ANNEXURE
A. QUESTIONNAIRE

Personal Background

1. Name:

2. Address:

3. Age:

4. Marital Status: 1. Married
2. Unmarried

5. Gender: 1. Male
2. Female

6. Education:

<table>
<thead>
<tr>
<th>Before EDP</th>
<th>After EDP</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. Up to S.S.C.</td>
<td>1. Up to S.S.C.</td>
</tr>
<tr>
<td>3. Graduation</td>
<td>3. Graduation</td>
</tr>
<tr>
<td>4. Post Graduation</td>
<td>4. Post Graduation</td>
</tr>
<tr>
<td>5. Diploma</td>
<td>5. Diploma</td>
</tr>
<tr>
<td>6. Illiterate</td>
<td>6. Illiterate</td>
</tr>
</tbody>
</table>

7. Other Courses:

<table>
<thead>
<tr>
<th>Before EDP</th>
<th>After EDP</th>
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<td></td>
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</tbody>
</table>

8. Activity status at the time of the EDP:

1. Service
2. Education
3. Business
4. Ideal
5. In search of Job
6. Agriculture
7. 

9. Work Experience:

**Before EDP**

<table>
<thead>
<tr>
<th>Ownership Structure</th>
<th>Designation</th>
<th>Nature of work</th>
<th>Period</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
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</table>

**After EDP:**

<table>
<thead>
<tr>
<th>Ownership Structure</th>
<th>Designation</th>
<th>Nature of work</th>
<th>Period</th>
</tr>
</thead>
</table>
10. If were in business, give details:

<table>
<thead>
<tr>
<th>Nature of business</th>
<th>Ownership structure</th>
<th>Nature of work</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
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</tbody>
</table>

11. If left the service and started business, gives reasons for leaving service:

12. Time of decision of going into business:
1. After EDP 2. Before EDP 3. Not taken decision

13. Reason/s of starting own business:

14. Present activity status:
4. Ideal 5.

15. Income at the time of the EDP:
1. Up to 2,500 2. 2,500 – 5,000 3. 5,001 – 7,500
4. More than 7,501 5. No Income

16. Activity completed after EDP:

**Family Background**

17. Family Type: 1. Joint 2. Nuclear

18. Parents: Father

<table>
<thead>
<tr>
<th>Education</th>
<th>Occupation</th>
</tr>
</thead>
<tbody>
<tr>
<td>Up to S.SC.</td>
<td>Service</td>
</tr>
<tr>
<td>H.S.C.</td>
<td>Business</td>
</tr>
<tr>
<td></td>
<td>Manufacturing</td>
</tr>
<tr>
<td></td>
<td>Manufacturing</td>
</tr>
<tr>
<td></td>
<td>Service</td>
</tr>
<tr>
<td></td>
<td>Trading</td>
</tr>
<tr>
<td>Graduate</td>
<td>Agriculture</td>
</tr>
<tr>
<td>Post Graduate</td>
<td>Professions</td>
</tr>
<tr>
<td>Diploma</td>
<td></td>
</tr>
</tbody>
</table>
Illiterate

Mother:

<table>
<thead>
<tr>
<th>Education</th>
<th>Occupation</th>
</tr>
</thead>
<tbody>
<tr>
<td>Up to S.SC.</td>
<td>Service</td>
</tr>
<tr>
<td>H.S.C.</td>
<td>Business, Manufacturing -</td>
</tr>
<tr>
<td></td>
<td>Service - Trading -</td>
</tr>
<tr>
<td>Graduate</td>
<td>Agriculture</td>
</tr>
<tr>
<td>Post Graduate</td>
<td>Professions</td>
</tr>
<tr>
<td>Diploma</td>
<td>House wife</td>
</tr>
<tr>
<td>Illiterate</td>
<td></td>
</tr>
</tbody>
</table>

19. If married:  
1. Before EDP  
2. After EDP

Spouse:

