

APPENDICES

APPENDIX A

ENTREPRENEURSHIP DEVELOPMENT IN SMALL SCALE INDUSTRIES A – STUDY WITH REFERENCE TO TIRUCHIRAPPALLI DISTRICT

INTERVIEW SCHEDULE

I. Identification of Entrepreneur

- 1.1. Name :
- 1.2. Address :
- 1.3. Sex : Male / Female
- 1.4. Age : < 25 Years
(Pl. Tick) 26 – 35 Years
 36 – 45 Years
 > 45 Years
- 1.5. Educational Qualification : Technical / Professional
(Pl. Tick) College
 School
 Uneducated
- 1.6. Social Group : FC / BC / MBC / SC / ST
- 1.7. Native Place and District :
- 1.8. Details of any managerial/industrial
Training Under gone :
- 1.9. Did you have any previous experience
before you started this industry? : Yes / No

II. General Information About the Unit

- 2.1. Name and Address of the Unit :
- 2.2. Year of Formation of the Unit :
- 2.3. Ownership Pattern : Sole Trade
(Tick the Correct one) Partnership
 Private Limited Company
 Public Limited Company
 Co. op. Society
- 2.4. Whether the unit is in : Industrial Estate
(Pl. Tick the correct one) Other Area
- 2.5. Is it a registered Unit : Yes / No
- 2.6. If yes
- (a) Registration Number :
- (b) Date of Registration :
- 2.7. Nature of Activity/Business of : Manufacturing
the unit (Pl. tick the correct one) Assembling
 Service
 Any combination of the above
- 2.8. Name of the Product produced :

2.9. Which of the following factors motivated you to start the industry (Please rank your choice)

- (a) To earn profit ()
- (b) To lead independent life (self employment) ()
- (c) To fulfil any ambition ()
- (d) To gain social status ()
- (e) To improve the economy ()
- (f) To give employment ()
- (g) Any other ()

2.10. Please specify the factors which influenced you to start the industry (Pl. give the rank of your influence)

- (a) Success stories of Entrepreneurs ()
- (b) Previous knowledge of the industry ()
- (c) Sufficient money in hand ()
- (d) Encouragement of relatives/friends ()
- (e) Training Undergone ()
- (f) Idea from Bank/Financial Institutions ()
- (g) Various subsidies and incentives by the government ()

2.11. Please mention the factors which led to the present location of the unit (Please rank your choice)

- (a) Nearer to Residence ()
- (b) Own Land ()
- (c) Infrastructural Facilities ()
- (d) Availability of Raw materials/ Labours/ Power/
Transportation ()
- (e) Good demand / market for the product ()
- (f) Absence of competition ()
- (g) Political pressure to open here ()
- (h) Facilities offered by government ()
- (i) Facilities offered by financial institutions ()
- (j) Others if any (Pl. Specify)

- 2.12. Does your unit a : Parent/Subsidiary unit
- 2.13. Does your unit shed/building : Owned / Rented
- 2.14. Is it rented by any government agency : Yes / No
- 2.15. If 'yes' please name it :
- 2.16. Whether Electricity is used in your unit : Yes / No

III. The History and Growth

- 3.1. The Amount Invested by you for this unit : Rs. _____
- 3.2. Have you got any amount for this unit from your : (a) Relatives
(b) Friends
(c) Any other source
- 3.3. If any other source please mention :
- 3.4. Please mention the sources and the amount of assistance from Government/Promotional Agencies?

Sl. No.	Source	Amount (Rs.)
1.		
2.		
3.		

