“ROLE OF PROMOTIONAL AGENCIES IN SMALL INDUSTRIES DEVELOPMENT – A STUDY OF HYDERABAD KARNATAKA REGION IN KARNATAKA STATE”

Interview Schedule

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Head Dept of Economics GUG

GENERAL INFORMATION

1. a) Name of the Unit: ......................................................
   b) Name of the owner:....................................................

2. Age:  
   1) 18-28
   2) 29-39
   3) 40-50
   4) Above 51

3. Sex:  
   1 - Male; 2 – Female

4. Marital Status:  
   1- Unmarried, 2- Married,
   3- Widow/widower, 4- Divorced/Separated.

5. Caste category: ____________________________  
   (Write the caste name and fill the code)  
   (1-Upper caste, 2-OBC, 3-SC, 4-ST, 5-Other… (Specify))

6. Education:  
   1-Illiterate,
   2-Literate (below primary),
   3-Primary (class 5 complete),
4. Upper primary (Class 8 complete),
5. High school (class 10 complete),
6. PUC Secondary (class 12 complete),
7. Graduate,
8. Technically Qualified

7. Previous occupation:
   1. Self employed in agriculture,
   2. Agriculture Labor,
   3. Self employed in non agriculture,
   4. Non-agricultural labor,
   5. Others (artisans, salaried etc)

8. Address of the Unit:
   Factory: _______________________________
   _________________________________

9. Type of the unit:
   1. Manufacturing:
   2. Service:
   3. Product / Service:

II. ECONOMICS ASPECTS
1. Type of organization:
   1. Sole Proprietorship:
   2. Partnership:
   3. Joint family Concern:
   4. Pvt. Limited Company:
   5. Public Ltd. Company:
   6. Co-Op Society:
2. Date/Year of the Commencement production of the unit:
   1. 2004-05
   2. 2005-06
   3. 2006-07
   4. 2007-08
   5. 2008-09

3. Name of the product being produced:
   1. Food excluding beverages
   2. Printing and Publishing
   3. Non-Metallic mineral products
   4. Metal products excluding machinery and transport equipment
   5. Transport equipment
   6. Miscellaneous mfg. industries and services
   7. Hotels/ construction/educational

4. Any other by product being produced:
   1. Furniture
   2. Rubber
   3. Electrical
   4. Paper
   5. Others

5. Total No. of persons employed:

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<th>persons employed</th>
<th>Permanent</th>
<th>Hired</th>
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<td>Total</td>
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6. Labor cost (per person monthly):
   a. 5000-10,000
   b. 11,000-15,000
   c. 16,000-20,000
   d. Above 21,000

7. Production Cost:
   1- Raw material
   2- Interest
   3- Rent and maintenance
   4- Transport
   5- Labor
   6- Marketing
   7- Any other

8. Problems faced in market:
   a. Server competition Yes/No
   b. Pricing Yes/No
   c. Distribution Yes/No
   d. Awareness Yes/No
   e. Others (If Yes, please specify) Yes/No

III. Finance and Investment

1. Capital Investment in Plant and Machinery (Nature of Acquisition):
   1- Purchased : 1-Yes 2-No
   2- Purchase Price Rs. : 1-Yes 2-No
   3- Hired : 1-Yes 2-No
   4- Monthly Rent : 1-Yes 2-No
   5- Leased : 1-Yes 2-No
2. Sources of Finance for Plant and Machinery:

   1- Banks : 1-Yes 2-No
   2- KSFC : 1-Yes 2-No
   3- Term lending Institutions : 1-Yes 2-No
   4- Private Finance Co’s : 1-Yes 2-No
   5- Private Money lenders : 1-Yes 2-No
   6- Friends & Relatives : 1-Yes 2-No
   7- Own Funds : 1-Yes 2-No
   8- Any other : 1-Yes 2-No

3. Cost of Loan Finance:

   1- High Rate of Interest : 1-Yes 2-No
   2- Installment specialty : 1-Yes 2-No
   3- Installsments paid : 1-Yes 2-No

4. Loan requirement:

   1- Total investment required
   2- Total loan required
   3- Loan sanctioned
   4- Credit gap.

