# APPENDIX

## QUESTIONNAIRE

### 1.0  General Information :

1.1 Name of the enterprise :

1.2 Type of Industry

<p>| | |</p>
<table>
<thead>
<tr>
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<tbody>
<tr>
<td>1</td>
<td>Chemical &amp; Dyes</td>
</tr>
<tr>
<td>2</td>
<td>Engineering</td>
</tr>
<tr>
<td>3</td>
<td>Packaging</td>
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<tr>
<td>4</td>
<td>Paints</td>
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<tr>
<td>5</td>
<td>Paper</td>
</tr>
</tbody>
</table>

1.3 Year of establishment / or acquisition

1.4 Form of organization

<p>| |</p>
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<td>1</td>
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</table>

1.5 Size of the enterprise :

1.5.1 Total Employment

<p>| | |</p>
<table>
<thead>
<tr>
<th></th>
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<tbody>
<tr>
<td>1.</td>
<td>Un-Skilled</td>
</tr>
<tr>
<td>2.</td>
<td>Semi Skilled</td>
</tr>
<tr>
<td>3.</td>
<td>Skilled</td>
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</tbody>
</table>

1.5.2 No. of people working in office___________

1.5.3 Fixed Capital (In Rs.)

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<thead>
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<td>1.</td>
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<td>4.</td>
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</tbody>
</table>
1.5.4 Working Capital (In Rs.)

1. Stock of raw Materials __________
2. Stock of fuels and lubricants __________
3. Finished products in stock __________
4. Cash __________
5. Any other (Specify) __________

1.5.5 Own Capital

1. Personal __________  2. Family __________

1.5.6 Borrowed Capital __________ from where

1. Money Lenders
2. Friends
3. Banks
4. Financial Institution
5. Any Others (Specify)

1.5.7 Amount of Turnover

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<tbody>
<tr>
<td>Turnover (Rs.)</td>
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<td></td>
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</table>

1.6 Nature of the Market: [Entry Date] [Please rank]

1. Local Market
2. State Market
3. All India Market
4. Foreign Market
   Asia  Europe  USA  Africa  Other
   [ ]  [ ]  [ ]  [ ]  [ ]
5. Seasonal Market
6. Thorough out the Year
1.7 **Utilization Capacity**:

1.7.1 Whether the firm is able to run its full capacity?  

1. Yes  
2. No.  

1.7.2 If no, give the percentage of used capacity  

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<tr>
<td>Percentage</td>
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</table>

2.0 **Personal Information And Personality**

2.1 Name ____________________________________________

2.2 Age _________

2.3 Marital Status  

1. Married  
2. Unmarried  
3. Widower  
4. Widow  
5. Divorcee

2.4 Nationality  

1. Indian  
2. Foreigner

2.5 Religion  

1. Hind  
2. Muslim  
3. Christian  
4. Sikh  
5. Jain  
6. Any other (Specify)

2.6 Caste  

1. S.C.  
2. S.T.  
3. OBC  
4. Open

2.7 Place of Birth ____________ Dist. ____________ State__________

2.8 Since when your family is living in this region ____Year ____Month.

2.9 Are you migrated?  

1. Yes  
2. No.  

2.9.1 If yes, from where? _____ Dist. _____ State_____

2.9.2 Cause of migration  

1. Education  
2. Business  
3. Service  
4. Marriage  
5. Family migration  
6. Any other (Specify)

2.10 Educational Qualification  

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2.11 Type of family at the time of establishment of the firm.  
1. Independent  2. Single or Nuclear  3. Joint  

2.12 Head of the Family  

2.13 Member of the Family : Total  
Male ______  Female ______  Children ______ 

2.14 Did you receive any help from your joint family for the establishment of your enterprise?  
1. Yes  2. No 

2.15 Information about family members:

<table>
<thead>
<tr>
<th>Sr. No</th>
<th>Name</th>
<th>Age</th>
<th>Gender</th>
<th>Education</th>
<th>Occupation</th>
<th>Monthly Income</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
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<td>5</td>
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</tbody>
</table>

2.16 What was your father’s principal occupation?  

2.17 What was his education qualification?  
0. Illiterate  1. Primary  2. Secondary  
6. Diploma  7. Degree  8. Any other (Specify)
2.18 How much did your father influence you in respect to your present occupation? [ ]