3.5. Please indicate the growth of the unit in the following terms :

S. No.	Terms	Upto 1995 – 96	96 – 97	97 – 98	98 – 99	1999 - 2000
1.	Production Capacity (in percentage)					
2.	Production (Rs. 000)					
3.	No. of Persons employed per day/per shift					
4.	No. of shifts per day					
5.	No. of Machineries					
6.	Turnover (Rs. 000)					
7.	Total Investment (Rs. 000)					
8.	Net profit/Loss (Rs. 000)					

3.6. Has the unit has expanded since inception : Yes / No

3.7. If yes, by what means (Please tick the correct one) :

() More Capital
 () More Labour
 () More shifts
 () Any other

3.8. Have you come across any difficulty in expanding the Unit : Yes / No

3.9. If yes, give the details of difficulty :

3.10. Did you make any plan which could not give effect to (Please tick) :

() In Modernisation
 () In expansion
 () In Diversification

3.11. What according to you where the reason for failure? :

3.12. Have you established any new unit since the inception of first unit : Yes / No

3.13. If yes, what influenced you to do so? :

3.14. If No, do you have any future plans to (Rank your choice)

- Establish new units ()
 Expansion/Modernisation/Diversification of this unit ()
 Improvement in machines ()
 Introduce by products ()
 Chance in Marketing ()
 Any other idea – if any (Please specify)

IV. Financial Structure

4.1 Please indicate the financial structure from 1995 - 2000

Rs. in 000

S. No.	Means	Upto 1995 – 96	96 – 97	97 – 98	98 – 99	1999 – 2000
1.	Own Capital					
2.	Borrowed Capital					
3.	Borrowed from Banks					
4.	Borrowed from financial corporations					
5.	Loans Received					
6.	Loans repaid					

4.2. How do you get your working capital : () Own
 (Tick the right one) () Bank Loans
 () Loan from Financial Corporations
 () Any other source

4.3. Do you face any difficulty in getting : Yes / No
the working capital?

4.4. If Yes, please specify the reasons :

4.5. Give details regarding the following

(Rs. in 000)

S. No.	Investment	Upto 1995 – 96	96 – 97	97 – 98	98 – 99	1999 – 2000
1.	Fixed Assets					
2.	Current Assets					
3.	Liabilities, if any					

4.6. Have you taken any steps for cost control? : Yes / No

4.7. If yes, Please mention what are they? :

4.8. Please give details in costs in the following table :

(Rs. in 000)

S. No.	Nature of Cost	Upto 1995 – 96	96 – 97	97 – 98	98 – 99	1999 – 2000
1.	Total Production					
2.	Material Cost					
3.	Labour Cost					
4.	Factory Oversheds					
5.	Administrative Cost					
6.	Selling & Distribution Costs					
7.	Interest Paid					

V. *Production*

5.1. Have you introduced mechanization : Yes / No
in your unit

- 5.2. Have you changed the original method of production? : Yes / No
- 5.3. If yes, have you : Imitated/ Innovated
- 5.4. What are the main hurdles in the way of capacity Utilisation (Pl. rank your choice)
- | | | |
|-----|-------------------------------|-----|
| (a) | Shortage of Raw materials | () |
| (b) | Pancity of Funds | () |
| (c) | Labour Problem | () |
| (d) | Power Shortage | () |
| (e) | Competition | () |
| (f) | Marketing | () |
| (h) | Strained Industrial relations | () |
| (i) | Any other (Plese specify) | |
- 5.5. Do you adopt any Quality control measures? : Yes / No
- 5.6. If yes, Please specify :
- VI Raw Materials**
- 6.1. Is your raw materials easily available locally? : Yes / No
- 6.2. If not, where do you purchase? :
- 6.3. Have you got it from only controlled channels? : Yes / No
- 6.4. If yes, is it adequate to your unit's production capacity? : Yes / No

- 6.5. Is it available in open market : Yes / No
- 6.6. If yes, please give the percentage of raw materials purchased from : Government _____ %
Open market _____ %
- 6.7. Do you use any imported raw materials ? : Yes / No

If yes, state your quantity of your import in _____ %

- 6.8. Are there any transportation difficulties? : Yes / No
- 6.9. If yes, how did you overcome? :

VII Marketing

- 7.1. Do you face any difficulties in the marketing of your products : Yes / No

- 7.2. Please give the following details about sales :

(% in sales)

S. No.	Sales	Upto 1995 – 96	96 – 97	97 – 98	98 – 99	1999 – 2000
1.	Inside the State					
2.	Outside the State					
3.	Foreign Countries					

- 7.3. Nature of competition you face in the market? : () Severe
() Keen
() Moderate
- 7.4. Your product sales : 1. To Wholesales _____ %
2. To retailers _____ %
3. Direct to Consumers _____ %

