BOARD
CONFERENCE GROUP – SEVEN MEN VARIOUSLY GROUPED AROUND A CONFERENCE TABLE
TWO MEN IN A LABORATORY
HOMELAND: MAN AND YOUTH
MAN RELAXING IN A CAR