5. What inconveniences/problems did you face in obtaining finance?

   1- High Interest Cost : 1-Yes 2-No
   2- Inconvenient No of Installments : 1-Yes 2-No
   3- Rigid Repayment conditions : 1-Yes 2-No
   4- Inadequate Amount of Loan : 1-Yes 2-No
   5- Others : 1-Yes 2-No

6. Did you get subsidy on loans? : 1-Yes 2-No

7. If ‘Yes’ the amount of subsidy:

   1- 5% to 9%
   2- 10% to 14%
   3- 15% to 19%
   4- Above 20%
8. Which agency gave you subsidy?  
   1- State Govt.  
   2- KSFC  
   3- KSSJDC  
   4- Other Fin Institutions others  
9. Are you aware of incentives and subsidy schemes for small industries?  
   1-Yes 2-No  
10. Did you take full use of available incentives and subsidy?  
   1-Yes 2-No  
11. Do you get adequate working capital?  
   1-Yes 2-No  
12. What are the sources of your working capital?  
   1- Own Funds  
   2- Banks  
   3- Fin Co’s  
   4- Others  
13. What part of your working capital Requirement is met by?  
   1- Banks  
   2- Fin Co’s  
   3- Own Funds  
   4- KSFC  
   5- Others  
14. What problems do you face in getting adequate working capital:  
   1- High Interest Rate : 1-Yes 2-No  
   2- Stringent Credit : 1-Yes 2-No  
   3- Policy of Banks : 1-Yes 2-No  
   4- Inconvenient repayment conditions : 1-Yes 2-No  
   5- Others : 1-Yes 2-No
15. Is your unit handicapped by inadequate working capital?  
   1- Yes  2- No

IV. PRODUCTION

1. What raw materials do you use for your product?  
   1- Agro based  
   2-manufactured  
   3-other services

2. Where do you obtain your raw materials?
   1- Locally : 1-Yes  2-No  
   2-Outside the city : 1-Yes  2-No  
   3-Outside the state : 1-Yes  2-No

3. Purchase of raw materials :  
   1- Open market  
   2- Government Institution  
   3- Imported

4. Any problems faced while obtaining raw material:  
   a) Scarce  Yes/No  
   b) High Price  Yes/No  
   c) Restrictions in Importing  Yes/No  
   d) Seasonal Availability  Yes/No  
   e) Other (if Yes, Please specify)Yes/No

5. Do you get adequate raw materials for your unit?  
   1-Yes  2-No

6. If “No” specify the quantity of raw material shortage experienced by you during a month/year

7. Do you get any help from Government agencies in obtaining raw materials?  
   1-Yes  2-No
8. If yes specify the agencies:
   1- KSFC
   2- DIC
   3- KS SIDC
   4- Others

9. Do you find their help adequate?
   1- Yes  2- No

10. Production of the unit (from last five years)

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11. Production is continuous/ seasonal

12. The production is increasing/decreasing/constant during the last 5 years

13. Decrease in production is due to
   1. Shortage of raw materials : 1-Yes  2-No
   2. Declines in Demand : 1-Yes  2-No
   3. Severe Competitions : 1-Yes  2-No
   4. Labour Strikes : 1-Yes  2-No
   5. Power Shortages : 1-Yes  2-No
   6. Transport difficulties : 1-Yes  2-No
   7. Financial shortages : 1-Yes  2-No
   8. Others : 1-Yes  2-No

V. Pricing & Marketing

1. How do you price your product?
   1. Based on Costs plus profits : 1-Yes  2-No
   2. Based on competitors Prices : 1-Yes  2-No
   3. Based on Agreement with buyer : 1-Yes  2-No
   4. On adhoc basis : 1-Yes  2-No
   5. Base on demand and supply factors : 1-Yes  2-No
2. Do you resort to credit sales because of competition?    
   1- Yes     2- No

