APPENDIX I

Questionnaire to study the impact of Entrepreneurial development Programmes (EDPs)

To the Respondent

Please fill in the blanks wherever necessary. 
Please tick in the boxes or items wherever necessary. 
Please ignore the statement/question if you do not want to comment. 
You may reply in Tamil if necessary. 
Please be frank. 
Your replies will be kept strictly confidential.

Thanks

PART - I

(1) When did you think of starting a business of your own? 
   (a) At the age of ........................................ 
   (b) During school days ............................................ 
   (c) After completing regular studies......................... 
   (d) Only after seeing the advertisement for EDP........... 
   (e) During college studies.................................

(2) Why did you think of starting a business of your own? 
   (Please give as many reasons as you thought of at the time )
   ...........................................................................

(3) Who initiated the idea of becoming an entrepreneur? 
   (a) Yourself......................................................... 
   (b) Your family members...........................................
   (c) Your relatives other than the family members....
   (d) Your friends..................................................

(4) How did you decide to apply for the EDP? 
   (a) By yourself......................................................... 
   (b) Your family members recommended................................ 
   (c) Your relatives (other than family members) recommended...
   (d) Your friends recommended..................................
   (e) Any other (please specify)......................................

(5) What did you expect from the EDP? (When applied) 
   (a) You thought you can gain some knowledge about doing business. 
   (b) You thought you can surely start a business.................. 
   (c) You thought you can decide a product or service............. 
   (d) You thought you can get some contacts of use................ 
   (e) You thought you can make a project report for the chosen product............. 
   (f) You thought you can get a loan facility for the proposed project.......................... 
   (g) You can expand the existing business................................ 
   Any other (please specify)...........................................

A3
(6) What were you doing while you applied for the EDP?
(a) Trying for a job................................................................
(b) In a job..........................................................................
(c) In your own business....................................................
(d) In your family business..................................................
(e) In the process of setting up your own business..............
(f) Studying ........................................................................
(g) Doing agriculture.........................................................

PART II
If you are in employment currently
(1) When did you join the service? Year............. Month..........

(2) Please state the positions (jobs) held by you after applying / completing the EDP
(a) ........................................................
(b) ........................................................
(c) ........................................................

(3) Who is your present employer?
(a) Government Department..........................
(b) Government Organisation / Company ..........
(c) Public Limited Company.......................
(d) Small Scale Industry..........................
(e) Trading Concern..............................
Any other (please specify).........................

(4) The nature of your job
(a) Manual........................................
(b) Supervisory...................................
(c) Technical....................................
(d) Clerical......................................
(e) Managerial...................................
Any other (please specify).........................

(5) Have you ever tried to set up your own business? Yes / No

(6) Did you drop the idea of starting your business after Yes / No making some efforts like preparation of project report applying for loan, commissioning production etc.? 

(7) If you dropped the idea of starting your own business what was the reason / reasons?
(a) You didn’t have enough money.............................
(b) You were not able to find a good product idea...........
(c) You had a loss in your business.........................
(d) You were not admitted to the EDP......................
(e) You were not able to get the loans sanctioned.........
(f) You were not able to get the licenses from the Government...
Any other (please specify).................................

PART III
If you are in the process of setting up your own business
(1) Please state the type of proposed business
(a) Manufacturing..........................
(b) Job work............................... 
(c) Trading................................
(d) Services................................
(e) Exports / Imports........................ 
Any other (please specify)....................

(2) What is the form of your proposed business?
(a) Sole proprietorship....................
(b) Partnership firm........................ 
(c) Private limited company................
(d) Public limited company................
(e) Cooperative unit........................
Any other (please specify)....................

(3) Total project cost including working capital Rs............

(4) Please state the efforts you have made in setting up your own business
(a) Have you decided the product to be manufactured? Yes / No
(b) Have you decided the form of ownership? Yes / No
(c) Have you decided the place of your business? Yes / No
(d) Have you decided the investment requirements? Yes / No
(e) Have you decided the sources of finance? Yes / No
(f) Have you prepared the feasibility report? Yes / No
(g) Have you applied for loan? Yes / No
(h) Have you got your loan sanctioned? Yes / No
(i) Have you applied for licenses, water and power? Yes / No
(j) Have you got sanction for licenses, water and power? Yes / No
(k) Have you started construction of building? Yes / No
(l) Have you started installation of machinery? Yes / No

(5) How much time it will take to commence commercial production?
Year.... Month ........

PART IV

If you were not trained in the EDP

(1) Whether you were called for the written test? Yes / No
(2) If yes, did you attend the written test? Yes / No
(3) Whether you were called for the interview? Yes / No
(4) If yes, did you attend the interview? Yes / No
(5) Whether you were selected for the EDP? Yes / No
(6) If you were selected, kindly state the reason / reasons why you did not attend the EDP
(a) You had to continue in the job..................
(b) You were busy with setting up your own business...........
(c) You had to look after your business....................
PART V

If you had undergone the EDP training

(1) What did you do immediately after completing the training?
(a) Tried to start the business
(b) Tried to find a job
(c) Continued in the job
(d) Continued your own business
(e) Continued in the family business
(f) Continued studies
(g) Continued you farming (Agriculture)

(2) Kindly rate the extent to which the programme (EDP) was useful
A. Not at all helpful
B. Somewhat helpful
C. Helpful to a great extent
D. Very much helpful

(a) In deciding the line of business
(b) In deciding the product/products
(c) In deciding the form of ownership
(d) In deciding the location
(e) In deciding about the investment
(f) In deciding the source of finance
(g) In preparing feasibility report
(h) In preparing application for loan
(i) In getting the loans sanctioned
(j) In knowing the licensing formalities
(k) In planning (Income tax)
(l) In knowing tax formalities
(m) In acquiring managerial skills
(n) Assessing your own entrepreneurial capabilities

(3) Was there any follow up meeting arranged?
(a) If yes, how many meetings?

