## ANNEXURES

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QUESTIONNAIRE FOR PH.D. THESIS

Title: “A study of contribution of Women Entrepreneurs for development of Small Scale business firms in Nashik City during the period 1998-2007”

Name of Ph.D. Student: Mrs. Surekha S. Kulkarni
Name of Ph.D. Guide: Dr. Ram M. Kulkarni

Personal Information:

Name of the Entrepreneur: ________________________________
Name of the Firm: ________________________________
Address and Contact No.: ________________________________

Q.1 State the date and year of establishment of your firm: ________________________________

Q.2 State the form of your business organisation: ________________________________

Q.3 Whether your firm is registered or not? Yes ☐ No ☐

If yes, under which act it is registered: ________________________________

Q.4 Which thing motivated you to become Entrepreneur? ________________________________

Q.5 What are your qualifications? ________________________________

Whether they are useful in your Profession / Business: ________________________________

Questions related to finance

Q.6 State the amount of capital of your business:

Amount at the beginning: a) Less than 1,00,000 ☐ b) 1,00,000 - 2,00,000 ☐
<table>
<thead>
<tr>
<th>Question</th>
<th>Options</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q.7 State the amount of your fixed capital</td>
<td>a) Less than 50,000</td>
</tr>
<tr>
<td>Q.8 State the amount of your working capital</td>
<td>a) Less than 50,000</td>
</tr>
<tr>
<td>Q.9 State the amount of your owned capital and borrowed capital</td>
<td>Owned Capital</td>
</tr>
</tbody>
</table>
### Q.10 State the profitability of your business

<table>
<thead>
<tr>
<th>a) Less than 10%</th>
<th>b) 10% – 20%</th>
<th>c) 20% - 30%</th>
<th>d) 30% &amp; above</th>
</tr>
</thead>
</table>

### Q.11 State the amount of annual turnover of your business for last 3 years

<table>
<thead>
<tr>
<th>a) Less than 1,00,000</th>
<th>b) 1,00,000 – 3,00,000</th>
<th>c) 3,00,000 – 5,00,000</th>
<th>d) 5,00,000 &amp; above</th>
</tr>
</thead>
</table>

### Q.12 State the amount of average profit / loss of your business for the last 3 years

<table>
<thead>
<tr>
<th>2004</th>
<th>2005</th>
<th>2006</th>
</tr>
</thead>
<tbody>
<tr>
<td>a) Less than 50,000</td>
<td></td>
<td></td>
</tr>
<tr>
<td>b) 50,000 – 1,00,000</td>
<td></td>
<td></td>
</tr>
<tr>
<td>c) 1,00,000 – 1,50,000</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
Q.13 Have you faced any difficulties in getting the loan for your business?
If yes, mention one of the following

   a) High rate of Interest
   b) High amount of loan instalment
   c) Documentation
   d) Other difficulties

Q.14 Which kind of tax do you pay?

   a) Income Tax
   b) Sales Tax
   c) Service Tax
   d) VAT
   e) Any other

Q.15 State the difficulties faced by you in raising the capital for your business:

Questions related to personnel administration

Q.16 What is total number of employees you are having in your business firm?

   a) Less than 10
   b) 10 – 20
   c) 20 – 50
   d) more than 50

Q.17 State the type of employees?
a) Administrative staff  b) Field working staff

Q.18 Mention the facilities provided to the employees other than the salary

<table>
<thead>
<tr>
<th>Option</th>
</tr>
</thead>
<tbody>
<tr>
<td>a) Food</td>
</tr>
<tr>
<td>b) Traveling</td>
</tr>
<tr>
<td>c) Medical</td>
</tr>
<tr>
<td>d) Accommodation</td>
</tr>
</tbody>
</table>

Q.19 State the number and ratio of male employees and female employees in your business firm

<table>
<thead>
<tr>
<th>Employee Type</th>
<th>No. of</th>
<th>Ratio -</th>
</tr>
</thead>
<tbody>
<tr>
<td>Male employee</td>
<td></td>
<td>male employee</td>
</tr>
<tr>
<td>Female employee</td>
<td></td>
<td>female employee</td>
</tr>
</tbody>
</table>

Q.20 State the criteria for giving promotion to the employees of your firm

1. Seniority in service  2. Experience
3. Qualifications  4. Efficiency
5. Any other

Q.21 State the scale of Labour turnover in your business firm

Q.22 State the Labour welfare facilities provided to the employees of your firm
Q.23 Do you conduct any training programme for your employees?

