ANNEXURE-I

ENTREPRENEURSHIP DEVELOPMENT IN SMALL SCALE INDUSTRIAL SECTOR WITH SPECIAL REFERENCE TO GADAG DISTRICT.

Questionnaire schedule for Respondent SSI Units in Gadag District

(Please give your opinion by marking [ ] in the appropriate box.)

PART-I

I. GENERAL INFORMATION ABOUT THE UNIT

1. Name of the Unit:

2. Year of Establishment: Location:

3. Nature of organization:

   a) Sole. Proprietorship [ ]
   b) Partnership [ ]
   c) Joint stock company [ ]

4. Name of the Owner/managing partner/Chairman:

5. Age:

6. Education:

7. Number of Family Members involved in the enterprise

   Proprietor's family Men--------women-------Total-------

8. Number of partners (if Partnership):

9. Number of Employees

   Managerial/Administrative:
   Financial/Accountant:
   Skilled Workers:
Unskilled workers:
Total No. of Employees:

10. Educational Status of Employees

Employees Primary, Secondary, PUC, Diploma, Degree, P.G
Managerial
Financial/Accts
Skilled workers
Unskilled workers

II.
1. Investment Amount (Rs.) - Purchased/hire purchased
   Plant and Machinery
   Buildings
   Others (Vehicles etc.,)
2. Sources of Capital Amount (Rs.) Rate of interest
   Own Funds
   Bank Borrowings
   KSFC
   SIDBI
   Private Loans
   Others.
3. Working Capital Amount Rate/Interest
   Own funds
### III. 1. Production Trends

<table>
<thead>
<tr>
<th>Year</th>
<th>Quantity</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>1995-96</td>
<td></td>
<td></td>
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<tr>
<td>1996-97</td>
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<tr>
<td>1997-98</td>
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<tr>
<td>1998-99</td>
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<td>1999-00</td>
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</tbody>
</table>

### 2. Sales

<table>
<thead>
<tr>
<th>Type</th>
<th>Quantity</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Local</td>
<td></td>
<td></td>
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<tr>
<td>Within the district</td>
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<tr>
<td>Out side the district</td>
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<tr>
<td>Out side the state</td>
<td></td>
<td></td>
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<tr>
<td>Exports</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

### 3. Factory Premises

<table>
<thead>
<tr>
<th>Type</th>
<th>Value(Rs.)</th>
<th>Rental</th>
</tr>
</thead>
<tbody>
<tr>
<td>Owned</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Industrial Estate</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Leased</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Hired</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
IV

1. Have you added new product/service to your existing one during the last 5 years?
   a. Yes. [ ]
   b. No [ ]

2. If ‘Yes’ name the product and mention the additional amount of investment on it.

3. Product---------------------
   Investment------------------

4. Have you entered new market for your product during the last 5 years? If ‘Yes’ mention the area------

5. Is your unit an independent one or an ancillary unit?
   a) Independent [ ]
   b) Ancillary [ ]

PART - II

1. Who prompted you to take up the enterprise?
   (a) Family Members [ ]
   (b) Friends/Relatives [ ]
   (c) My Own Decision [ ]
   (d) Government Officials – DIC/CEDOK etc. [ ]
   (e) Bank Officials [ ]
   (f) N G O S. [ ]
   (g) Large Units needing parts/accessories [ ]

2. How did you choose the enterprise?
   (a) Already existing in the family [ ]
3. What Factors helped you to enter the Industry?

(a) Family Experience in the Field
(b) Training and Education in the field
(c) Success of others in the Field
(d) Availability of Ready made premises
(e) Natural Inclination to enter the field
(f) Availability of credit Facilities
(g) Availability of Government subsidy
(h) Availability of Electricity/Water
(i) Facility of hire purchases of Machinery/Equipment others.

