APPENDIX - I

QUESTIONNAIRE
A STUDY OF WOMEN ENTREPRENEURSHIP DEVELOPMENT

SECTION - 1
General Information about Entrepreneur:
[1] Full Name: ____________________________________________
[2] Address: ____________________________________________
                                            ____________________________________________
                                            ____________________________________________
                                            ____________________________________________
                                            ____________________________________________
                                            ____________________________________________
                                            ____________________________________________
                                            ____________________________________________
                                            ____________________________________________
                                            ____________________________________________
                                    Contact No: ____________________ Mobile: ____________________
[3] Name of Enterprise: ____________________________________________
[4] Address: ____________________________________________
                                            ____________________________________________
                                            ____________________________________________
                                            ____________________________________________
                                            ____________________________________________
                                            ____________________________________________
                                            ____________________________________________
                                            ____________________________________________
                                            ____________________________________________
                                    Phone: ____________________________________________

SECTION - 2
Information About Socio-Economic, Educational and Motivational Factors of Entrepreneurs:
[1] Age: __________________________

[2] Age at the time of starting the enterprise: __________________________

    (1) Unmarried   (2) Married   (3) Widow   (4) Separated   (5) Divorced

    (1) Nuclear   (2) Joint
[5] No of Family Members: ______________________

[6] Family Background:

<table>
<thead>
<tr>
<th>Relation</th>
<th>Education</th>
<th>Occupation</th>
<th>Annual Income (Rs)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Father</td>
<td></td>
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<td></td>
</tr>
<tr>
<td>Mother</td>
<td></td>
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<td></td>
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<tr>
<td>Husband</td>
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<tr>
<td>Guardian</td>
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</tbody>
</table>

[7] No of Children:

<table>
<thead>
<tr>
<th>No</th>
<th>Sex</th>
<th>Age</th>
<th>Education</th>
<th>Dependent/Independent</th>
</tr>
</thead>
<tbody>
<tr>
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</table>

[8] No of Dependent Family Members: ____________________________________________

[9] Religion: ________________________

(1) Hindu  (2) Muslim  (3) Christian  (4) Other

[10] Mother Tongue: ________________________

(1) Gujarati  (2) Hindi  (3) Urdu  (4) Sindhi  (5) Other

[11] Community:

(1) General  (2) S.C.  (3) S.T.  (4) S.E.B.C.

[12] Educational qualification:

(1) Less than S.S.C.  (2) S.S.C  (3) H.S.C.  (4) Graduate
(5) P.G.  (6) Other

[13] Technical Education:

(1) No Technical Education  (2) Certificate
(3) Diploma  (4) Graduate  (5) Post Graduate
[14] Any specific training for starting the enterprise?
   Yes   No
   If Yes,

<table>
<thead>
<tr>
<th>Type of Training</th>
<th>Year</th>
<th>Duration</th>
<th>Institute</th>
<th>Amount of Stipend / Allowance</th>
</tr>
</thead>
<tbody>
<tr>
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</tbody>
</table>

[15] What were you doing before starting this enterprise?
   (1) Study
   (2) Assisting father / brother / husband / relative in their business
   (3) Doing private service
   (4) Doing Government service
   (5) Had other factory unit / firm
   (6) Other occupation (specify)

[16] Do you have any business / managerial experience? If yes, how many years? Details

[17] Who has motivated you to start enterprise?
   Self willingness
   Advice of family members
   Advice of friend
   Business atmosphere of family
   Advice of Govt. Officers
   Similar profitable enterprise
   Positive financial position
   Other
[18] Object for starting the enterprise
   To earning Money
   For activeness
   For better education of children
   For social status
   For fulfillment of ambition
   Interest in Enterprise
   To employ others
   No educational qualification for job
   By accident or circumstances beyond control
   Convenience of managing family
   Other reasons

[19] Sources of financial help
   Bank
   Govt. agency
   Non Govt. agency
   Father/Husband
   Relatives
   Self
   Other

[20] Have you taken any assistance from governmental agency?
   Yes    No    If yes, describe the type of help.
   Financial help
   Preparing project report, registration, license etc.
   Training
   Guidance for product selection
   Guidance for machinery, technology selection
   Purchasing raw material
   Sales and marketing
Govt.'s incentive plans
Other

[21] Who takes major decisions in your enterprise?