Q.24 State the difficulties you come across while dealing with your employees

Questions related to production administration

Q.25 State the volume of production of your business firms

Q.26 State the raw material you use for your production process

1) ________ 2) ________ 3) ________ 4) ________

Q.27 State the machinery & Equipments that are used in your production department

1) ________ 2) ________ 3) ________ 4) ________

Q.28 State the method of calculating the cost of production

Q.29 In the production process do you use modern technology?

Q.30 State the policies for repairs, maintenance: depreciation and replacement of your machineries

Q.31 State the problems you came across in the production process of your business organization
Questions regarding warehousing administration

Q.32 Do you have your own warehouse to store the goods as well as raw materials?  
Yes  No

Q.33 State the precautions you take in storing the commodities as well as raw materials:

Q.34 Which methods you follow for inventory control:

Q.35 How you decide the minimum and maximum stock level of your warehouse:

Q.36 Whether you insure the stock of raw materials and finished product?

Q.37 Mention the problems you face in warehousing the stock material in your business firms:

Questions regarding Administration of Advertising and Salesmanship

Q.38 Whether you advertise your products / services or not?  
Yes  No
Q.39 Mention your annual Advertising budget:
   a) Less than 10,000
   b) 10,000 – 50,000
   c) 50,000 – 1,00,000
   d) 1,00,000 & above

Q.40 Which media do you use for advertising:
   your product / services

Q.41 How you measure the effectiveness of your advertisements?

Q.42 How many sales persons you have appointed in your business firms?
   a) 1 – 5
   b) 5 – 10
   c) more than 10
   d) any other

Q.43 Do you provide training to your sales persons?
   Yes
   No

Q.44 State the pattern of remuneration paid by you to the Sales persons
   a) Fixed payment
   b) Commission on sale
   c) incentives
   d) other than this

Q.45 Do you face any competition while advertising your product?

Questions regarding Sales Promotion

Q.46 Do you take any special efforts for sales promotion
   Yes
   No

Q.47 Mention the sales promotion schemes you implement for your business
Q.48 How you measure the effectiveness of your sales promotion schemes:

Q.49 Mention the specific period for your sales promotion schemes:

Q.50 What will you do if there is competition from other similar organisation regarding sales promotion schemes:

Questions regarding Research and Development Activities

Q.51 Do you undertake any Research and Development activities?

Yes  No

Q.52 If yes, what kind of activities your undertake for Research and Development:

Q.53 Mention your Annual Budget for Research and Development activities:

a) Less than 50,000  b) 50,000 – 1,00,000

c) 1,00,000 – 2,00,000  d) 2,00,000 & above
Q.54 Is there any separate department and staff in your organisation for undertaking Research and Development activities

Yes ☐  No ☐

Miscellaneous Questions

Q.55 State the level of competition:

your face in your business

Q.56 State the provision you have made:

to face the competition

Q.57 State the Government support you receive for conducting your business:

Q.58 State your expectations from the Government for the development of your business:

Q.59 Whose guidance you seek whenever you face any difficulty in your business:

Q.60 Do you think that women should have family support to conduct different business activities:

Q.61 Do you find difficulty in making the balance between your entrepreneurial career and family life:

Q.62 Do you have strong family support in your entrepreneurial business career:
Q.63 Do you attend any workshop/Seminars related to your business to update your professional vision?

Q.64 Do you take advice of experts in your field to update your professional vision?

Q.65 Do you read latest periodicals/Journals related to your subject to update your professional vision?

Q.66 Do you have any future plan to development of your business career and family life

Signature of the Respondent

Stamp of the firm
Full Name: Mrs. SUREKHA SUDHAKAR KULKARNI

Address: ‘Swapnashilp’, 15, Ganesh Nagar, Pipeline Road, Anandwalli, Gangapur Road, Nashik-422007.

Phone: (0253) 2364506 / Mob. 9657463623

Qualification: M.Com., B.Ed.

Date of Birth: D.29.12.1967

Experience: 2 years working as lecturer in Commerce in MSG College of commerce, Nashik

Resource Person: Working as Resource person / subject Expert in various workshops and seminars on
  i) Personality Development
  ii) Entrepreneurship Development
  iii) Stress Management

Publications: Fellow author of Sanika Prakashan, Nashik

Written following 6 books on
  i) Org. of Commerce for XIth Commerce
  ii) Secretarial Practice for XIth Commerce
  iii) Personality Development for IXth Standard English Medium
  iv) Personality Development for Xth Standard English Medium