7.5. Do you adopt any sales production techniques : Yes / No

7.6. If yes, please specify :

7.7. If no, reason for non adoption :

7.8. Please furnish the following information in percentage :

S. No.	Method of Sales/ Purchase	Upto 1995 – 96	96 – 97	97 – 98	98 – 99	1999 – 2000
1.	Cash Sales					
2.	Credit Sales					
3.	Cash Purchases					
4.	Credit Purchases					

7.9. Are you a member of any trade association? : Yes / No

7.10. Is it advantageous to be a member? : Yes / No

7.11. If yes, please give the reasons :

7.12. Do you think that a more liberal policy can increase your sales? : Yes / No

VIII Personal Management

8.1. How many workers are employed there in your unit? :

8.2. Please give the following informations :
between 1999 – 2000

- (1) No. of Managerial Staffs :
 (2) No of Clerical Staff :
 (3) Others :
 (4) Skilled Labours :
 (5) Unskilled Labours :

8.3. Do you face any labour problems : Yes / No

8.4. If yes, please specify :

8.5. Do you get the required Labour : Yes / No
force, Locally

8.6. Do you have an apprentice system : Yes / No

8.7. Do you pay the workers on : Time Basis / Work Basis

8.8. Have you paid any incentive to : Yes / No
Workers?

8.9. If yes, please mention the type of :
Incentives offered

IX General

9.1. The attitude and functions of the : () Encouraging
Govt. Agencies with you is () Fair
(Please tick the correct one) () Not so Encouraging
() Discouraging
() No Opinion

- 9.2. Are the Govt. officials are anxious : Yes / No
and alert to promote the growth of
SSI Units

- 9.3. Do you get all the power : Yes / No
you need?

- 9.4. If no, how do you overcome this? :

- 9.5. Please give hinderences if any, for your desired / capacity production in your
unit?

- 9.6. Whether the industrial infrastructure : Yes / No
available to you is adequate?

- 9.7. If no, suggest the means to overcome it.

- 9.8. Have you been paying sales tax : Yes / No

- 9.9. Does it affect your production/profit?: Yes / No

- 9.10. Mention the problems of you with sales Tax dept. (if any)

- 9.11. Has the production stopped since : Yes / No
the inception of the unit?

- 9.12. If yes, give reasons :

- 9.13. Has your unit ever been sick? : Yes / No

- 9.14. If yes, for what reasons (please rank the causes)

Fund inadequacy ()
Raw material shortage ()
Marketing Problems ()

Labour problems ()

Mismanagement ()

Others (please specify) ()

9.15. Give your suggestions for the
Development of Entrepreneurship

1. _____

2. _____

3. _____

APPENDIX. B

TABLE - 1

Cell	0	e	(0-e)	(0-e) ²	I ²
1	58	63.3	-5.3	28.09	0.44
2	59	61.19	-2.19	4.7961	0.08
3	50	48.53	1.47	2.1609	0.04
4	44	37.98	6.02	36.2404	0.95
5	22	18	4	16	0.89
6	18	17.4	0.6	0.36	0.02
7	10	13.8	-3.8	14.44	1.05
8	10	10.8	-0.8	0.64	0.06
9	10	8.7	1.3	1.69	0.19
10	10	8.41	1.59	2.5281	0.30
11	9	6.67	2.33	5.4289	0.81
12	0	5.22	-5.22	27.2484	5.22
					10.05

Degrees of freedom : 6
Calculated value : 10.05
Theoretical value : 12.60
at 5% level

TABLE - 2

Cell	0	e	(0-e)	(0-e) ²	I ²
1	55	48.53	6.47	41.8609	0.86
2	59	54.86	4.14	17.1396	0.31
3	59	63.3	-4.3	18.49	0.29
4	38	44.31	-6.31	39.8161	0.90
5	8	13.8	-5.8	33.64	2.44
6	13	15.6	-2.6	6.76	0.43
7	22	18	4	16	0.89
8	17	12.6	4.4	19.36	1.54
9	6	6.67	-0.67	0.4489	0.07
10	6	7.54	-1.54	2.3716	0.31
11	9	8.7	0.3	0.09	0.01
12	8	6.09	1.91	3.6481	0.60
					8.65

