Dear Respondent, you are requested to participate in research study on Personal Financial Planning. Your responses and views are very important for the success of the study. Please note that all data provided by you will be used for academic purpose only and shall not be divulged to anyone else.

Section A:

Kindly select appropriate answer:

1. Suppose you had Rs. 1000 in saving Bank account and interest rate was 2% per year, after 5 years how much do you think you would have earn in saving account, if you have left your money to grow:
   - More than Rs. 1020
   - Exact Rs. 1020
   - Less than Rs. 1020
   - Don’t Know

2. Imagine that interest rate on your saving bank account was 1% per year and inflation was 2% per year. After 1 year would you be able to buy
   - More than today
   - Less than today
   - exactly the same
   - Don’t Know

3. Assume a friend inherits Rs. 10000 today and his sibling inherits Rs. 10000, 3 years from now. Who is richer because of inheritance?
   - Friend
   - His sibling
   - they are equally rich
   - Don’t Know

4. Buying a single company stock usually provide safer return than a stock mutual fund.
   - True
   - False
   - Don’t Know

5. Financial Planning is all about buying enough insurance.
   - True
   - False
   - Don’t Know

6. Any investment opportunity which claims higher returns usually carries lower risk.
   - True
   - False
   - Don’t Know

7. If interest rate falls what will happen to price of the bond?
   - Rise
   - Fall
   - Not Change
   - Don’t Know
8. Considering the long term tenure (10 to 20 Years), which assets normally gives the highest return?

<table>
<thead>
<tr>
<th>Saving Account</th>
<th>Stocks</th>
<th>Bonds</th>
<th>Don’t Know</th>
</tr>
</thead>
</table>

Sec B: Several investment avenues are listed below, select appropriate column according to level of awareness where: 1= Unaware, 2= Moderately aware, 3= Completely Aware

<table>
<thead>
<tr>
<th>Sr. No</th>
<th>Particulars</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Saving Account</td>
</tr>
<tr>
<td>2</td>
<td>Bank FD</td>
</tr>
<tr>
<td>3</td>
<td>Equity Shares</td>
</tr>
<tr>
<td>4</td>
<td>Govt. Bonds / Debentures/ NCDs</td>
</tr>
<tr>
<td>5</td>
<td>Derivatives ( Futures and Options Markets) / Commodity Market/ Currency Market</td>
</tr>
<tr>
<td>6</td>
<td>Mutual Funds</td>
</tr>
<tr>
<td>7</td>
<td>PPF</td>
</tr>
<tr>
<td>8</td>
<td>Other Post Office Products ( NSC, MIP )</td>
</tr>
<tr>
<td>9</td>
<td>Life Insurance</td>
</tr>
<tr>
<td>10</td>
<td>Money Market ( Call, T Bill, Liquid Funds)</td>
</tr>
<tr>
<td>11</td>
<td>Tax Saving Schemes</td>
</tr>
<tr>
<td>12</td>
<td>Real Estate</td>
</tr>
<tr>
<td>13</td>
<td>Non Conventional Avenues (precious Coins, Paintings etc.)</td>
</tr>
</tbody>
</table>

Section C:

Kindly rate your opinion for the following statements:

Where 1 -Strongly Disagree, 2 – Disagree, 3 –Neither Agree or Disagree, 4 – Agree, 5 – Strongly Agree