<table>
<thead>
<tr>
<th>Education</th>
<th>Occupation</th>
</tr>
</thead>
<tbody>
<tr>
<td>Up to S.SC.</td>
<td>Service</td>
</tr>
<tr>
<td>H.S.C.</td>
<td>Business, Manufacturing -</td>
</tr>
<tr>
<td></td>
<td>Service - Trading -</td>
</tr>
<tr>
<td>Graduate</td>
<td>Agriculture</td>
</tr>
<tr>
<td>Post Graduate</td>
<td>Professions</td>
</tr>
<tr>
<td>Diploma</td>
<td>House wife</td>
</tr>
<tr>
<td>Illiterate</td>
<td></td>
</tr>
</tbody>
</table>

20. Advantage from earning Spouse:  
1. Yes  
2. No

21. List the Advantage:

22. No of dependents:

23. Relatives in Business:  
1. Yes  
2. No

24. Nature of Relatives business:  
1. Manufacturing  
2. Service  
3. Trading

25. Name of the Product / Service:

26. Your Involvement:  
1 Yes  
2. No

27. If yes, Nature of your work:
Participant’s Feedback

1. Year of EDP Joining:

2. Reason for joining EDP:

3. Whether collected information about the course: 1. Yes 2. No

4. Opinion about course aspects:

<table>
<thead>
<tr>
<th></th>
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<th></th>
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</thead>
<tbody>
<tr>
<td>Lectures:</td>
<td>1. Very good</td>
<td>2. Good</td>
<td>3. Average</td>
</tr>
</tbody>
</table>

5. Your suggestion on above aspects if you feel improvement is necessary:

<table>
<thead>
<tr>
<th>Course aspects</th>
<th>Suggestion</th>
</tr>
</thead>
<tbody>
<tr>
<td>Period:</td>
<td></td>
</tr>
<tr>
<td>Lectures:</td>
<td></td>
</tr>
<tr>
<td>Syllabus:</td>
<td></td>
</tr>
<tr>
<td>Teaching</td>
<td></td>
</tr>
<tr>
<td>Eligibility:</td>
<td></td>
</tr>
<tr>
<td>Selection:</td>
<td></td>
</tr>
</tbody>
</table>

6. According to you attributes required for joining EDP:

7. Factory Visit made: 1. Yes 2. No

   a. Number of factory visited:

   b. Product of the factory visited:

   c. Improvement in knowledge: 1. Yes 2. No

   d. Type of improvement observed:
e. Need of factory visit in the course, your opinion:


f. Benefits of factory visits:


g. Idea / Expectations about factory visit before EDP:

h. Whether fulfilled? 1. Yes 2. No

i. If not what are the reasons as per your opinion?

j. Type of factories should be visited, your suggestions:

k. Conduct of Factory visits, your suggestions:

8. Need of consultations before joining EDP:

a. Need of consultations after EDP:

b. Institutions approached by you for consultations: 1. Yes 2. No

c. If yes, which institution’s:

4. Lecturer 5. Other entrepreneurs 6.

d. Assistance Received:

4. Lecturer 5. Other entrepreneurs 6.
9. Your expectations from EDP Before joining:

a. Fulfillment of expectations: 1. Yes 2 No

b. Area of unfulfilled expectations:

10. Changes of personality observed after EDP:

b. Effect of changes lasted for:
1. One month 2. 3 months 3. 6 months
4. 1 year 5. 2 years 6. Permanent

11. Yours participation on classroom discussions:
1. Yes 2. No

a. If answer is no, what are the reasons for the not participation?

12. Can any body become entrepreneurs? Your opinion:
1. Yes 2. No

a. If your answer is no, what are the virtues needed to become entrepreneurs in your opinion?

13. Is training essential for becoming entrepreneur?
1. Yes 2. No

a. If your answer is yes, then in your opinion what type of training is needed?

