Appendix:
The Survey Questionnaire

Personal information
Name of entrepreneur:
Position in establishment:
Date of Birth:
Place of Birth:
Please circle: Village City
Country
Company name:
Registered name of company:
Date of founding:

Questionnaire: Part A

1. Business Sector:
   a. Trade
   b. Industry
   c. Construction and real estate
   d. Agriculture
   e. Finance
   f. Transport
   g. Health
   h. Travel and tourism
   i. Others

2. Is your main output…
   a. Manufacturing
   b. Service
3. Type of ownership:
   a. Sole trader
   b. Partnership
   c. Corporation

4. Sources of funding and capital:
   a. Owners fund
   b. Borrowed fund : relatives
   c. Borrowed fund : other individuals
   d. Borrowed fund: institutions

5. What innovational techniques have you introduced to your establishment and in what avenue?
   a. Marketing
   b. Management
   c. Research and development
   d. Collection of raw materials
   e. Channel of distribution
   f. Other:
      Innovational techniques:

6. Highest Educational qualification:
   a. High school diploma
   b. College degree
   c. Undergraduate University degree
   d. Postgraduate University degree

7. Have you worked for another entrepreneur before?
   Yes
   No

8. Did you undergo any specific training for any previous jobs?
   Yes
   No
9. Had you spent any time outside India before moving to the UAE?
   YES          How long?          Where?
   NO

10. Where did you find inspiration for your business idea?
    a. Education
    b. Motivation from the success of a fellow entrepreneur
    c. Relatives
    d. Own interest or initiative

11. What was the reaction of your social surrounding to your business idea?
    a. Encouragement
    b. Objection
    c. Indifference

12. What made you decide to be an entrepreneur?
    a. Personal inclination
    b. Pressure from relatives
    c. Following family business or hailing from a business inclined family

13. What capital intensity does your firm work with?
    a. Heavy investments and long time scale of returns
    b. Little investments with high capital turnover rate
    c. Others please specify:

14. What influences your decision making process? Please mark an X on where you
    would fall on the spectrum below:
    a. Intuition
    b. Thorough calculation

15. Do you think the economic environment in the UAE is supportive towards the
    growth of entrepreneurs?
    YES
    If NO, then what hindrances have you come across?
16. What sources of capital would you employ if you choose to expand your business?
   a. Shareholder
   b. New partners
   c. Own funds
   d. Borrowed funds

17. What characteristics do you look for in your business associates?
   a. Diligence
   b. Honesty
   c. Sincerity
   d. Communication skills
   e. Technical capacity
   f. Independence
   g. Others: please specify

18. Do you find any problems in the allocation of technically skilled staff in your business?
   YES
   If NO, why not?

**Questionnaire: Part B**

19. Which nationalities comprise the majority of your work force?

20. What were your 3 most powerful motivations to pursue your business?

21. Why did you move to the UAE?

22. What are the business prospects in the UAE?

23. What were your 3 most difficult challenges you faced when setting up your business in the UAE?
24. How difficult was it to deal with the legal formalities?
   Please mark an X on the spectrum below:
   Very
   Little

25. What were your contributions to:
   a. The Indian economy
   b. The UAE economy

26. As an Indian diaspora in the UAE, do you feel lack of recognition by the Indian government as compared to diasporas in UK or USA etc? Please elaborate.

27. Is there scope for innovation within the UAE?
   YES
   NO