<table>
<thead>
<tr>
<th>S.N.</th>
<th>TITLE</th>
<th>PAGE NO.</th>
</tr>
</thead>
<tbody>
<tr>
<td>1.1</td>
<td>Development of Small Industries in Uttar Pradesh</td>
<td>10</td>
</tr>
<tr>
<td>3.1</td>
<td>Sample Design</td>
<td>51</td>
</tr>
<tr>
<td>3.2</td>
<td>Number of Enterprises Covered According to the Year of establishment: Place-wise</td>
<td>53</td>
</tr>
<tr>
<td>3.3</td>
<td>Number of Enterprises Covered According to the Year of Establishment: Industry-wise.</td>
<td>55</td>
</tr>
<tr>
<td>3.4</td>
<td>Distribution According to the Age of Enterprises</td>
<td>56</td>
</tr>
<tr>
<td>3.5</td>
<td>Location of Enterprises : Place-wise</td>
<td>57</td>
</tr>
<tr>
<td>3.6</td>
<td>Location of Enterprises: Industry-wise</td>
<td>59</td>
</tr>
<tr>
<td>3.7</td>
<td>Most Important Factors for Selecting Location of Enterprises</td>
<td>60</td>
</tr>
<tr>
<td>3.8</td>
<td>Pattern of Ownership: Place-wise</td>
<td>62</td>
</tr>
<tr>
<td>3.9</td>
<td>Pattern of Ownership: Industry-wise</td>
<td>62</td>
</tr>
<tr>
<td>3.10</td>
<td>Ownership Form of the Enterprises and Caste of the Entrepreneurs</td>
<td>63</td>
</tr>
<tr>
<td>3.11</td>
<td>Kith and Kin in Partnership Organization</td>
<td>64</td>
</tr>
<tr>
<td>3.12</td>
<td>Caste of Entrepreneurs: Place-wise</td>
<td>67</td>
</tr>
<tr>
<td>3.13</td>
<td>Caste of Entrepreneurs: Industry-wise</td>
<td>68</td>
</tr>
<tr>
<td>3.14</td>
<td>Age of Entrepreneurs at the Inception of Enterprises: Place-wise</td>
<td>69</td>
</tr>
<tr>
<td>3.15</td>
<td>Age of Entrepreneurs at the Inception of Enterprises : Industry-wise</td>
<td>70</td>
</tr>
<tr>
<td>3.16</td>
<td>Education of Entrepreneurs : Industry-wise</td>
<td>72</td>
</tr>
<tr>
<td>3.17</td>
<td>Education of Entrepreneurs: Place-wise</td>
<td>74</td>
</tr>
<tr>
<td>3.18</td>
<td>Education of Entrepreneurs and their Age at the Time of Starting the Enterprise.</td>
<td>75</td>
</tr>
<tr>
<td>3.19</td>
<td>Prior Occupation of Entrepreneurs and their Families</td>
<td>76</td>
</tr>
</tbody>
</table>
3.20 Type of Industry and Occupation of Family

3.21 Relationship between the Experience of Entrepreneurs and their Fathers

3.22 Motivational Factors

4.1 Sources of Initial Finance Industry-wise

4.2 Size of Enterprises According to Total Investment in the Enterprises: Place-wise (In Rs.)

4.3 Size of Enterprises according to Total Investment: Industry-wise (In Rs.)

4.4 Average Annual Investments in Enterprises by Sources of Capital: Place-wise

4.5 Average Annual Investments in Enterprises by Sources of Capital: Industry-wise

4.6 Composition of Total Investment in Small Enterprises (in Rs.)

4.7 Composition of Fixed Assets Industry Wise

4.8 Composition of Fixed Assets Place Wise

4.9 Composition of Working Capital Industry Wise

4.10 Composition of Working Capital Place Wise

4.11 Average Gross Profit Ratio Place Wise

4.12 Average Gross Profit Ratio Industry Wise

4.13 Average Net Profit Ratio Place Wise

4.14 Average Net Profit Ratio Industry Wise

4.15 Return on Assets Ratio Place Wise

4.16 Return on Assets Ratio Industry Wise

4.17 Return on Capital Employed Ratio Place Wise

4.18 Return on Capital Employed Ratio Industry Wise

4.19 Average Current Ratio in the Small Units Place Wise

4.20 Average Current Ratio in the Small Units Industry Wise

4.21 Average Acid Test Ratio Place Wise
4.22 Average Acid Test Ratio Industry Wise  
5.1 Average Annual Production Place Wise  
5.2 Average Annual Production Industry Wise  
5.3 Utilization of Production Capacity  
5.4 Utilization of Production Capacity Place Wise  
5.5 Utilization of Production Capacity Industry Wise  
5.6 Discouraging Factors for Under Utilization of the Capacity  
5.7 Qualifications of the Entrepreneurs & Utilization of Installed Capacity  
5.8 Gestation Period Place Wise  
5.9 Gestation Period Industry Wise  
5.10 Gestation Period & Qualifications of the Entrepreneurs  
5.11 Gestation Period & Family Occupation  
5.12 Help From Others in Completing Promotional Activities  
5.13 Selection of Production Technology  
5.14 Diversification of the Products  
5.15 Quality of Products  
5.16 Sources of Raw Materials Place Wise  
5.17 Range of Cost Structures of the Enterprises Place Wise  
5.18 Range of Cost Structures of the Enterprises Industry Wise  
5.19 Increase in the Size of Production over the Inception Year's Production  
6.1 Amount of Average Annual Sales Place Wise  
6.2 Amount of Average Annual Sales Industry Wise  
6.3 Caste of Entrepreneurs & Annual Average Sales  
6.4 Formal Education of the Entrepreneurs & Annual Average Sales  
6.5 Fathers’ Occupation & Average Annual Turnover  
6.6 Amount of Credit Sales to Total Sales Place Wise  
6.7 Amount of Credit Sales to Total Sales Industry Wise  
6.8 Reasons for Allowing Credit
6.9 Market of Products Place Wise 171
6.10 Market of Products Industry Wise 172
6.11 Entrepreneurial Performance Measured in terms of Market Added Place Wise 173
6.12 Entrepreneurial Performance Measured in terms of Market Added Industry Wise 174
6.13 Method of Price Fixation Place Wise 177
6.14 Method of Price Fixation Industry Wise 179
6.15 Education of the Entrepreneurs & Basis for Fixing the Sales Price 180
6.16 Channels of Distribution Place Wise 183
6.17 Channels of Distribution Industry Wise 184
6.18 Advertisement Media Employed by the Entrepreneurs 187
6.19 Advertisement Media Employed by the Entrepreneurs Industry Wise 188
6.20 Increase in the Amount of Average Sales over the Initial Year of the Unit Place Wise 191
6.21 Increase in the Amount of Average Sales over the Initial Year of the Unit Industry Wise 193
7.1 Number of Workers employed in the Enterprises 198
7.2 Distribution of Labour Force Place Wise 201
7.3 Distribution of Labour Force Industry Wise 204
7.4 Number of Workers employed according to the Age of Enterprises 205
7.5 Labour & Capital employed in the Enterprises 206
7.6 Productivity of Labour in different Industries 207
7.7 Method of Recruitment of the Workers Place Wise 209
7.8 Method of Recruitment of the Workers Industry Wise 210
7.9 Supervision of Accounting, Production & Marketing 211
7.10 Education of the Entrepreneurs & Supervision 212