Degrees of freedom : 6
 Calculated value : 8.65
 Theoretical value : 12.60
 at 5% level

TABLE - 3

Cell	0	e	(0-e)	(0-e) ²	I ²
1	40	45.717	-5.71667	32.68028	0.71
2	70	67.52	2.48	6.1504	0.09
3	50	49.937	0.063333	0.004011	0.00
4	51	47.827	3.173333	10.07004	0.21
5	16	13	3	9	0.69
6	18	19.2	-1.2	1.44	0.07
7	19	14.2	4.8	23.04	1.62
8	7	13.6	-6.6	43.56	3.20
9	9	6.2833	2.716667	7.380278	1.17
10	8	9.28	-1.28	1.6384	0.18
11	2	6.8633	-4.86333	23.65201	3.45
12	10	6.5733	3.426667	11.74204	1.79
					13.18

Degrees of freedom : 6
 Calculated value : 13.18
 Theoretical value : 12.60
 at 5% level

TABLE - 4

Cell	0	e	(0-e)	(0-e) ²	I ²
1	39	41.497	-2.49667	6.233344	0.15
2	52	55.563	-3.56333	12.69734	0.23
3	51	56.267	-5.26667	27.23778	0.49
4	54	44.31	9.69	93.8961	2.12
5	15	13.363	1.636667	2.678678	0.20
6	10	11.8	-1.8	3.24	0.27
7	20	15.8	4.2	17.64	1.12
8	22	16	6	36	2.25
9	5	12.6	-7.6	57.76	4.58
10	3	3.8	-0.8	0.64	0.17
11	10	5.7033	4.296667	18.46134	3.24
12	7	7.6367	-0.63667	0.405344	0.05
13	7	7.7333	-0.73333	0.537778	0.07
14	4	6.09	-2.09	4.3681	0.72
15	1	1.836667	-0.83667	0.700011	0.38
					16.04

Degrees of freedom : 8
 Calculated value : 16.04
 Theoretical value : 15.5
 at 5% level

TABLE - 5

Cell	0	e	(0-e)	(0-e) ²	χ^2
1	171	167.39	3.606667	13.00804	0.08
2	40	43.607	-3.606667	13.00804	0.30
3	51	47.6	3.4	11.56	0.24
4	9	12.4	-3.4	11.56	0.93
5	16	23	-7.007	49.09805	2.13
6	13	5.993	7.007	49.09805	8.19
					11.87

Degrees of freedom : 2
 Calculated value : 11.87
 Theoretical value : 5.99
 at 5% level

TABLE - 6

Cell	0	e	(0-e)	(0-e) ²	I ²
1	48	45.3	2.7	7.29	0.16
2	29	35.233	-6.23333	38.85444	1.10
3	45	42.783	2.216667	4.913611	0.11
4	29	27.683	1.316667	1.733611	0.06
5	5	7.2	-2.2	4.84	0.67
6	11	5.6	5.4	29.16	5.21
7	6	6.8	-0.8	0.64	0.09
8	2	4.4	-2.4	5.76	1.31
9	1	1.5	-0.5	0.25	0.17
10	2	1.1667	0.833333	0.694444	0.60
11	0	1.4167	-1.41667	2.006944	1.42
12	2	0.9167	1.083333	1.173611	1.28
					12.18

Degrees of freedom : 6
 Calculated value : 12.18
 Theoretical value : 12.60
 at 5% level

TABLE - 7

Cell	0	e	(0-e)	(0-e) ²	I ²
1	10	9.8467	0.153333	0.023511	0.00
2	25	33.76	-8.76	76.7376	2.27
3	65	62.597	2.403333	5.776011	0.09
4	69	68.223	0.776667	0.603211	0.01
5	42	36.573	5.426667	29.44871	0.81
6	4	2.8	1.2	1.44	0.51
7	15	9.6	5.4	29.16	3.04
8	17	17.8	-0.8	0.64	0.04
9	20	19.4	0.6	0.36	0.02
10	4	10.4	-6.4	40.96	3.94
11	0	1.3533	-1.35333	1.831511	1.35
12	8	4.64	3.36	11.2896	2.43
13	7	8.6033	-1.60333	2.570678	0.30
14	8	9.3767	-1.37667	1.895211	0.20
15	6	5.026667	0.973333	0.947378	0.19
					15.20