[22] How much time do you spend for this venture?

SECTION - 3

Profile of Enterprise:

[1] Name of Enterprise: __________________________________________

[2] Date of Establishment: _________________________________________

[3] Type of Enterprise: ________________
   (1) Manufacturing          (2) Trading          (3) Service

[4] Form of organization: __________________________
   (1) Proprietorship (single/collective)      (2) Partnership         (3) H.U.F.
   (4) Women cooperative society            (5) Pvt. Ltd. companies

[5] Location of Enterprise: ________________
   (1) Urban                  (2) Rural

[6] Unit Located: ________________
   (1) At resident            (2) At rental building           (3) Plot/shed of GIDC

[7] How much is the capital employed in this enterprise?
   (1) Initial capital investment          (2) Total capital investment
       Rs Year                               Rs Year
<table>
<thead>
<tr>
<th>Sr No.</th>
<th>Year</th>
<th>Fixed capital</th>
<th>working capital</th>
<th>Total capital</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td></td>
<td></td>
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<td></td>
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<tr>
<td>2</td>
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<tr>
<td>3</td>
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</tbody>
</table>

[8] How did you raise this capital?

**Capital raised through:**

<table>
<thead>
<tr>
<th>Composition of the initial capital(%)</th>
<th>Composition of capital at present(%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>(1) own funds/ savings</td>
<td></td>
</tr>
<tr>
<td>(2) loan from scheduled bank</td>
<td></td>
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<tr>
<td>(3) loan from co-operative bank</td>
<td></td>
</tr>
<tr>
<td>(4) loan from relatives / friends</td>
<td></td>
</tr>
<tr>
<td>(5) profits re-invested in part</td>
<td></td>
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<tr>
<td>(6) others sources (please specify)</td>
<td></td>
</tr>
</tbody>
</table>

[9] How do you feel about the capital investment made so far in the factory unit?

capital investment is ____________________

(1) sufficient  (2) insufficient  (3) more than necessary  (4) cannot say

[10] If the capital investment insufficient, please answer the following.

(1) Requirement of additional capital investment -- Rs. ____________

(2) How do you plan to raise additional capital

(3) Which limitations do you experience due to insufficient capital in the present venture?

(1) scale economy  (2) low production capability  (3) diversification possibility

(4) loss in market leadership  (5) others (specify) ____________________
[11] Financial position (Last three years)

<table>
<thead>
<tr>
<th>Sr. No</th>
<th>Year</th>
<th>Production cost (Rs.)</th>
<th>Sale (Rs.)</th>
<th>Profit-Loss (Rs.)</th>
<th>Annual Income</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
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<tr>
<td>2</td>
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<td>3</td>
<td></td>
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</tr>
</tbody>
</table>

[12] Fixed Assets
(1) Less than one lakh _________  (2) 1 to 3 lakhs_________
(3) 3 to 5 lakhs _________  (4) Above 5 lacs _________

[13] Which type of technology is used in your enterprise?
(1) Indigenous or Foreign
(2) Traditional or Modern

[14] Who formulated the project for your enterprise?
(1) Self  (2) Professionals
(3) Relatives (4) Other

[15] Total Staff Employed at present  Male  Female  Total
(1) Administrative staff
(2) Workers
(3) Other

[16] Percentage of female employees to total staff

[17] Give details regarding composition of workers employed in this factory unit
composition of workers  Male (%)  Female (%)
(1) Skilled
(2) Semi skilled
(3) Unskilled
(4) All workers
[18] How many members of your family are engaged in this enterprise?
   If engaged: _____________ member(s) engaged or Nil

[19] Do you have systematic knowledge of business administration?
   Yes               No
   If yes,
   (1) Degree or Diploma in administration
   (2) Professional experience
   (3) Training in CED, SISI, DIC.
   (4) Other

[20] Do you keep your knowledge up to date as required by your business?
   Yes               No
   (1) By attending seminars/conferences
   (2) By reading special magazines/journals related to the product
   (3) From the association of the business concerned
   (4) From management/technical consultants