3. Who are your competitors?
   1- SSI Units : 1-Yes 2-No
   2- Big Units : 1-Yes 2-No
   3- Local Units : 1-Yes 2-No
   4- Outside City : 1-Yes 2-No
   5- Outside State : 1-Yes 2-No

4. Did you conduct market survey before starting production?    
   1-Yes 2-No

5. Do you have adequate market for your product?    
   1-Yes 2-No

6. What are the usual marketing problems faced by you?
   1. Competition : 1-Yes 2-No
   2. Improper Distribution : 1-Yes 2-No
   3. Channels : 1-Yes 2-No
   4. Inadequate Transport facilities : 1-Yes 2-No
   5. Lack of Storage facilities : 1-Yes 2-No
   6. Ineffective Salesmen : 1-Yes 2-No

7. What are the areas of competition faced by you in selling your product?
   1. Price Competition : 1-Yes 2-No
   2. Quality : 1-Yes 2-No
   3. Advertisement : 1-Yes 2-No
   4. Credit sales by competitors : 1-Yes 2-No
   5. Distribution : 1-Yes 2-No
   6. Awareness : 1-Yes 2-No
   7. Others (if any specify) : 1-Yes 2-No
VI. LABOUR & MANAGEMENT

1. What is the total number of employees in your unit?
   
   1. Skilled: a) 10-20 b) 21-30 c) 31-40 d) 41-50
   
   2. Unskilled
   
   3. Total

2. How do you recruit workers for your unit?
   
   1 Through Advertisement : 1-Yes 2-No
   2 Through Personal Contact : 1-Yes 2-No
   3 Through Training Institutes like ITT : 1-Yes 2-No

3. Do you give training to your employees?
   
   1-Yes 2-No

4. Do you provide incentives to your employees? Specify
   
   1-Yes 2-No

5. Do your experience frequency labor turnover?
   
   1-Yes 2-No

6. If “Yes” what are the reasons?
   
   1 Better Salary elsewhere
   2 Lack of Job satisfaction
   3 For Better Incentives
   4 Others

7. Do your unit experience labour strikes often?
   
   1-Yes 2-No

8. If “Yes” what is the incidence? What are the causes? Explain

9. Are your employees affiliated to labour union?
   
   1-Yes 2-No
VII. FUTURE PROSPECTS:

1. Do you consider that the future prospects of your unit are?
   1 Encouraging
   2 Very encouraging
   3 Not encouraging
   4 No prospects for improving

2. Which aspect is encouraging for the future growth of SSI UNIT?
   1 Govt. Policies numeral
   2 Incentive Schemes
   3 Good Demand for the products
   4 Nil

3. What suggestions would you offer for the future prospects for SSI units?
   1 Liberal Credit Supply
   2 Lower Tax burden
   3 More Subsidies in loan financial
   4 Greater preferences in Government purchases
   5 Any other

4. Do you propose to increase the production in your unit?
   1- Yes 2- No

5. If “Yes” by how much?
   1. 5-10 p.c.
   2. 11-20p.c.

6. If “No” give reasons
   1 Inadequate Demand
   2 Shortage of Raw materials
   3 Shortage of Electricity
   4 Others (specify)
VIII. Opinion of the Respondents Regarding Assistance of DIC and KSFC

Agencies in promoting the unit

Particulars 1) Highly Satisfactory 2) satisfactory 3) neither satisfactory nor unsatisfactory 4) Unsatisfactory 5. Highly unsatisfactory

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<th>Sl.No</th>
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<td>Assistance in Acquiring Land</td>
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<td>Provide Knowledge about Various Incentives</td>
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<td>Acquiring Working Capital</td>
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<td>Provide Valuable Information</td>
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<td>Provide Necessary Market Information</td>
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<td>16</td>
<td>Lack of Interest in Officials</td>
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Thanks for your time