APPENDICES
QUESTIONNAIRE

I. Personal profile

1. Name ..........................................................
2. Address ..........................................................
3. Age (at present) ................................................
   (at the time of starting entrepreneurs) ......................
4. Telephone number (Residence) ..............................
   (Office) ..........................................................
5. Educational qualification (please tick off) ...............
   (a) High School ..............................................
   (b) Intermediate ..................................
   (c) Degree ........................................
   (d) Post graduate ......................................
   (e) Technical ..........................................
   (f) Any other .............................................
6. Married/unmarried/divorced/widowed (please tick off that applicable)
7. Religion ..........................................................
8. Caste ..........................................................
9. Earlier work experience Yes/No
   If yes, ................................................................
   Company/Designation/From/To
10. Did you possess or obtain subsequently legal procedural knowledge
    necessary to start and run a business concern? Yes/No
11. Personal monthly income at present ........................
    (please tick off)
    (i) Below Rs. 500 ...........................................
    (ii) Rs. 501 to Rs. 1000 ..........................
    (iii) Rs. 1001 to Rs. 1500 ..........................
    (iv) Rs. 1501 to Rs. 2000 ..........................
    (v) Above Rs. 2000 ........................................
II. Family background

1. Father’s name .........................................................
2. His educational qualification ........................................
   (please tick of)
   (a) High School
   (b) Intermediate
   (c) Degree
   (d) Post graduate
   (e) Technical
   (f) Any other

3. His occupation ........................................................
4. Personal monthly income at present ..............................
   (please tick of)
   (i) Below Rs. 500
   (ii) Rs. 501 to Rs. 1000
   (iii) Rs. 1001 to Rs. 1500
   (iv) Rs. 1501 to Rs. 2000
   (v) Above Rs. 2000

5. Husband’s name ......................................................
6. His age ...................................................................
7. His educational qualification ........................................
   (please tick of)
   (a) High School
   (b) Intermediate
   (c) Degree
   (d) Post graduate
   (e) Technical
   (f) Any other

8. His occupation ..........................................................
9. His monthly income (please tick off)
   (at present or at the time of retirement whichever applicable)
   (j) Below Rs. 500
   (ii) Rs. 501 to Rs. 1000
   (iii) Rs. 1001 to Rs. 1500
   (iv) Rs. 1501 to Rs. 2000
   (v) Above Rs. 2000
10. Nature of the family (Joint/Nuclear)
   (strike off what is not applicable)
11. Number of children
12. Their age
   (a)
   (b)
   (c)
   (d)

III. Details about the project
1. Name of the enterprise
2. Form of business organization
   (Sole proprietorship/partnership/private limited/public limited/
   cooperative/joint Hindu family)
   (please strike whatever is in applicable)
3. Product offered
   Types ............... Range ............... specialization (if any)
4. Any diversification in product lines since then?
   (Please give a few essential details)
5. Location of industry
6. Have you changed the location since then? Yes/No
   If yes, why?
7. Installed capacity
   Value of product at full capacity?
8. Brief financial data (please fill in where applicable approximately)
   (a) Fixed assets: Write down value as on dated .................
      (i) Land
      (ii) Building
      (iii) Plant and machinery
      (iv) Tools and fixtures
      (v) Vehicles
      (vi) Furniture and fixtures
      (vii) Other fixed assets
   (b) Capital employed
      (i) Own capital
      (ii) Capital
      (iii) Borrowings
         (a) Long term
         (b) Short term
         (c) Deposits
(iv) Capital resources as on ...........
(v) Requirement of working capital
   (a) Raw materials, etc.
   (b) Wages
   (c) Other expenses

(c) No profit, no loss output

9. Profit and loss statement (please fill in) dated .................
   Net sales
   Profit/loss
   Before tax
   Profit/loss
   After tax

Do you draw any salary from the business Yes/No
If yes, how much per year ?

How much profit have you got for the year dated .................

10. Labour
   (a) Staffing pattern – total number of employees initially now
   (i) Manager
   (ii) Supervisors
   (iii) Skilled labour
   (iv) Semi skilled labour
   (v) Unskilled labour

(b) Do you give preference to female workers ? Yes/No
If yes why ?

(c) Have you given any training to workers to increase their productivity ? Yes/No

   Outside or in the factory
   How many people are covered
   Nature and duration of training (please state briefly)

(d) What incentive do you give to workers ?
   (i) Regular wage scale Yes/No
   (ii) Out of turn promotion Yes/No
   (iii) Bonus Yes/No
   (iv) Share in profit Yes/No
   (v) Participation in management Yes/No
   (vi) Any other, specify

(e) (i) How do you try to maintain personal contact with labourers
   (ii) Do you invite your subordinate for ceremonies ? Yes/No
(iii) Do you think that they hesitate in attending ceremonies?
(iv) Do you arrange social gatherings for workers?  
    Yes/No
(v) Do your workers feel that you are more sympathetic towards them being awareness?  Yes/No
(vi) Do you feel that you are over sympathetic towards them?
(vii) Do your workers try to take undue advantage of your sympathetic attitude?  Yes/No

11. Marketing
   • Is there any specific marketing strategies?  Yes/No
   • Do you require to entertain purchase officers as part of marketing strategy?  Yes/No
   • Do you market your products or appoint distributors?  Yes/No
   • Do you supply on credit?  Yes/No
   • If yes what are the terms and conditions of credit?  Yes/No
   • Do you export any products?  Yes/No
     If yes, to what countries?
   • Do you import any raw material/ or use indigenous raw material?