Degrees of freedom : 8
 Calculated value : 15.20
 Theoretical value : 15.50
 at 5% level

TABLE - 8

Cell	0	e	(0-e)	(0-e) ²	I ²
1	94	93.543	0.456667	0.208544	0.00
2	64	67.52	-3.52	12.3904	0.18
3	35	34.463	0.536667	0.288011	0.01
4	18	15.473	2.526667	6.6384044	0.41
5	22	26.6	-4.6	21.16	0.80
6	26	19.2	6.8	46.24	2.41
7	12	9.8	2.2	4.4	0.49
8	0	4.4	-4.4	19.36	4.40
9	17	12.857	4.143333	17.16721	1.34
10	6	9.28	-3.28	10.7584	1.16
11	2	4.7367	-2.73667	7.489344	1.58
12	4	2.1267	1.873333	3.509378	1.65
					14.43

Degrees of freedom : 6
 Calculated value : 14.43
 Theoretical value : 12.60
 at 5% level

TABLE - 9

Cell	0	e	(0-e)	(0-e) ²	I ²
1	14	17.583	-3.58333	12.84028	0.73
2	71	64.707	6.293333	39.60604	0.61
3	90	85.807	4.193333	17.58404	0.20
4	36	42.903	-6.90333	47.65601	1.11
5	9	5	4	16	3.20
6	13	18.4	-5.4	29.16	1.58
7	22	24.4	-2.4	5.76	0.24
8	16	12.2	3.8	14.44	1.18
9	2	2.4167	-0.41667	0.173611	0.07
10	8	8.8933	-0.8933	0.798	0.09
11	10	11.793	-1.7933	3.216	0.27
12	9	5.8967	3.1033	9.6307	1.63
					10.92

Degrees of freedom : 6
 Calculated value : 10.92
 Theoretical value : 12.60
 at 5% level

TABLE - 10

Cell	0	e	(0-e)	(0-e) ²	I ²
1	32	37.98	-5.98	35.7604	0.94
2	29	33.76	-4.76	22.6576	0.67
3	28	30.947	-2.94667	8.682844	0.28
4	33	28.837	4.163333	17.333334	0.60
5	31	26.023	4.976667	24.76721	0.95
6	28	23.913	4.086667	16.70084	0.70
7	25	21.803	3.196667	10.21868	0.47
8	5	7.7367	-2.73667	7.489344	0.97
9	15	10.8	4.2	17.64	1.63
10	13	9.6	3.4	11.56	1.20
11	12	8.8	3.2	10.24	1.16
12	5	8.2	-3.2	10.24	1.25
13	4	7.4	-3.4	11.56	1.56
14	4	6.8	-2.8	7.84	1.15
15	4	6.2	-2.2	4.84	0.78
16	3	2.2	0.8	0.64	0.29
17	7	5.22	1.78	3.1684	0.61
18	6	4.64	1.36	1.8496	0.40
19	4	4.2533	-0.2533	0.0642	0.02
20	3	3.9633	-0.9633	0.928	0.23
21	2	3.5767	-1.5767	2.4859	0.70
22	2	3.2867	-1.2867	1.6555	0.50
23	2	2.9967	-0.9967	0.9933	0.33
24	3	1.0633	1.9367	3.7507	3.53
					20.92

Degrees of freedom : 14
 Calculated value : 20.92
 Theoretical value : 23.70
 at 5% level

TABLE - 11

Cell	0	e	(0-e)	(0-e) ²	I ²
1	57	54.86	2.14	4.5796	0.08
2	46	51.343	-5.34333	28.55121	0.56
3	48	47.827	0.173333	0.030044	0.00
4	47	41.497	5.503333	30.28668	0.73
5	13	15.473	-2.47333	6.117378	0.40
6	14	15.6	-1.6	2.56	0.16
7	19	14.6	4.4	19.36	1.33
8	13	13.6	-0.6	0.36	0.03
9	8	11.8	-3.8	14.44	1.22
10	6	4.4	1.6	2.56	0.58
11	7	7.54	-0.54	0.2916	0.04
12	8	7.0567	0.9433	0.8899	0.13
13	7	6.5733	0.4267	0.182	0.03
14	4	5.7033	-1.7033	2.9013	0.51
15	3	2.1267	0.8733	0.7627	0.36
					6.16

