QUESTIONNAIRE

“IMPACT OF JOB STRESS ON PERFORMANCE OF SALES DEPARTMENT EMPLOYEES: A COMPARATIVE STUDY OF LIFE INSURANCE CORPORATION OF INDIA AND BAJAJ ALLIANZ LIFE INSURANCE COMPANY LTD IN THE SELECTED CITIES OF HARYANA”

Dear Respondent,

Greetings for the day,

The present survey is purely for research purpose. Respondents’ frank and free answers shall go a long way in making this study more objective. All information given by you will be kept confidential and will be used for research. Your cooperation will be highly appreciated. Please give your assessment and tick the appropriate answer in terms of the following options given in every question.

Name of the respondent: __________________________

Official Address: _______________________________

Age: __________________________

Designation: __________________________

Department: __________________________

Experience: __________________________

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QUESTIONNAIRE

Q: 1 Are you satisfied with the benefits being provided by the company?

- Strongly satisfied
- Satisfied
- Moderate
- Dissatisfied
- strongly dissatisfied

Q: 2 What more benefits should be provided for removing job stress?

- Bonus
- Better working place
- More salary
- Promotion
- Reward
- Medical Facilities

Q: 3 Analyze the impact on job stress regarding competition?

- Excellent
- Above average
• Average
• Below average
• Unsatisfactory

Q. 4 Are the new insurance plans being properly communicated to you on time?
• Yes
• No

Q. 5 are you satisfied with the working environment provided by the company?
• Yes
• No

Q. 6 are you satisfied with the training which is provided by the trainer regarding new policy?
• Strongly agree
• Agree
• moderate
• Disagree
• Strongly disagree

Q. 7 Analyze the impact of training on employees performance?
• Satisfaction
Q 8 What more infrastructure facilities being providing by the company for reducing stress?

- Cabinet
- Sitting Arrangement
- Proper lighting
- Personal Computer

Q.9 Are you satisfied with the incentive plans made by the company?

- Strongly satisfied
- Satisfied
- Moderate
- Dissatisfied
- strongly dissatisfied

Q.10 According to you which factor gives more pressure on the job?

- Overload at work
- Too much supervision
- Too much red tape
• Lack of time

Q.11 According to you which factor gives more insecurity of job?

• Poor pension
• Low wages
• Fired without cause
• Transfer

Q.12 Analyze the factors which are responsible for work overload?

• Co-workers are inefficient
• Cant consult with worker
• Complete work at home
• Shortage of help
• Responsible for more projects

Q.13 Analyze the factors which are responsible for work under load?

• Too little responsibility
• Over qualified for job
• Little chance for growth
• Feeling unstimulated
Q.14 Which of the barriers more affected on job?

- Sex/ Age discrimination
- Work has no personal meaning
- Work goes unrecognized
- Not suited to job

Q.15 Which of the following gives maximum stress?

- Work overload
- Work under load
- Time pressure
- Health

Q.16 How often does u runaway from stressful situation?

- Always
- Sometimes
- Once in a while
- Never
Q.17 Do u get the support of family, friends and colleagues while suffering stress?

- Yes
- No

Q: 18 analyze the stress level of employees on the basis of these factors.

- Work load
- Time pressure
- Promotion
- Salary
- Pension

Q: 19 Table: 4.20 Analyze the impact of job stress on employee’s performance.

- Excellent
- Above average
- Average
- Below average
- Unsatisfactory
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