12. Quality of the product
   • How do you check the quality of your product? ..............
   • How do you try to maintain quality .........................
   • Have you done any experiment/innovation in your field?  Yes/No
     State Briefly

   • Did you get any award for your industrial enterprises from any institution?  Yes/No
     If yes, please give details
While starting an enterprise did you feel that you were taking:
- A great risk? Yes/No
- A moderate risk Yes/No
- No risk at all Yes/No

13. Miscellaneous
- Are you a member of any industry/trade association? Yes/No
- If yes, do you actively participate in the meetings as such association? (kindly state)
- Reasons for maintaining contacts with the banks (tick off)
  (i) For getting loan
  (ii) For keeping deposit
  (iii) Securities
  (iv) Agency functions
  (v) For getting project report prepared
  (vi) Any other (please state)
- What measures do you take to protect your stocks against theft/robbery/stealing etc.? 

IV. Present problem
(A) Marketing problems (please tick off)
The problem presently faced by you?
  (i) Lack of adequate demand reasons
  (ii) Stiff completion nature
  (iii) Distribution
  Reasons
  (iv) Availability of cheaper substitutes
  (v) Any other problem (specify)
(B) Technical problems (please tick off)
  (i) Shortage of raw material Yes/No
  (ii) Power cut Yes/No
  (iii) Frequent breakdown of machinery Yes/No
  (iv) Lack of servicing facilities Yes/No
  (v) Process control Yes/No
  (vi) Unsatisfactory product Yes/No
  (vii) Labour unrest Yes/No
  (viii) Water shortage Yes/No

Have you been using full capacity? Yes/No

If yes, what among the following on the reasons for under utilization of capacity (please tick off)
(i) Shortage of raw material  Yes/No
(ii) Power shortage  Yes/No
(iii) Any other (specify)  Yes/No
Any other technical problem (please list)  

(C) Do you faced the following problems?  Yes/No
(Please tick off)

(i) Right price of raw material  Yes/No
(ii) Close competition  Yes/No
(iii) Uneconomic utilization of capacity  Yes/No
(iv) Any other (please specify)
    Any losses this year  Yes/No
    If yes, reasons

(D) Financial problems (Please tick off)

(i) Shortage of working capital  Yes/No
    If yes, nature
(ii) Inadequate financial assistance  Yes/No
    If yes, nature
(iii) Do you face problems resulting to recovery  Yes/No
    Heavy interest charges any other (please list)
(iv) Do you face the problem of late payment of bills?  Yes/No
    If yes, from which sector
    (a) Public sector  Yes/No
    (b) Private sector  Yes/No
    (c) Private sector  Yes/No

(E) Other problems

(a) Legal  Yes/No
    If yes, nature
(b) Government rules  Yes/No
    If yes, nature
(c) Any other (please list)

6. What systematic efforts, if any, are you making to overcome these problems and with what success.

7. Do you find any difficulty in maintaining public relations for your business?  Yes/No

8. Do you encounter difficulty in finding accommodation for your business?

9. What type of assistance do you need to solve your problems?  Yes/No

From whom?
V. Opinion poll

1. Do you think that industrial entrepreneurship is male’s field? Yes/No

2. Do you think that while selecting an industry only certain fields are for women? Yes/No
   If yes, please specify, give reasons.

3. Do women entrepreneur have to face any typical difficulties? Yes/No
   If yes, please specify.

4. As a women entrepreneur, do you feel over stained because of work at home and in industry? Yes/No

5. Do you find from your experience that there are any problems in accepting a woman as a boss? (Please give a few details)

6(a) Briefly state your views on the following sources of unethical business practices:
   (i) Entertaining persons
   (ii) Adulteration
   (iii) Corruption
   (iv) Any other (specify) state your views

(b) (i) When a family has limited resources, it would be vision for this family to spend on the education of sons rather than of daughters.
   (ii) Women’s work participation in economic development is clearly related to better status for women and reduction in population growth.

7. Given below area number of statements. We would like to know how much you agree or disagree with each of them. There are give phrases varying from “agree strongly”, to “disagree strongly”. Kindly put a tick mark against the phrase in an appropriate column that describes your reacting in the light of your experience as women – entrepreneur.
<table>
<thead>
<tr>
<th>Statement</th>
<th>Strongly agree</th>
<th>Agree a little</th>
<th>Neither agree nor disagree</th>
<th>Disagree a little</th>
<th>Disagree strongly</th>
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<tbody>
<tr>
<td>1. Education is not of prime importance for becoming an entrepreneur.</td>
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<td>2. Working women take away bread as men.</td>
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<td>3. Family is the central focus as a women’s life.</td>
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<td>4. With husband's transfer the career of a woman in dislocated.</td>
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<td>5. In the family as working women children are neglected.</td>
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<td>6. Women are more suitable for desk work than manual work.</td>
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<td>7. Marriage is the highest goal of life for a women</td>
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<tr>
<td>8. Career of women are looked down upon as aggressive and unfeminine creators.</td>
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</table>

VI. Miscellaneous

1. What advice would you like to give to new women entrants as entrepreneurs in the field of industry?

2. Which of the following factors do you think are crucial for your success (Please rank in order of priority)
   (i) Willingness to bear risk and uncertainty.
   (ii) Hard work
   (iii) Financial support
   (iv) Efficient marketing strategy
   (v) Any other (specify)

3. Do you try to keep your knowledge up-to-date regarding general trends in the following?
   (i) Production
(ii) Marketing
(iii) Technology and processes
   If yes, how?

4. Rate yourself as entrepreneur on the following scale (please tick off what is applicable)
   Completely successful
   Moderately successful
   Average successful
   Moderately unsuccessful
   Completely unsuccessful

5. According to your what factors are necessary success in entrepreneurship (please specify)

6. Would you advice your children to become entrepreneurs.

7. Have you decided to proceed further as women entrepreneur or to stop business in the near future?

8. What are your future plan?

VII Any suggestions and recommendations?