2.19 Did any other member influence you in respect to your present occupation? [ ]

1. Yes  2. No  2.19.1 If yes, who? [ ]

2.20 What type of life style you enjoyed as a dependent to your parents?

1. Luxurious  2. Comfortable  3. In want [ ]

2.21 Did you have any job before the establishment of this particular firm? [ ]

1. Yes  2. No

If yes,  2.21.1 Year of Joining [ ]

2.21.2. Year of Leaving [ ]

2.21.3. Name of the Employer [ ]

2.21.4. Position Held [ ]

2.21.5. Salary Earned [ ]

2.22. Why did you leave the earlier job? [ Please rank ]

1. Better prospects [ ]
2. More earning [ ]
3. More job satisfaction [ ]
4. Independent decision [ ]
5. Any other (Specify) [ ]

2.23. Was trading a better option for you? [ ]

1. Yes  2. No  2.23.1 If no, what are the reasons? [ ]

2.24. Why did you start this particular industry? [ Please rank ]

1. Make use of earlier experience and training [ ]
2. Better financial prospects [ ]
3. Investment capacity [ ]
4. Family business [ ]
5. Advice from close friends and relatives
6. Market Survey

2.25. Did you receive any training for this line of Business? 
   1. Yes  2. No.
   If yes, give particulars regarding:
   2.25.1. Name of the institution
           ___________________________________________________________
   2.25.2. Period of Training  Years _________ Months _______
   2.25.3. Type of training
           1. Theoretical  2. Practical  3. Both

2.26. Whether you associated with any other business or trade before? 
   1. Yes  2. No.

2.27. Do you consider yourself to be

2.28. Do you often get an urge that you should create new things or innovate?
   1. Yes  2. No.
   If yes, than
   1. Implement immediately
   2. Discuss with others and plan out systematically
   3. Discuss with other partners for implement

2.29. How much importance you give to social prestige and status?

3. **Initiation and growth of Entrepreneurship**

3.1 Will you kindly narrate details of the establishment of the enterprise, indicating who promoted it?

3.2 How did you get the idea of establishing the enterprise? (Please rank)
   1. Advice from business friends
2. Advice from Government officials
3. Profit made by others
4. Contacts with others
5. Shortage and demand of the goods in the market
6. Previous experience in such kind of job
7. Training or education received
8. Absence of competition
   1. Locally
   2. Regionally
9. Any other reasons
   Please specify

3.3 3.3.1 When did the planning of business start? ___Months ____ Year

3.3.2 When did the building / renting the factory, shed and buying of machinery and equipment begin? _____Month _____Year

3.3.3 When did the actual production start? ___Month __ Year

3.4 Will you kindly mention some of the problems encountered in getting established?
   1. Economic / Financial
   2. Social
   3. Administrative
   4. Government rules & regulation
   5. Market related
   6. Any other (Specify)

3.5 What were the major factors which led the location of your enterprise in this area?
   1. Residence in the neighborhood
2. Other business also established here

3. New opportunities in respect of marketing

4. New opportunities in respect of production

5. Existence of industrial estate

6. Availability of raw material

7. Availability of skilled / unskilled labour

8. Availability of power & fuel

9. Availability of transport facilities

10. Availability of technical help

11. Proximity to the market

12. Any other facilities

Please specify

3.6 What consideration decides the initial size of the enterprise? (Please rank)

1. Availability of capital
   1. Borrowed
   2. Owned
   3. Both

2. Size of the market

3. Skill and technical know-how

4. Experience

5. Unwillingness to take larger risks

6. Nature of production

7. Investment capacity

8. Any other (Please specify)
3.7 Kindly mention the growth of your enterprise in respect of following variables.

<table>
<thead>
<tr>
<th>Sr. No.</th>
<th>Variables</th>
<th>Year</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Production</td>
<td></td>
</tr>
<tr>
<td>2</td>
<td>Employment</td>
<td></td>
</tr>
<tr>
<td>3</td>
<td>Total Investment</td>
<td></td>
</tr>
<tr>
<td>4</td>
<td>Total Turnover</td>
<td></td>
</tr>
<tr>
<td>5</td>
<td>Profit / loss</td>
<td></td>
</tr>
</tbody>
</table>

3.8 What are the major factors which helped growth of your enterprise? (Please rank)

1. Easy availability of raw materials.
2. Availability of cheap peaceful labour.
3. Availability of capital.
4. Institutional help.
5. Government Policy (Delicencing)
6. Any Other (Specify).