4. What Difficulties did you encounter while starting the enterprise?

1. Faced Difficulties in obtaining license/permission from local and State level authorities
2. Faced difficulty in getting suitable premises
3. Faced difficulties in getting suitable trained workers.
4. Faced difficulty in getting adequate credit facilities
5. Faced difficulty in getting subsidy.
6. Faced difficulty in getting adequate raw materials.
7. Faced difficulty in getting adequate electricity
8. Other
5. How did you overcome the difficulties

<table>
<thead>
<tr>
<th>Difficulty</th>
<th>Measures</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. Licensing/Permission etc.,</td>
<td>[ ]</td>
</tr>
<tr>
<td>2. Premises</td>
<td>[ ]</td>
</tr>
<tr>
<td>3. Trained and suitable workers</td>
<td>[ ]</td>
</tr>
<tr>
<td>4. Credit and Finance</td>
<td>[ ]</td>
</tr>
<tr>
<td>5. Subsidy</td>
<td>[ ]</td>
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<tr>
<td>6. Raw materials</td>
<td>[ ]</td>
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<tr>
<td>7. Electricity</td>
<td>[ ]</td>
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<tr>
<td>8. Other</td>
<td>[ ]</td>
</tr>
</tbody>
</table>

**TRAITS / FACTORS IN ENTREPRENEURSHIP**

I. **Self Confidence and Self Reliance**

1. Did you take the decision to Start the enterprise on your own?
   a) Yes [ ]
   b) No [ ]

2. If 'Yes' What factors helped you in your enterprise?
   1. Self Confidence based on Knowledge of the business [ ]
   2. Self Confidence based on Assurance of help from family and friends [ ]
   3. Self Confidence based on own funds [ ]
   4. Self Confidence based on capacity to borrow [ ]
   5. Self Confidence based on education and training [ ]
6. Self Confidence based on market knowledge

7. Self Confidence based on previous work experience in other units

8. Self Confidence based on urge to come up in business due to unemployment

9. Self Confidence built up on the observation of other successful business entrepreneurs in the same line

II Task Result Oriented

1. Are you result oriented in your business?
   a) Yes
   b) No

2. Did you have the need for achievement? And the traits to achieve?
   a) Yes
   b) No

3. If yes what were the needs for achievement in your enterprise? What traits do you possess?
   (a) Economic betterment through business enterprise
   (b) Profit oriented approach to business
   (c) Profit possibility perceived in the business
   (d) Determination to achieve result in business
   (e) Persistent approach to achieve results in business
   (f) Hard work, drive & energy.
   (g) Temperament of initiative & perseverance
III Business Risks and Entrepreneurship

1. Did you feel that your enterprise involved risks?
   (a) Yes [ ]
   (b) No [ ]

2. If 'Yes' what type of risks did you assume in your business enterprise?
   (a) Investment & Financial Risks [ ]
   (b) Market uncertainty [ ]
   (c) Risks arising from competition from existing units [ ]
   (d) Risk of competition from branded product [ ]
   (e) Risks arising from customers demand fluctuations [ ]
   (f) Risks of changes in government policies [ ]
   (g) Risks arising out of technological development [ ]

3. How did you manage the risks?
   (a) Augmented own resources with funds from banks, private sources, KSFC & others [ ]
   (b) Studied the market trends & forged ahead with self confidence & foresight [ ]
   (c) Took consultancy from DIC, CEDOK, SISI etc [ ]
   (d) Availed of government purchase preference for SSI products [ ]
   (e) Availed of price preference for SSI products over others. [ ]
   (f) Worked as ancillary to large unit to avoid market uncertainty & competition [ ]
   (g) Advertised the product to build up the image [ ]
(h) Identified new buyers & gave credit facilities to buy our product

(i) Used my own brand to impress customers

(j) Adhered to quality

(k) Provided good after sales services

(l) Arranged for good display & did personal sales through salesmen

(m) Participated in exhibitions

(n) Used good packing

(o) Worked hard for customer satisfaction

IV Leadership traits & Entrepreneurship

1. Do you think you are a leader rather than a follower?
   (a) Yes
   (b) No

2. Do people look to you for leadership & advice?
   (a) Yes
   (b) No

3. Can you develop & implement new ideas?
   (a) Yes
   (b) No

4. Do you continuously try to improve your strength in organizing as well as eliminating your weaknesses?
   (a) Yes
   (b) No

5. Do you organize your time & activities to be efficient?
   (a) Yes
   (b) No
6. Do you allow other people to help you to achieve your goals?
   (a) Yes [ ]
   (b) No [ ]

7. Do your learn from your mistake?
   (a) Yes [ ]
   (b) No [ ]

8. Are you result oriented & do you finish something you start?
   (a) Yes [ ]
   (b) No [ ]

9. Do the opinion of others help you to make your decisions?
   (a) Yes [ ]
   (b) No [ ]

10. Do you make changes in what you are doing to make your organizations better?
    (a) Yes [ ]
    (b) No [ ]

11. Do you delegate authority & responsibility to your staff?
    (a) Yes [ ]
    (b) No [ ]

12. Do you share your success with your staff?
    (a) Yes [ ]
    (b) No [ ]

13. Have you collected suitable, hard working knowledgeable & honest team of workers & guide them?
    (a) Yes [ ]
    (b) No [ ]