14. Usefulness of EDP you have attended to create entrepreneurs, your views?

a. Usefulness of EDP you have attended, according to the sector, your opinion?

15. Important subjects as per your opinion included in the course?
16. Unimportant subjected as per your opinion-included in the course?

17. In your opinion, what are the subjects should be included in the course?

18. List the subjects that are liked by you.

19. List the subjects that are not liked by you.

20. Name the project for which you had prepared DPR (Detail Project Report).

21. Have you attended follow-up meeting arranged by the MCED?
   1. Yes  2. No
   a. If your answer is yes then, were they useful?  1. Yes  2. No
   b. If your answer is No then, give reasons for not attending the same

22. Will you recommend the course to others?  1. Yes  2. No
   a. If your answer is no, please gives the reasons?

23. In your opinion what is the usefulness of the EDP to start the business?

   a. If your answer is yes, according to you what are the limitations of the EDP?

25. Your suggestions for improving effectiveness of the EDP
Those who started business

Profile of the business:


2. Product/Service name:

3. Location:  1. MIDC  2. Residence  3. Independent office

4. Start up year:


4. Ltd  5.


8. Cost of the project
   Project cost :
   Land / Building :
   M/c :
   Other fixed Assets :
   Working capital :

9. Raising of Capital :
   Own investment :
   Family/relatives :
   Bank loan :
   Others :

B. Initial information:
10. Started the business you wanted to start? 1. Yes 2. No

a. If your answer is no, name that business you could not start:

b. What are the reasons for not being able to start the business you wanted to start?


a. If your answer is no, then give reason/s for not selecting business from EDP course.

12. Who suggested started business?
1. Entrepreneur himself 2. Consultants 3. Govt. officers
4. Family members 5. Friend 6. EDP course

13. What are the reasons for sleeting business?

14. Other business in the mind at the time of the finalization of the business?

15. Selected business is related with:
1. Education 2. Experience 3. Education / experience

a. Problems faced during business-selected stage:

16. Help received from for business selection:
1. MCED 2. Educational institutions
C. Start-up of business:

17. Preparation the projects report before starting business:  
   1. Yes  
   2. No

a. If answer is yes, prepared by:  
   1. Entrepreneur himself  
   2. Consultants  
   3. C.A.  
   4. MCED  
   5. Bank  
   6. Collogue

b. If not prepared by entrepreneur himself, what are the reasons?

c. If not prepared project report, what are the reasons?

d. Because of the not preparation of the Project Report, did you encountered problems?  
   1. Yes  
   2. No

e. If your answer is yes, please mentioned the problem/s you faced?

18. Conducted Market Research?  
   1. Yes  
   2. No

a. If your answer is yes, who conducted?  
   1. Entrepreneur himself  
   2. Consultants  
   3. C.A.  
   4. MCED  
   5. Bank  
   6. Collogue

b. If not conduct by himself, mention the reasons:

c. If not conducted Market Research, Give reasons:

d. Needed technical knowledge?  
   1. Yes  
   2. No

e. If your answer, from where did get it?  
   1. MCED  
   2. Educational Institute  
   3. Consultant  
   4. Partner  
   5. Training  
   6. Service  
   7. Education  
   8.
f. Did encounter problems in acquiring Technical Know-How?
   1. Yes 2. No

g. If your answer is Yes please list the problems?

h. Did you approach MCED for assistance?
   1. Yes 2. No

i. What are your suggestions in connection with the problems encountered for the acquiring technical know how?

j. Reasons for selecting technology based project?

