Appendix - IV

HS VERMA
PH.D. Scholar (Sociology)

Sub: Request for furnishing information for a study dealing with the Impact of Family Structure on Management of Enterprises

Dear

Barring a few stray biographical attempts, there are very few studies which provide objectives analysis of the social background of the Indian entrepreneurs. As a result, quite a few uninformed misgivings continue to exist about their background, motivation, causation and operation of entrepreneurial ventures by a few families in the country. The present study undertaken under the supervision of Prof. VR Gaikwad of Indian Institute of Management, Ahmedabad to fulfill the requirements of Ph.D Degree in Sociology from the Gujarat University, Ahmedabad attempts to remove these misgivings.

The Sample for this study includes most of the leading industrial families located in major cities. Your family is one of the selected ones for the study. I am enclosing a small questionnaire in which I request you to provide the required information. I am quite aware of the fact that you are a very busy person but I am equally sure that you would certainly find time to see that the questionnaire is filled in and mailed back to me at an early date.

After I receive the filled in questionnaires from all my respondents, it is my intention to visit all the places where they are located and hold personal discussions with each of them to collect further information.

Apart from the information that is required in the questionnaire, it would be very helpful if I also succeed in getting published or unpublished material dealing with your family. I would be very grateful if you would be good enough to send the same to me if some such material exists for my ready reference. If necessary this would be returned back to you after my use.

I also take this opportunity to assure you that the information requested for is strictly for academic and research purposes and that it would not be used for any other purpose.

I have budgeted about a month for this phase of data collection. I am quite sure that you would like to help me to complete this study expeditiously.

Looking forward to your help and cooperation in quick completion of this study.

Yours sincerely,

Encl:

( HS VERMA)