[21] How do you maintain your accounts and who is doing this job?
   (1) Deshi A/C      (2) Double entry system
       (1) Prepared by yourself (2) By Accountant (3) Not necessary to prepare A/C

[22] Is there any competition in your business?      Yes          No
   If yes, who are the competitors?
   (1) Local producers (2) Big Companies (3) Multinational Companies

[23] Do you think that the growth of your unit is restricted due to lack of funds?
   Yes               No

[24] Do you want any change in your unit/business? No          Yes
   If yes,
   (1) To purchase new machinery for development.
(2) For new methods/technology.
(3) To increase production capacity
(4) To develop new products
(5) To enter into new markets
(6) Others

SECTION - 4
Information About Product

[1] Name of your product: ______________________________________________________

[2] Why you select this product?
____________________________________________________________________________
____________________________________________________________________________
____________________________________________________________________________

[3] Do you get required amount of raw material?
   Yes                               No

Easy To get it? OR Difficult to get it?

From where do you get it?
Locally available               Outside available

[4] How you arrange for storage of raw material and finished product?
   (1) In the unit only?
   (2) Outside the unit?
   (3) Purchasing according to the require?
   (4) Production according to orders
   (5) Any other

[5] By whom you manufacture your product?
   (1) Self       (2) By workers     (3) By family members

[6] Do you check the quality of the product?
   (1) Yes       (2) No
If yes, When do you do it?
(1) Before production (Raw material checking)
(2) During the process
(3) After production
(4) At every stage
(5) No need to check it
(6) Other

[7] Do you advertise your product?
(1) Yes
(2) No

If yes than how?
(1) In daily newspaper
(2) In magazines
(3) By pamphlets
(4) In sign boards
(5) By radio
(6) By television
(7) Other

[8] Where do you market your product?
(1) Locally
(2) Within the state
(3) Within the country
(4) Outside the country

[9] How you make an arrangement to transport your products to the market?
(1) By your own vehicles
(2) By railway
(3) By road transport
(4) By water transport
(5) By other transport
[10] Do you find any difficulty in marketing your product?

(1) Yes (2) No

If yes,
(1) Price competition
(2) Tough competition in market
(3) Very long time to recover money
(4) Advertisement war by large unit
(5) Customer preference for known brands manufactured by large units

SECTION - 5

Problems

[1] Which problems you have to face before starting the enterprise? (at the time of project preparation)

(1) Required govt's formality (for registration and permission)
(2) Information and guidance
(3) acquiring fund
(4) Market research/selection
(5) Product selection
(6) Place/location selection
(7) Required technical assistance
(8) Low standard of share capital
(9) Size of the plant/project
(10) Infrastructure facilities
(11) Other

[2] Which problems you have to face at the time of implimentation of enterprise?

(1) Selection of machinery
(2) Adequate education and training
(3) Labour union problem
(4) Distribution of departmental work
(5) Other

[3] Which problems you have to face after starting enterprise?
   (1) Insufficient working capital
   (2) Accounting system
   (3) Maintain account/cost account and record
   (4) Availability of raw materials
   (5) Selling of product
   (6) High production cost
   (7) Fair price
   (8) Women's less capability for risk bearing
   (9) Lack of economic independent
   (10) Dual responsibility
   (11) Family cooperation
   (12) Behavior with labours
   (13) Mail dominant society
   (14) Strong competition
   (15) Lack of ambition
   (16) Weak efforts for development of important market
   (17) Defective marketing strategies
   (18) Other

[4] What type of labor problems have you experience?
   (1) Wage rise
   (2) Bonus
   (3) Working hours
   (4) Leave
   (5) Irregularity
   (6) Rights/Benefits
[5] Have you face any special problem for being a woman?

[6] Have you received any help from male member for your enterprise?

[7] Can you successfully run your enterprise without male member's help?

[8] Does your carrier as a woman entrepreneur affect your family life?
   If yes, How can you tackle this problem?

[9] Are you a member of any association of women enterprises or any association?
   Yes
   No
   If yes, specify the name

[10] Do you think that to develop women entrepreneurship you require more assistance/facilities and incentives than these are available at present?