19. Did you apply for Loan?
   1. Yes 2. No

a. If your answer is No, give reasons:

b. If your answer is Yes, Bank selected:
   1. Nationalized 2. Co-operative
   3. Schedule 4. MSFC
   5. Private financial institution 6.

c. Who approached the bank?
   1. Entrepreneur himself 2. C. A.
   3. Friend 4. Consultants
   5.

d. Awareness of the financial schemes at the time of the loan applications?
   1. Yes 2. No

e. Period required for loan sanction:
   1. Less than 3 months 2. 3 – 6 months
   3. 1 year 4. 1.5 year
   5. 2 years 6. 3 years
   7. 3 –5 years 8. More than years

f. What is your experience with bank?
   1. Very Good 2. Good
   3. satisfactory 4. Not good
g. Your opinion on the method of loan proposal processing in the bank:

20. Did you visit MCED 1. Yes 2. No

a. If your answer is yes, mention the purpose of the visit.

b. If not visited, give the reasons for not visiting MCED.

21. Mention the activity which took maximum period for completion.

22. Period required to start the business.
   1. Less than 1 year 2. 1 year 3. 2 years 4. 3 years
   5. 4 years 6. 5 years 6. More than 5 years

D. Running Business

23. How years running the present business?
   1. Less than 1 year 2. 1 year 3. 2 years 4. 3 years
   5. 4 years 6. 5 years 7. More than 5 years


a. Your answer is no, what step have taken to improve it?

25. What are the supportive aspects for earning sufficient profit according to you?

26. What are the strong points of your business, as per your opinion?

27. What are the weak points of your business according to you?

   a. What steps have you taken to overcome these weak points?

28. What is your responsibility in business?
29. How do your rate your skills in different areas?

<table>
<thead>
<tr>
<th>Area of skill</th>
<th>Very good</th>
<th>Good</th>
<th>Average</th>
<th>Poor</th>
</tr>
</thead>
<tbody>
<tr>
<td>Manufacturing</td>
<td></td>
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<tr>
<td>Finance</td>
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<td>Marketing</td>
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<td>Personal Relations</td>
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<tr>
<td>General Management</td>
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</table>

30. Manpower in the business

Skilled : Unskilled : Semiskilled : Total :

b. Appointment of professionals: 1. Yes 2. No

c. If your answer is yes, nature of work

31. Who is decision maker in your business?


32. Did you have to temporarily closed down business at any time after starting?

1. Yes 2. No

a. What are the reason/s of closure of the business?

33. What is the main difficulty in your business according to you?

32. Do you have future plans?

1. Yes 2. No

a. If your answer is yes, what are your future plans?

33. Use of EDP?

<table>
<thead>
<tr>
<th>Aspects</th>
</tr>
</thead>
<tbody>
<tr>
<td>Business line</td>
</tr>
<tr>
<td>Production planning</td>
</tr>
<tr>
<td>Inventory control</td>
</tr>
<tr>
<td>Marketing</td>
</tr>
<tr>
<td>Financial Management</td>
</tr>
<tr>
<td>General management</td>
</tr>
<tr>
<td>Industrial relations</td>
</tr>
<tr>
<td>Cost control</td>
</tr>
</tbody>
</table>
34. Have you visited MCED after starting business?  
1. Yes  
2. No  
a. If answer is no, why?  
b. If answer is yes, purpose of the visit?  

Those who tried to set up business  

A. Profile of the business:  

1. Nature of the business tried to start:  
   1. Manufacturing  
   2. Service  
   3. Trading  

2. Product/Service name:  

3. Ownership structure:  
   1. Proprietary  
   2. Partnership  
   3. Pvt. Ltd.  
   4. Ltd  
   5.  

B. Initial information:  

3. Had you selected business suggested in the EDP?  
   1. Yes  
   2. No.  
   a. If your answer is no, then give reason/s for not selecting business from EDP course.  

4. Who suggested started business?  
   1. Entrepreneur himself  
   2. Consultants  
   3. Govt. officers  
   4. Family members  
   5. Friend  
   6. EDP course  

5. What are the reasons for selecting business?
6. Selected business s is related with:
   1. Education
   2. Experience
   3. Education / experience
   4. Training
   5. Not related
   6. Family business

7. Problems faced during business-selected stage:

8. Help received from for business selection:
   1. MCED
   2. Educational institutions
   3. Financial institutions
   4.