3.9 Have any of the change taken place since establishment? (Please rank)

1. Establishment of new unit.
2. Expansion of old unit.
3. Improvement in design or lay out of the plant.
4. Improvement of old machines.
5. Introduction of new products or new line of activity.
7. Important changes in marketing arrangement.
8. Any other (please specify). □

3.10 Are any such changes planned for near future? □
1. Yes  2. No

3.10.1. What type of change you planned? □
1. Expansion  2. New Unit

3.11 Decision Making

3.11.1 Who is responsible for taking decisions regarding technical aspects?
1. Team  2. Individual  3. Both □

3.11.2 Who is responsible for taking decisions regarding financial aspects?
1. Team  2. Individual  3. Both □

3.11.3 Who is responsible for taking decisions regarding labour aspects?
1. Team  2. Individual  3. Both □

3.12 Quality

3.12.1 Are you satisfied with the quality of your product? □
1. Yes  2. No □

3.12.2 How do you ensure the quality of your product? □
1. Through quality control certification .
2. Customer satisfaction

3.13 Do you have any membership in professional bodies? □
1. Yes  2. No
If yes, □

Name of the body ________________________________
3.14 **Opinion**

3.14.1 According to you what is the greatest quality of an entrepreneur? (Please rank)

1. Risk taking
2. Coordinating
3. Innovating
4. Analyzing the market
5. Any other

3.14.2 Is there any change in business atmosphere after Indian economic reforms of 1991? (Please rank)

1. More competitive
2. Easy availability of raw materials
3. Quality standardization
4. Frequent change in the market with the introduction of new product from external market.

3.14.3. Do you consider that training institute are important for a entrepreneurship?

1. Yes
2. No.

3.14.4. Have you felt the need of training/educational institute for the labour?

1. Yes
2. No.

4 **Problems and Relationships**

4.1 Kindly indicate the major problem faced by your enterprise today?

1. Raw materials

   1. Poor quality
   2. Variations in quality

2. Labour problems (Nature of Problems)
3. Shortage of Capital.
4. Shortage of technical or managerial personnel.
5. Some measures of Government.
6. Transport facilities
7. Power and fuel
8. Marketing.
9. Other (Please specify)

4.2 What is your method of recruitment of labour and technical personnel?
1. Written Test
2. Interview
3. Written and interview
4. Personal contact

4.3 Do you have any system of training before the labour is actually put on the job?
1. Yes
2. No.
If yes, duration time of the training ___________________

4.4 If there any labour union in the plant?
1. Yes
2. No.
If yes, than is it organized by
1. Management
2. Labours
3. Outsiders

4.5 Do you face any labour problems in your factory?
1. Yes
2. No.
4.5.1 If yes, what type of labour problems do you face?
1. Absenteeism
2. Strikes
3. Trade union activities
4. Lack of efficiency
5. Any other (Please Specify)
4.6 Do you make sub-contracting with local firm?  
   1. Yes  2. No.

4.7 Do you think there is any change in the approach of the Government towards industries in recent years?  
   1. Yes  2. No.

4.8 What type of assistance do you expect from State Government?  
(Please rank)
   1. Infrastructural  
   2. Finance / tax  
   3. Institutional  
   4. Technical  
   5. Any other ( Please Specify)  

4.9 Do you think, the need of Industrial Estate for industrial development is necessary?  
   1. Yes  2. No.

4.10 What Government can do to encourage people to start industries in this area?  
   1. Entrepreneurial training  
   2. Training in financial management  
   3. More infrastructural facilities  
   4. More institutional facilities  

4.11 What you think about industrial clusters?  
   1. Very helpful in providing more facilities  
   2. Similar industrial estate  
   3. It is only a new nomenclature  

4.12 According to you, will the concept of venture capital encourage a new class entrepreneur?  

4.13 Do you want your son or family member to carry on your work?

1. Yes  
2. No. ☐

4.14 Do you consider yourself as a successful entrepreneur?

1. Yes  
2. No. ☐

4.14.1. If yes, Why? (Please rank)

1. Because my profit level is increasing every year ☐
2. I am able to take risk ☐
3. I am successful in creating employment ☐
4. I am able to contribute to the development of this area. ☐