APPENDIX

QUESTIONNAIRE

Dear responder and Entrepreneur

The following statements are aimed at determining entrepreneurial characteristics. This survey is intended to help the researcher collect data on the following research topic: "ENTREPRENEURSHIP IN MUSLIM COMMUNITIES: A COMPARATIVE STUDY OF INDIA AND IRAN " You, the honorable respondent, are requested to check the alternative which is best indicative of your view. In advance I appreciate it if you could closely check down your answers by circling the respective alternative. Your answers are for sure quite confidential and they are only statistically analyzed.

I. PERSONAL BACKGROUND

1. Name
2. Sex Male / Female
3. Marital Status Unmarried / Married
4. Age in years:
5. Educational qualification:
6. Annual income at the time of starting the unit:
7. Annual income at present:
8. What were you doing before starting your enterprise?
   a) Studying
   b) Unemployed
   c) Employed
9. If employed:
   a) Technical
   b) No technical
10. Reasons for leaving the job:
    a) Less salary
    b) Harassment
    c) No personal satisfaction
11. Have you attended any entrepreneurial training programme? 
   Yes / No

12. Did you have some work experience before joining Entrepreneurship Developing Programme? 
   Yes / No

   If yes, give details:

<table>
<thead>
<tr>
<th>Designation</th>
<th>Nature of work / business / industry</th>
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<tbody>
<tr>
<td>No. of years</td>
<td>Reasons for leaving</td>
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13. Is your business/industry related to your work experience? 
   Yes / No

14. Why did you join EDP?
   a) Unemployment
   b) To get certificate
   c) To get more Technical training
   d) Wanted to be one's own master
   e) Wanted
   f) To diversify business
   g) To facilitate loan
   h) To learn how to start and manage the venture
   i) Any other

15. Has EDP helped you in
   a) establishing the unit: 
      Yes / No
   b) running it smoothly: 
      Yes / No

16. Duration of training is:
   a) Sufficient
   b) Not sufficient

17. Present job satisfaction:
   a) Highly satisfied
   b) Satisfied
   c) Not satisfied
II. FAMILY BACKGROUND

1. Father's primary occupation:
2. His educational level: 
   Illiterate / VIII std / S.S.L.C./pre degree / degree / post-graduation / technical / professional course.
3. Mother's primary occupation:
4. Her educational level: 
   Illiterate / VIII std / S.S.L.C./pre degree / degree / post-graduation / technical / professional course.
5. Number of dependents:
6. Is yours a joint family? Yes / No
7. Has anybody in your family influenced you to start this unit? Yes / No
   If yes who influenced you? (Give the answer in the order)
   a) ..................
   b) ..................

III. PROFILE OF THE UNIT

1. Name and address of the unit:
2. Year of establishment:
3. The unit is a:
   a) Servicing unit
   b) Manufacturing unit
   c) Business
4. Name of the product line / business venture:
5. Form of enterprise:
   a) Sole proprietary
   b) HUF
   c) Any other
IV ORIGIN OF THE UNIT

1. What prompted you to start your own unit? (You can tick more than one item)
   a) Problem of unemployment
   b) Previous experience in the field
   c) Government assistance and incentives
   d) Market knowledge
   e) Education
   f) To lead an independent life
   g) Entrepreneurial training
   h) Family environmental
   i) To achieve something in your life
   j) Risk bearing nature
   k) Hard working nature
   l) Any other reason (specify)

2. Reasons for selecting Mysore district for starting the venture
   a) Government concessions
   b) Easy loan facility
   c) Native place
   d) Easy marketing
   e) Cheap labour
   f) Nearness to raw materials
   g) Others

3. Have you had any problem at the time of
   a) conducting the market survey: Yes / No
   b) preparing the project report: Yes / No
   c) getting the license: Yes / No
   d) getting finance for the project: Yes / No
   e) erection of factory building: Yes / No
   f) purchasing plant and machinery: Yes / No
g) getting power supply: Yes / No

4. How did you overcome this problem?

5. Why did you select this particular venture?
   a) High profitability
   b) Presence of less competition
   c) Easy marketability
   d) Previous experience in the field
   e) A new product
   f) Any other reason

6. Time taken to complete promotional formalities

7. Attitude of the officials in:
   a) District industries centre: favorable / unfavorable
   b) Banks: favorable / unfavorable

8. In your opinion, starting a unit is (give reasons for your answers)
   a) Very difficult
   b) Difficult
   c) Not so difficult
   d) Easy
   e) Very easy

V. INVESTMENT PATTERN

1. What is the total investment made in this unit?
   a) Initial
   b) Present

2. Please give a break up of investment in your venture (in Rs.000)
   a) Initial Investment
   b) Present Investment
   c) Land and building
   d) Plant and machinery
   e) Other fixed assets
3. How much is your own contribution?