C. Preliminary work / Starting-up of business:


a. If answer is yes, prepared by:
   1. Entrepreneur himself
   2. Consultants
   3. C.A.
   4. MCED
   5. Bank
   6. Collogue
   7.

b. If not prepared by entrepreneur himself, what are the reasons?

c. If not prepared project report, what are the reasons?

d. Because of the not preparation of the Project Report, did you encountered problems? 1. Yes 2. No

e. If your answer is yes, please mentioned the problem/s you faced?


a. If your answer is yes, who conducted?
   1. Entrepreneur himself
   2. Consultants
   3. C.A.
   4. MCED
   5. Bank
   6. Collogue
   7.

b. If not conduct by himself, mention the reasons:
c. If not conducted Market Research, Give reasons:


a. If your answer, from where did get it?


c. If your answer is Yes please list the problems?

d. Did you approach MCED for assistance? 1. Yes 2. No

e. What are your suggestions in connection with the problems encountered for the acquiring technical know how?

f. Reasons for selecting technology based project?

12. Did you apply for Loan? 1. Yes 2. No

a. If your answer is No, give reasons:

b. If your answer is Yes, Bank selected:

c. Who approached the bank?
   1. Entrepreneur himself 2. C. A. 3. Friend

d. Awareness of the financial schemes at the time of the loan applications? 1. Yes 2. No

e. Did you get loan? 1. Yes 2. No
f. If answer is no, then gives reasons for non sanction of loan

g. Did you visit MCED         1. Yes                  2. No

h. If your answer is yes, mention the purpose of the visit.

i. If not visited, give the reasons for not visiting MCED.

13. How many years were you trying to start the business?
    1. Less than 1 year  2. 2 years  3. 2 years
    4. 3 years          5. 4 years  6. 5 years

14. Supposing that you had succeeded in starting business, how far it would have been successful?
    1. 100%             2. 50%       3. Not sure

15. Reasons for not starting the business?

16. Do you have future plans to go into business?         1. Yes                  2. No
    a. If your answer is yes then, give the name of the business if you have decided.
    b. Who have suggested this business?
    c. Reasons for selection of that business?
    d. Trying to start business         1. Yes                  2. No
    e. When do you planning to start business?
       1. Within 1 year  2. After 1 year  3. After 2 years
       4. After 3 years  5. After 4 years  6. After 5 years
    f. Project cost:
    g. Are you planning to leave the service?         1. Yes                  2. No

17. Had you selected wrong business?
D. Those who started the business and then closed down

1. How many years ran the business before closing?

2. What are reasons for closing down the business?

3. What did you do to avoid closing?

4. Have you visited MCED?  
   a. If your answer is yes, then the type help sought from?
   b. Did you get required help?

5. Other institutions approached for the help to avoid closing?

6. Do you want to go in same business in future?
   a. If your answer is yes, then when?
   b. If your answer is other business, then give the name of the business.
   c. Are you trying?

E. Those who did not try

1. Why you did not try to start the business after completion of the course?

2. If in the service,
   a. Nature of the organization:
   b. Designation held:
   c. Nature of work:
   d. Salary / Month:
   e. When did you get this service?
3. If completing education,
   a. Name of the course:

4. Objective/s of the dong EDP

5. What are your futures plans?  
   1. Business  
   2. Service  
   3. 

a. If your answer is business, give name of the busyness if you have

b. Who have suggested the above business?

c. What are the reasons for selecting business?

d. Are you trying to start it?  
   1. Yes  
   2. No

e. When do you stats to plan?
   1. Within 1 year  
   2. 1 years  
   3. 2 years  
   4. 3 years  
   5. 4 years  
   6. 4 years  
   7. After 7 years  
   8. Not decided

f. Expected investment:

g. Are you planning to leave the service?  
   1. Yes  
   2. No

*****