APPENDIX

QUESTIONNAIRE

ENTREPRENEURSHIP IN SSI UNITS OF BELGAUM DISTRICT

I. General information:

A. 1) Name of the Entrepreneur:
   2) Name and address of the Unit:
   3) Nature of the organisation:
      a) Proprietorship
      b) Partnership
      c) Private Ltd.
      d) Co-operative.
   4) Date of the commencement of Enterprise:

B. Information relating to the socio-economic profile of the entrepreneur:

1) Sex: Male / Female

2) Age: (at the time of commencement)

3) Marital status (at the time of commencement)
   a) Single    b) Married

4) Caste and Religion:

5) Mother Tongue:
   a) Kannada
   b) Marathi
   c) Telugu
   d) Hindi
   e) Any other (specify)
6) Educational background:
   a) Illiterate
   b) S. S. L. C.
   c) Graduate
   d) Post Graduate
   e) Technical Education
   f) Any other (specify)

7) Nature of the family:
   a) Nuclear
   b) Joint

8) Native place:
   a) Village   b) Town   c) City

9) Are you migrated? Yes/No.
   a) If yes, please specify which of the following reasons attracted you.
      1. Education
      2. Employment
      3. Moved with family member
      4. Good climate
      5. To start business
      6. To start industry
      7. Any other (Specify)

10) Earlier occupation
    a) Agriculture
    b) Business
    c) Industry
    d) Government job
    e) Unemployed
    f) Any other (specify)
11) Its annual income per annum:
   a) Below - 20,000
   b) 20,000-40,000
   c) 40,000-60,000
   d) 60,000-80,000
   e) 80,000-100,000
   f) 100,000 & above.

12) Annual income from all sources
   a) Below - 25,000
   b) 25,000-50,000
   c) 50,000-75,000
   d) 75,000-100,000
   e) 80,000-100,000 f) 100,000 & above.

13) Educational qualification of father:
   a) Illiterate
   b) S. S. L. C.
   c) Degree
   d) Technical Education
   e) Any other (specify)

14) Educational qualification of mother:
   a) Illiterate
   b) S. S. L. C.
   c) Degree
   d) Post Graduate
   e) Technical Education
   f) Any other (specify)
15) What was the occupation of your father
   a) Agriculture
   b) Business
   c) Industry
   d) Government job
   e) Unemployed
   f) Any other (specify)

16) Earning of your father from different sources:
   a) Below - 20,000
   b) 20,000- 40,000
   c) 40,000-60,000
   d) 60,000-80,00
   e) 80,000-100,000
   f) 100,000 & above.

17) What was the occupation of your mother:
   a) House Hold
   b) Business
   c) Government Job
   d) Any other (specify)

18) It’s annual income:
   a) Below-15, 000
   b) 15,000-30,000
   c) 30,000-45,000
   d) 45,000-60,000
   e) 60,000 & above.
II. Information Relating to the Motivational and Facilitating Factors.

1. Which of the following ambitions motivated you to start the industrial unit? Please specify three ambitions in the order of importance.
   a) Self employment. b) To earn money.
   c) To fulfill the desire of own and family members.
   d) To acquire recognition in society.
   e) Any other (specify)

2. Which of the following compelling reasons made you to start the industrial unit? Specify not more than three reasons in the order of importance.
   a) Dissatisfaction with job.
   b) Unemployment.
   c) Continue family business.
   d) To make use of idle funds.
   e) Diversification of economic activity.
   f) Any other (specify)

3. Which of the following factors supported you to start the enterprise? Specify three factors in the order of importance.
   a) Property inherited from wife/ father/grand – father.
   b) Previous experience.
   c) Low competition.
   d) Demand of the product.
   e) Technical skills.
   f) Encouragement from friends / relatives/family members.
   g) Any other (specify)

4. Did you receive any financial assistance from the financial institutions? Yes/no.
   a) If yes, which of the following financial institutions helped you to start the industrial unit? Please Specify not more than three in the order of importance.
i) Karnataka State Finance Corporation (KSFC)
ii) Nationalised Bank.
iii) Private Commercial Bank.
iv) Small industrial Development Bank of India.
v) Any other (specify)

5. Have you taken any assistance from government agencies to get machinery and raw materials. Yes/no.
a) if yes, please, specify which of the following.
   1. Machinery
      a. Indigenous.
      b. Imported.
   2. Raw materials.
      a. Indigenous.
      b. Imported.

6. Why did you select this type of industry? specify three reasons in the order of importance
1. No problem to start the unit.
2. Easy availability of raw material.
3. High margin of profit.
4. Existence of similar industry in the neighborhood.
5. Low capital requirement.
6. Previous employment in the industry.
7. Any other reasons (specify)

7. Why did you locate your industry in this town/village?
   a. Easy availability of plot/shed.
   b. Technical/managerial/marketing and other services rendered by the estate.
   c. Nearness to market.
   d. Availability of raw materials.
   e. Good infrastructure.
   f. Any other reasons (specify)
8. Which of the following idea helped you to start the industrial unit? Please specify three reasons in the order of importance.
   a. Own ideas.
   b. Advice from government agencies.
   c. Advice of family members/friends / relatives.
   d. Any other (specify)