14. Do you have the temperament of cooperative collective work?
    (a) Yes [ ]
    (b) No [ ]
V The Trait Of Originality of An Entrepreneur

1. Do you possess the qualities of originality in your function as an entrepreneur?
   (a) Yes [ ]
   (b) No [ ]

2. Are you innovative in
   (a) finding new methods of production &
   (b) finding new methods of marketing?
      (a) Yes [ ]
      (b) No [ ]

3. Are you creative in
   (a) introducing new products & in
   (b) finding new uses of existing products?
      (a) Yes [ ]
      (b) No [ ]

4. Are you flexible & open minded in accepting changes or modifications in your
   organization, methods of production & marketing etc.?
   (a) Yes [ ]
   (b) No [ ]

5. Are you resourceful
   (a) In securing additional funds from different sources!
      (a) Yes [ ]
      (b) No [ ]
   (b) In securing the services of suitable technicians?
      (a) Yes [ ]
      (b) No [ ]
   (c) In obtaining correct information about sources of raw materials?
      (a) Yes [ ]
      (b) No [ ]
   (d) In getting necessary official clearances?
      (a) Yes [ ]
      (b) No [ ]
   (e) In evolving proper strategies for selling, buying etc.?
      (a) Yes [ ]
      (b) No [ ]
6. Are you versatile in taking good judgment & production, marketing, employees etc?
   (a) Yes [ ]
   (b) No [ ]

7. Are you knowledgeable in business matters & in matters related to other aspects of your enterprise?
   (a) Yes [ ]
   (b) No [ ]
   (a) Do you get good information about business?
      (a) Yes [ ]
      (b) No [ ]
   (b) Have become member of trade & industry associations?
      (a) Yes [ ]
      (b) No [ ]
   (c) Do you attend seminars workshops etc., on matters connected with SSI sector?
      (a) Yes [ ]
      (b) No [ ]
   (d) Are you conversant with the policies of the government relating to SSI Sector?
      (a) Yes [ ]
      (b) No [ ]
   (e) Are you familiar with Bank policies in relation to SSI Sector?
      (a) Yes [ ]
      (b) No [ ]
VI Future Orientation

1. Do you plan for the future of your business?
   (a) Yes [ ]
   (b) No [ ]

2. Do you prepare production & marketing plans for the next few months/years?
   (a) Yes [ ]
   (b) No [ ]

3. Do you anticipate likely changes in price level, demand & Government policies?
   (a) Yes [ ]
   (b) No [ ]

4. Do you plan for future financial requirements of your business?
   (a) Yes [ ]
   (b) No [ ]

5. Do you anticipate likely changes in business environment?
   (a) Yes [ ]
   (b) No [ ]

6. Do you formulate remedies for the likely business problems affecting your unit in the future?
   (a) Yes [ ]
   (b) No [ ]

7. Indicate your plans of expansion for the coming 5 years.

<table>
<thead>
<tr>
<th>2000-01</th>
<th>02-03</th>
<th>03-04</th>
<th>04-05</th>
<th>05-06</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. Product Diversification</td>
<td>[ ]</td>
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<td>[ ]</td>
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<tr>
<td>2. Production Targets</td>
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<td>[ ]</td>
<td>[ ]</td>
</tr>
<tr>
<td>3. Market Diversification</td>
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<td>[ ]</td>
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<tr>
<td>4. Investment Targets</td>
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<tr>
<td>5. Sales Volume</td>
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<tr>
<td>6. Profit Target</td>
<td>[ ]</td>
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</tbody>
</table>
7. Export Target
8. Construction of new Factory Premises or expansion of the existing building.
9. Opening new Sales depot
10. Installing New Machinery or Modernizing the existing one.
11. Acquiring New Vehicles
12. Training of employees
13. Recruiting Technical & other staff
15. Measures for quality Improvement
16. Tying up with large units as ancillary units.
17. Going to study organization, technology etc., in the similar lines or for exploring export market
18. Adopting Brand names.
19. Advertising products
20. Improving financial base
21. Membership of trade associations

22. Initiating co-operative activities with fellow SSI units.