Degrees of freedom : 8
 Calculated value : 6.16
 Theoretical value : 15.50
 at 5% level

TABLE - 12

Cell	0	e	(0-e)	(0-e) ²	I ²
1	53	54.86	-1.86	3.4596	0.06
2	51	51.343	-0.3433	0.1179	0.00
3	48	48.53	-0.53	0.2809	0.01
4	34	30.947	3.0533	9.3228	0.30
5	25	25.32	-0.32	0.1024	0.00
6	15	15.6	-0.6	0.36	0.02
7	18	14.6	3.4	11.56	0.79
8	13	13.8	-0.8	0.64	0.05
9	6	8.8	-2.8	7.84	0.89
10	8	7.2	0.8	0.64	0.09
11	10	7.54	2.46	6.0516	0.80
12	4	7.0567	-3.0567	9.3432	1.32
13	8	6.67	1.33	1.7689	0.27
14	4	4.2533	-0.2533	0.0642	0.02
15	3	3.48	-0.48	0.2304	0.07
					4.69

Degrees of freedom : 8
 Calculated value : 4.69
 Theoretical value : 15.50
 at 5% level

TABLE - 13

Cell	0	e	(0-e)	(0-e) ²	i ²
1	36	38.683	-2.68333	7.200278	0.19
2	42	45.717	-3.71667	13.81361	0.30
3	54	54.157	-0.15667	0.024544	0.00
4	79	72.443	6.556667	42.98988	0.59
5	12	11	1	1	0.09
6	14	13	1	1	0.08
7	15	15.4	-0.4	0.16	0.01
8	19	20.6	-1.6	2.56	0.12
9	7	5.3167	1.683333	2.833611	0.53
10	9	6.2833	2.7161	7.3803	1.17
11	8	7.4433	0.5567	0.3099	0.04
12	5	9.9567	-4.9567	24.569	2.47
					5.59

Degrees of freedom : 6
 Calculated value : 5.59
 Theoretical value : 12.60
 at 5% level

TABLE - 14

Cell	0	e	(0-e)	(0-e) ²	I ²
1	60	70.333	-10.3333	106.7778	1.52
2	46	46.42	-0.42	0.1764	0.00
3	46	47.123	-1.12333	1.261878	0.03
4	59	47.123	11.87667	141.0552	2.99
5	24	20	4	16	0.80
6	11	13.2	-2.2	4.84	0.37
7	17	13.4	3.6	12.96	0.97
8	8	13.4	-5.4	29.16	2.18
9	16	9.6667	6.333333	40.11111	4.15
10	9	6.38	2.62	6.8644	1.08
11	4	6.4767	-2.4767	6.1339	0.95
12	0	6.4767	-6.4767	41.947	6.48
					21.52

Degrees of freedom : 6
 Calculated value : 21.52
 Theoretical value : 12.60
 at 5% level

TABLE - 15

Cell	0	e	(0-e)	(0-e) ²	I ²
1	70	64.003	5.996667	35.96001	0.56
2	52	55.563	-3.56333	12.69734	0.23
3	53	57.673	-4.67333	21.84004	0.38
4	36	33.76	2.24	5.0176	0.15
5	13	18.2	-5.2	27.04	1.49
6	20	15.8	4.2	17.64	1.12
7	20	16.4	3.6	12.96	0.79
8	7	9.6	-2.6	6.76	0.70
9	8	8.7967	-0.79667	0.634678	0.07
10	7	7.6367	-0.6367	0.4053	0.05
11	9	7.9267	1.0733	1.152	0.15
12	5	4.64	0.36	0.1296	0.03
					5.72

Degrees of freedom : 6
 Calculated value : 5.72
 Theoretical value : 12.60
 at 5% level