ANNEXURE

SCHEDULE FOR ENTREPRENEURS

A. Identification with Socioeconomic Characteristics of the Entrepreneurs

1. Name of the entrepreneur

2. Name and address of the unit (with phone no.)

3. Form of organization

4. Nature of business
   (a) Food processing [ ]
   (b) Wooden [ ]
   (c) Repair services [ ]
   (d) Steel/Metal products [ ]
   (e) Any others [ ]

5. No. of employees
   (a) Up to 5 [ ]
   (b) 6-10 [ ]
   (c) 11-15 [ ]
   (d) Above 16 [ ]

6. Age of the entrepreneur
   (a) Below 30 [ ]
   (b) 31 - 40 [ ]
   (c) 41 - 50 [ ]
   (d) 51 - 60 [ ]
   (e) Above 60 [ ]

7. Period of establishment
   (a) Before 1980 [ ]
   (b) 1981-1985 [ ]
   (c) 1986-1990 [ ]
   (d) 1991-1995 [ ]
   (e) 1996-2000 [ ]
   (f) 2001 and after [ ]

8. Present annual income from different sources
   (a) Up to ₹ 20,000 [ ]
   (b) ₹ 20,001 – 40,000 [ ]
   (c) ₹ 40,001 – 60,000 [ ]
   (d) ₹ 60,001 - 80,000 [ ]
9. Educational background
   (a) Illiterate
   (b) School
   (c) College
   (d) University
   (e) Professional

10. Marital status
    (a) Married
    (b) Unmarried
    (c) Widow/divorced
    (d) Widower

11. Family size
    (a) Up to 5
    (b) 6 – 10
    (c) 11 – 15
    (d) Above 15

12. Gender
    (a) Male
    (b) Female

13. Community

14. Religion
    (a) Christian
    (b) Hindu
    (c) Muslim
    (d) Others (please specify)

15. Are you a native or immigrant of this town/village? If migrated
    year of migration. ____________

13. Your father is
    (a) Agriculturist/Farmer
    (b) Business persons
    (c) Government employee
    (d) Retired/pensioner
    (e) Died/not working
    (f) Private service
    (g) Others (Please specify)
B. Motivating and Facilitating Factors.

1. Which of the following ambitions influenced you in starting the activity? Please give ranks up to three.
   (a) To continue family business
   (b) To make money
   (c) To secure self employment
   (d) To fulfill the ambitions of spouse/parents
   (e) To gain social prestige
   (f) Others (Please specify)

2. Which of the following compelling reasons influenced you in starting the activity? Please specify three reasons in order of importance.
   (a) Unemployment
   (b) Dissatisfaction with the job so far held/occupations so far Pursued
   (c) To make use of idle funds
   (d) To make use of technical and professional skills
   (e) Lack of alternative career opportunities
   (f) Any other reason (Please specify)

3. Did any of the following factors lead you to the idea of starting the activity? Please specify three factors in order of importance.
   (a) Success stories of entrepreneurs
   (b) Previous employment in the same or other lines of activity
   (c) Property- inherited
   (d) Property acquired
   (e) Property belonging to spouse
   (f) Advice or encouragement of family members
   (g) Advice or encouragement of relatives and friends
   (h) Any other reason (Please specify)

4. Which of the following persons advised you in starting the activity? Please give three ranks.
   (a) Own idea
   (b) Family members
   (c) Relatives
   (d) Friends
   (e) Government agencies
   (f) Any other reason (Please specify)
5. Why did you choose this line of activity(ies). Please specify three factors in order of importance.

(a) Easy to enter
(b) High margin of profit
(c) Previous employment in the same line or other line of activity
(d) No competition
(e) No difficulty in securing know how
(f) Related to the profession or occupation pursued so far
(g) Existence of similar business in the neighbourhood
(h) Any other reason (Please specify)

6. Why did you choose your enterprise to locate in this place? Please give three reasons in order of importance.

(a) Advice of family members/relatives/friends.
(b) Nearness to raw materials
(c) Nearness to markets
(d) Existence of similar units in the neighborhood
(e) Good transport facilities
(f) Nearness to home place
(g) Any other reasons (Please specify)

C. Expectation Scale

1. How much of your time is devoted to your enterprise?

   (i) 75 – 100 %
   (ii) 50 – 75 %
   (iii) 25 – 50 %
   (iv) Less than 25 %

2. How much of your family members’ time is devoted to your enterprise?

   (i) 75 – 100 %
   (ii) 50 – 75 %
   (iii) 25 – 50 %
   (iv) Less than 25 %

3. Do you like your children to become entrepreneur in business

   (a) Yes
   (b) No
   (c) Can’t say
D. Training and Development

1. Did you attend any management development/training programme? If yes, give details of the course attended

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<tr>
<th>Name of the training programme</th>
<th>Organiser</th>
<th>Time/Duration</th>
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2. If you have attended, do you find that they are useful to your enterprise?

   (a) Very useful [ ]
   (b) Useful [ ]
   (c) Not very useful [ ]
   (d) Not useful [ ]

3. If you have not attended, what were the reasons? Rank the reasons

   (a) Not aware of such programme [ ]
   (b) I don’t think they are useful [ ]
   (c) They are very expensive [ ]
   (d) It is inconvenient [ ]
   (e) Any other reasons (please specify) [ ]

E. Problems Faced by the Entrepreneurs

What major problems are faced by your enterprise? Specify any three reasons in order of importance under each head

(1). Marketing
   (a) Competitions from other small units [ ]
   (b) Competition from large units [ ]
   (c) Slackness in demand [ ]
   (d) Lack of advertising effort [ ]
   (e) Transport problems [ ]
   (f) Any other problems (Please mention) [ ]
(2). Raw materials
(a) Scarcity
(b) High prices
(c) Low quality
(d) Transport problems
(e) Any other problems (Please mention)

(3). Power
(a) Scarcity
(b) Irregularity/uncertainty
(c) High cost
(d) Transport problems
(e) Any other problems (Please mention)

(4). Labour
(a) Scarcity of skilled labour
(b) High labour cost
(c) Labour turnover
(d) Labour absenteeism
(c) Any other problems (Please mention)

(5). Finance
(a) High rate of interest
(b) Meagre assistance from Government agencies
(c) Red tapism in government agencies
(d) Red tapism in banks
(e) Any other problems (Please mention)

(6). Problems relating to internal management of the enterprise.
(a) Lack of co-ordination
(b) Lack of communication
(c) Lack of team work
(d) Lack of leadership skills
(e) Improper delegation of authority
(f) Lack of work culture
(g) Any other problems (Please specify)

F. Sources of Fund

1. Own funds supplied by proprietors ₹. ________

2. Assistance/grants from government agencies

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<th>Name of agencies</th>
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3. Loan from banks/financial institutions

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<th>Name of banks/institutions</th>
<th>Amount (₹)</th>
<th>Year</th>
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4. Borrowings from money lenders.

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5. Borrowing from relatives/friends

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6. Any other sources (Please specify)

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7. Are you able to repay the loans/borrowing from different sources?

(a) Yes [    ]
(b) No [    ]
(c) Only partially [    ]

8. Reasons for non repayment/partial payment of loans/borrowing.

(a) Lack of liquidity [    ]
(b) Due to business loss [    ]
(c) Due to high rate of interest [    ]
(d) The agency is not serious about repayment [    ]
(e) Any other reason (Please specify) [    ]

G. Your recommendations and suggestions for further improvement of the unit/enterprise

H. Your suggestions/complaints about the Government Agencies/Bank/Financial institution/other agencies.