4. Source of your contribution:
   a) Earnings
   b) Savings
   c) Borrowings

5. Investment by other sources:
   a) Family members
   b) Friends
   c) Relatives
   d) Commercial banks
   e) Private banks
   f) Other government agencies
   g) Others (specify)

6. If it is from bank mention the name of the bank.

7. Bank is:
   a) Public sector
   b) Private sector

8. Reasons for selecting the particular bank:
   a) Nearest
   b) Better facilities
   c) Acquaintance
   d) Good will of the institution
   e) Any other reason (specify)

9. Funds provided by the banks:
   a) Sufficient
   b) No sufficient

10. Do you maintain and keep up to date loan installments? Yes / No
    If no, please specify reasons.
11. Whether your profits are adequate to repay your loan installments and interest? Yes / No

If no, please specify the source of repayment of loans
a) ............
b) ............
c) ............

VI. DEVELOPMENT ASPECT

1. Have you employed anybody as employee? Yes / No
   If yes, how many? On monthly / Daily salary basis
2. Have you introduced new product: Yes / No
   If yes, name the product:
3. Does this unit any branches: Yes / No
   If yes,
   a) Number of branches:
   b) Years of establishment:
   c) Place where they are situated:
4. Who manages the branches?
   a) Yourself
   b) Family members
   c) Friends
   d) Partners

VII. GOVERNMENTAL ASSISTANCE

1. Do you think that role of government in providing facilities is:
   a) Satisfactory
   b) Unsatisfactory
2. Have you approached any government agency for any help: Yes / No
3. What was the response?
   a) favourable
   b) unfavourable

4. Was your purpose served? Yes / No

5. Type of help:
   a) financial
   b) no financial

6. Amount of loan availed:

7. Rate of interest?

8. Does the rate vary?

9. Have you availed any subsidy or concession?

10. Financial assistance Government:
    a) sufficient
    b) not sufficient

11. The attitude and behaviour of the staff of
    a) district industries centre: encouraging / not so encouraging / discouraging
    b) banks: encouraging / not so encouraging / discouraging

12. Harassment / corruption by the:
    a) no harassment
    b) little harassment
    c) too much officials to sanction the loan harassment.

13. Have you undergone any EDP before sanctioning loan under this scheme? Yes/No
    If yes, duration ---------------
    a) sufficient
    b) no sufficient

14. Did you receive any salary during training: Yes / No

15. Resource persons in training
    a) efficient
    b) not so efficient
    c) inefficient

16. How far Government helped you to start venture?
17. Do you agree Government has helped in Entrepreneurship Development? Yes/No

VII. PROBLEMS

1. Are you facing any problems in respect of
   a) Procurement of materials Yes / No
   b) Procurement of working capital Yes / No
   c) Labour troubles Yes / No
   d) Power supply Yes / No
   e) Marketing of products Yes / No

2. Specify other problems, if any:
3. How do you overcome the problems?

IX. RISK BEARING

1. While determining goals for my own activities I prefer to select hard ones. Yes/No
2. If I had Rs 500000, I would prefer to invest in stocks than long-term deposit account. Yes / No
3. I prefer to have a fixed job with reasonable income and job security than to have a job with a possibility of losing it in case of weak performance. Yes/No
4. If there is a fifty – fifty chance of succeeding in a job, I like to do it. Yes/No
5. If I need some money for the purpose of gaining a lucrative / profitable business, I try to borrow money to gain the job. Yes / No
6. If there is possibility of failure in a business, I prefer not to involve myself. Yes/No
7. Before deciding to do anything I like to know all the facts about it may take long time. Yes / No
8. Before making decision, I like to study the ideas of pros and cons of the issue. Yes/No
9. I prefer to choose opportunities that produce better conditions than to do a job merely for pleasure. Yes/No
10. It is difficult for ask other people about their interests. Yes/No
11. The things I have got used to, is better than unfamiliar things to me. Yes/No
12. I like starting a new business with the possibility of (business) venture. Yes/No

X. ACHIEVEMENT

1. I do not like to do new and unusual jobs. Yes / No
2. I like to do the tasks my own way and I never care others’ opinions. Yes / No
3. While within a group, I become happy with assigning the leadership of the group to others. Yes / No
4. Once I accept to do a job, I rarely need any help and often do not get any help from others. Yes / No
5. I do what I am expected and follow the instructions minutely. Yes / No
6. People think that I am an obstinate person. Yes / No