INTerview SChEdULe

I. ABOUT THE ENTERPRISE

1. Name & Address of the Enterprise:

2. Year of Establishment :

3. Product Category : Consumer / Industrial

4. Location of the market where you sell your product :
   Local market / Other market

5. Ownership form : Sole proprietor / Partnership

6. Location of the Organization : Industrial estate / Market place

7. What do you think about the success of your organization?
   a) Unsuccessful
   b) Successful

8. How did you get the idea of establishing the enterprise?
   a) From friends and relatives
   b) Media Coverage of businesses & business people
   c) Idea is given while undergoing a training programme
   d) Career Advisers
   e) Any other (please specify)

9. Why did you choose entrepreneurship as a career?
   a) Desire to be independent
   b) To create job for others
   c) Inability to get desired job
   d) Dislike for the previous job / employer
   e) To earn more money
   f) To manage family business
g) To exploit environmental opportunities
h) Any others (please specify)

10. Was starting a business your only option / did you have other options?
   a) I did not have any other choice
   b) I had other options, but I recognized a business opportunity.

11. Why you have chosen the present location of the organization?
   a) Local Area
   b) To avail government incentives
   c) Easy availability of materials
   d) Cheap labour
   e) Availability of market
   f) Availability of infrastructure facilities
   g) Any other (please specify)

12. Who supplied you the initial capital?
   a) Own fund
   b) Borrowed fund
   c) Family fund
   d) Loan from Financial institutions

13. Are you aware of the initiatives taken by the government and institutional agencies to promote youth entrepreneurship in Orissa?
   a) Aware
   b) Not aware
   c) Not fully aware

14. Did you face any problem initially in acquisition of resources like finance, human, technology and information?
   a) Yes
   b) No

II. YOU AND YOUR FAMILY BACKGROUND

1. Type of Family : Joint / Nuclear
2. Origin : Business / Non business family


4. Gender : Male / Female

5. Marital Status : Married / Unmarried

6. Education : Matriculation / Under graduate / Graduate / Post graduate

7. Academic Performance : Good / Average / Poor

8. Economic Status : Upper class / Middle class / Lower class

9. Family Occupation : Service / Business

10. Any prior experience: Yes / No

11. If yes then how many years:

12. Please encircle the relevant number

My family gives emphasis on

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<th>Low</th>
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III. PROBLEMS

1. Young entrepreneurs face difficulties, obstacles and barriers to start a business in many fields. In which area (a to f) did you face the most difficult barriers? Please rank them first (1st), second (2nd), third (3rd) etc
   Rank:____ a) Social / cultural attitude towards (youth) entrepreneurship
   Rank:____ b) Access to finance
   Rank:____ c) Government regulations
   Rank:____ d) Education, skills and training
   Rank:____ e) Business support
   Rank:____ g) Others (Please specify)

2. Has your social cultural environment encouraged you to start a business?
   a) Yes
   b) No

3. How have been you as a (youth) entrepreneur perceived by the society?
   a) Not respectable
   b) Respectable Career

4. Do you think young entrepreneurs are not taken seriously by other established business houses?
   a) Yes
   b) No

5. Did you face any problem from the suppliers or banks as regards to your age and limited / no experience in the field of entrepreneurship?
   a) Yes
   b) No

6. Did lack of marketing and selling skills pose a problem in selling your products?
   a) Yes
   b) No

7. What have been important de-motivators (fears) for you to engage in business?
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<th>Fears / De motivators</th>
<th>Strongly Disagree</th>
<th>Disagree</th>
<th>Neither</th>
<th>Agree</th>
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<td>Lack of skills</td>
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8. In your opinion, what are the major obstacles in getting assistance from the government?
   a) Undue Delay
   b) Excess Official formalities
   c) Rigid procedures
   d) Others

9. Other regulative barriers: The following regulations have been serious barriers to set up my business:

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<th>Serious</th>
<th>Less Serious</th>
<th>No Barrier</th>
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10. Was it rather difficult to obtain finance?
   a) Was difficult
   b) Not difficult
11. What were the major impediments to obtain start up funding?
   a) No collaterals / assets / guarantees
   b) Strict credit scoring methodologies
   c) High interest rate
   d) Complex documentation procedures
   e) Others
12. Do you think young entrepreneurs face difficulty in proving their creditworthiness in obtaining finance?
   a) Yes
   b) No