9. Which of the following factors motivated you to start an industrial unit? Specify three factors in the order of importance.
   a. Trade information.
   b. Training/experience.
   c. Availability of idle funds.
   d. Government policies.
   e. Caste.
   Any other (specify)

11. Do you sell your product only in local place? Yes/no.

12. If no please specify in which of the following places you sell your product.
   a. Local
   b. Non Local.
   c. Both

13. Do you think your occupational background helped you to start the industry? Yes/no.
   a. If yes, please specify which of the following backgrounds helped you to start an industry?
      1. Employment in the industry.
      2. Agriculture.
      4. Any other (specify)
14. What is your parent’s desire?
   a. One Children must be entrepreneur. Yes/no.
   b. If, yes, which of the following.
      1. in the same line of industrial activity.
      2. In the other line of industry activity.
      3. As they like.
      4. No desire.
      5. Any other (specify)

III. Information Relating to the Capital.
1. Total Capital Invested.

<table>
<thead>
<tr>
<th>Initial Capital</th>
<th>Latest year</th>
</tr>
</thead>
<tbody>
<tr>
<td>Rs. (in lakhs)</td>
<td>Rs. (in lakhs)</td>
</tr>
<tr>
<td>TOTAL</td>
<td></td>
</tr>
</tbody>
</table>

2. Detail about sources of Capital. (Rs.)

A. Own Capital.
   Agriculture
   Business
   Industry
   Salary
   Sale of Assets.

B. Borrowed Capital:
   Finance Institutions.
   Relatives/ Friend.
   Other sources.
C. Source of Term Loan.
   a. Karnataka State Finance Corporation.
   b. Nationalised Banks.

   TOTAL

D. Sources of Raw Material.
   1. Local.
   2. Non-Local.
   3. Both.

IV. Information Relating To The Production In Tonnes.

<table>
<thead>
<tr>
<th></th>
<th>Initial Year</th>
<th>Latest Year</th>
</tr>
</thead>
<tbody>
<tr>
<td>TOTAL</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

V. Information relating to the Employment:

<table>
<thead>
<tr>
<th></th>
<th>Initial Year (No. of Person)</th>
<th>Latest Year (No. of Person)</th>
</tr>
</thead>
<tbody>
<tr>
<td>TOTAL</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

VI. Average capacity utilization (since commencement) in terms of percentage.

<table>
<thead>
<tr>
<th>S.N.</th>
<th>Particulars</th>
<th>Initial Year</th>
<th>Latest Year</th>
</tr>
</thead>
<tbody>
<tr>
<td>1.</td>
<td>Less than 25.</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2.</td>
<td>25-50</td>
<td></td>
<td></td>
</tr>
<tr>
<td>3.</td>
<td>50-75</td>
<td></td>
<td></td>
</tr>
<tr>
<td>4.</td>
<td>75-100</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
1. Have you Utilised Full Capacity? Yes/no.

2. If no, please specify which of the following factors are responsible for the same.
   a. Non-availability of skilled labour.
   b. Scarcity of raw material.
   c. Inadequate working capital.
   d. Strike
   e. Any other (specify)

VII. Information Relating to the sales. (Rs. in Lakhs)

<table>
<thead>
<tr>
<th></th>
<th>Initial Year</th>
<th>Latest Year</th>
</tr>
</thead>
<tbody>
<tr>
<td>TOTAL</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

VIII. Information Relating to return on Capital Employed: (percentage return on investment) :

<table>
<thead>
<tr>
<th></th>
<th>Initial Year</th>
<th>Latest Year</th>
</tr>
</thead>
<tbody>
<tr>
<td>TOTAL</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

IX. Information Relating To The Problems Encountered By The Entrepreneur.

1. Did you face any problems at the time of commencement of industry? Yes/no.

2. If yes, please specify which of the following problems were faced by you.
   a. Approval of the Blue-print.
   b. Delay in allotment of plot/shed in the industrial estate.
   c. Non-availability of skilled labour.
   d. Inadequate finance.
   e. Scarcity of raw material.
   a) Scarcity.
   b) Low quality.
   c) High price.
   d) Problems of transport.
   e) Any other problems (specify)

4. Finance.
   a) Problems of getting loan and subsidy.
   b) Time taken to process loan application.
   c) Tight repayment schedule.
   d) Higher rate of interest.
   e) Shortage of finance for fixed and working capital requirement.
   f) Poor financial assistance.
   g) Any other problems (specify)

5. Problems of labour.
   a. Problems of skilled labour.
   b. High absenteeism.
   c. Low capacity.
   d. Unionization.
   e. High labour turnover.
   f. Any other problems (specify)

6. Power.
   a. Uncertainty.
   b. High cost.
   c. Scarcity.
   d. Any other problems (specify)
7. Managerial problems.
   a. Lack of general management experience.
   b. Lack of skilled labour.
   c. Lack of clear cut - objective.
   d. Any other problems (specify)

8. Marketing problems.
   a. Heavy competition with big and established enterprises.
   b. Exploitation by middlemen and difficulties in connection with recovery of dues.
   c. Inadequate sales promotion avenues.
   d. Lack of export marketing support.
   e. Slackness in demand.
   f. Problems of transport.
   g. Any other problems (specify)