<table>
<thead>
<tr>
<th>Sr. No</th>
<th>Particulars</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Budgeting and keeping financial records are very essential</td>
</tr>
<tr>
<td>2</td>
<td>I should save more before spending the balance.</td>
</tr>
<tr>
<td>3</td>
<td>I spend my money very carefully</td>
</tr>
<tr>
<td>4</td>
<td>I payoff the full credit card outstanding amount every month</td>
</tr>
<tr>
<td>5</td>
<td>I spend more when I use a credit card</td>
</tr>
<tr>
<td></td>
<td></td>
</tr>
<tr>
<td>---</td>
<td>---------------------------------------------------------------------------------------</td>
</tr>
<tr>
<td>6</td>
<td>Insurance is a forced saving to ensure that family gets continue stream of flow of income to your family in event of death or accident</td>
</tr>
<tr>
<td>7</td>
<td>I have an adequate insurance to ensure that if I were to passes away or become sick or disabled, my family and I will not suffer financially.</td>
</tr>
<tr>
<td>8</td>
<td>I have Life Insurance but no other type of insurance i.e Health, Personal accident, Property etc.</td>
</tr>
<tr>
<td>9</td>
<td>I do not have any Insurance</td>
</tr>
<tr>
<td>10</td>
<td>I consult an insurance agent for purchase of an insurance</td>
</tr>
<tr>
<td>11</td>
<td>I take advise of my family, friends before investing into insurance</td>
</tr>
<tr>
<td>12</td>
<td>I consider the coverage offered by insurance company before purchasing it.</td>
</tr>
<tr>
<td>13</td>
<td>I often feel difficulty for purchasing financial products</td>
</tr>
<tr>
<td>14</td>
<td>Long term savings with a regular saving pattern is important</td>
</tr>
<tr>
<td>15</td>
<td>Investing is becoming important nowadays</td>
</tr>
<tr>
<td>16</td>
<td>Investment is commitment of funds to achieve long term goals or objectives</td>
</tr>
<tr>
<td>17</td>
<td>I understand my risk profile- high risk taker, medium risk taker, or low risk taker</td>
</tr>
<tr>
<td>18</td>
<td>I invest in different investment instruments i.e shares, mutual fund, real estate, bonds with minimal knowledge and research on it.</td>
</tr>
<tr>
<td>19</td>
<td>If I were given an amount of equal to six month salary to invest, I would know exactly what to do with it.</td>
</tr>
<tr>
<td>20</td>
<td>I know how taxes would be applied on my different investments avenues</td>
</tr>
<tr>
<td>21</td>
<td>I utilize the various tax rebates that I’m entitled to when filing my tax returns.</td>
</tr>
<tr>
<td>22</td>
<td>I know the amount I need to fund a comfortable retirement.</td>
</tr>
<tr>
<td>23</td>
<td>I have started planning for my retirement.</td>
</tr>
<tr>
<td>24</td>
<td>Retirement planning should be started at early working age</td>
</tr>
<tr>
<td>25</td>
<td>My Retirement plan provides for inflation and standard of living changes that will occur over a period of time</td>
</tr>
<tr>
<td>26</td>
<td>I have a will</td>
</tr>
<tr>
<td>27</td>
<td>I understand what a trust is.</td>
</tr>
<tr>
<td>28</td>
<td>I know what income my family would receive from proceeds of my estate</td>
</tr>
<tr>
<td>29</td>
<td>Estate planning is important to me.</td>
</tr>
<tr>
<td>30</td>
<td>I am aware about overall financial planning: i.e Money Management, Investments, Insurance,</td>
</tr>
<tr>
<td></td>
<td></td>
</tr>
<tr>
<td>---</td>
<td>---</td>
</tr>
<tr>
<td>31</td>
<td>I feel that my financial plan is well balanced, keeping into the mind all aspects: Money Management, Investments, Insurance, Retirement planning, estate planning, tax planning</td>
</tr>
<tr>
<td>32</td>
<td>I set financial goals and objectives in my life.</td>
</tr>
<tr>
<td>33</td>
<td>I gather relevant data and analyze my current financial position before I make financial decision.</td>
</tr>
<tr>
<td>34</td>
<td>I freely discuss with others regarding financial planning</td>
</tr>
<tr>
<td>35</td>
<td>I need expert for planning my finances.</td>
</tr>
<tr>
<td>36</td>
<td>I am actively involved in managing my Financial Plan, I review my plan periodically after the implementation.</td>
</tr>
<tr>
<td>37</td>
<td>I need to keep cash reserve in case of an emergency</td>
</tr>
<tr>
<td>38</td>
<td>My willingness to take risk is factor I consider before planning my finances.</td>
</tr>
<tr>
<td>39</td>
<td>I try to take information from all authenticated sources and then invest my money.</td>
</tr>
<tr>
<td>40</td>
<td>I get influenced by my friends and relatives while taking financial decisions.</td>
</tr>
<tr>
<td>41</td>
<td>I look at Economic factors such as prevailing inflation and interest rates for financial planning.</td>
</tr>
<tr>
<td>42</td>
<td>I look for Service provided by the company before investing into that.</td>
</tr>
<tr>
<td>43</td>
<td>My decisions on planning also depend upon knowledge of the representative of the particular company.</td>
</tr>
<tr>
<td>44</td>
<td>I consider Future Responsibilities- Like purchasing home, child’s education, marriage etc</td>
</tr>
<tr>
<td>45</td>
<td>Expected Return on investment products is important to me.</td>
</tr>
<tr>
<td>46</td>
<td>I consider Tax benefits linked with the products</td>
</tr>
<tr>
<td>47</td>
<td>I look for Liquidity provided by the products</td>
</tr>
<tr>
<td>48</td>
<td>I consider stage of my life cycle before taking any financial decisions.</td>
</tr>
<tr>
<td>49</td>
<td>Regular Cash flow for managing my routine expenses is important factor to me.</td>
</tr>
<tr>
<td>50</td>
<td>Objective behind my planning is to minimize inconvenience to my family members in case of my death.</td>
</tr>
</tbody>
</table>
Section D: Demographic Profile

Age in Years: 20-35 □  36-58 □  59 and above □

Gender: Male □  Female □

Education: High School □  Graduation □  Post Graduation □  Others□□

Job Type: Public Sector □  Private Sector □  Government □

Work Experience:
Less than 5 years □  5 years to 15 years □  16 years to 25 years □  25 years and above □

Income per annum: Less than 5 Lacs □  5 Lacs to 10 Lacs □  10 Lac to 15 Lacs □  15 Lacs and above □

Marital Status: Married □  Unmarried □  widow/widower □  Divorcee □

Location: Ahmedabad □  Baroda □  Rajkot □  Surat □

How much percent of your income you save regularly: Less than 10% □  10 % to 30% □  30% and above □
### APPENDIX B

#### List of Publications

<table>
<thead>
<tr>
<th>Sr. No</th>
<th>Title of the Paper</th>
<th>Name of the Authors</th>
<th>Name of Journal</th>
<th>ISSN Number / Impact Factor</th>
<th>Month &amp; Year of Publication</th>
</tr>
</thead>
</table>