(4) Did you attend the follow up meetings?
(a) If yes, how many meetings?

(5) Do you think the follow up meetings are helpful?

(6) Do you think EDPs are helpful?

(7) Do you think the instructors of the EDP took personal interest on you?

(8) Do you think the organisers of the EDP took personal interest on you?
(9) Do you think the EDP training has sufficiently motivated you to start your own business?  

Y / N

Part VI

If you have already started your own business

(1) What is the type of business?
   (a) Manufacturing............
   (b) Job work................
   (c) Trading..................
   (d) Service..................
   (e) Exports/Imports..........  
Any other (Please specify)...

(2) What is the form of business?
   (a) Sole Proprietorship........
   (b) Partnership................
   (c) Private Limited Company....
   (d) Public Limited Company....
   (e) Co-operative business......
Any other (Please specify)........

(3) Please state three critical incidents (important reasons) that made you an entrepreneur
   (a) ............
   (b) ............
   (c) ............

(4) When did you start commercial production?  Year...... Month....

(5) Capital Invested

<table>
<thead>
<tr>
<th></th>
<th>During commencement</th>
<th>At present 1990</th>
</tr>
</thead>
<tbody>
<tr>
<td>(a) Commercial Banks</td>
<td>Rs....</td>
<td>Rs....</td>
</tr>
<tr>
<td>(b) State corporations</td>
<td>Rs....</td>
<td>Rs....</td>
</tr>
<tr>
<td>(c) (TIIC, SIDCO etc.)</td>
<td>Rs....</td>
<td>Rs....</td>
</tr>
<tr>
<td>(d) Suppliers' credit</td>
<td>Rs....</td>
<td>Rs....</td>
</tr>
<tr>
<td>(e) Friends and relatives</td>
<td>Rs....</td>
<td>Rs....</td>
</tr>
<tr>
<td>Total</td>
<td>Rs....</td>
<td>Rs....</td>
</tr>
</tbody>
</table>

(6) Employment created

<table>
<thead>
<tr>
<th></th>
<th>During commencement</th>
<th>At present 1990</th>
</tr>
</thead>
<tbody>
<tr>
<td>(a) Total number of employees</td>
<td>....</td>
<td>....</td>
</tr>
<tr>
<td>including self</td>
<td></td>
<td></td>
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<tr>
<td>(b) Permanent employees</td>
<td>....</td>
<td>....</td>
</tr>
<tr>
<td>(c) Temporary employees</td>
<td>....</td>
<td>....</td>
</tr>
</tbody>
</table>

(7) Products dealt with

<table>
<thead>
<tr>
<th></th>
<th>During commencement</th>
<th>At present 1990</th>
</tr>
</thead>
<tbody>
<tr>
<td>1....</td>
<td>1....</td>
<td></td>
</tr>
<tr>
<td>2....</td>
<td>2....</td>
<td></td>
</tr>
</tbody>
</table>
(8) The places from which raw materials are purchased:
   During commencement At present 1990
   (a) In the same town/city/taluk (a) In the same town/city/taluk
   (b) In the same district.. (b) In the same district..
   (c) In tamil Nadu only.... (c) In tamil Nadu only....
   (d) In other states....... (d) In other states....... 
   (e) Imported............. (e) Imported.............

(9) The places in which products are marketed:
   During commencement At present 1990
   (a) In the same town/city/taluk (a) In the same town/city/taluk
   (b) In the same district.. (b) In the same district..
   (c) In tamil Nadu only.... (c) In tamil Nadu only....
   (d) In other states....... (d) In other states....... 
   (e) Exported............... (e) Exported............... 

(10) Taxes paid (approximate)
   For the first year During 1989-90
      of operation
   (a) Sales tax (state) Rs.... Rs....
   (b) Sales tax (central) Rs.... Rs....
   (c) Customs duty Rs.... Rs....
   (d) Central excise Rs.... Rs....
   (e) Octroi Rs.... Rs....
   (f) Income tax Rs.... Rs....

(11) Salaries paid to the employees including self
      (approximate - monthly) During commencement At present 1990
      (a) Permanent employees Rs.... Rs....
      (b) Temporary employees Rs.... Rs....
      Total Rs.... Rs....

(12) Do you think you would have become an entrepreneur 
     even without attending the EDP ? Y / N

(13) What was the product/products you had chosen while you applied
     for the EDP ?
     1.
     2.

(14) Are you in the same line of business as stated while you applied
     for EDP ?

(15) Kindly brief the expansion (new products also) activities you
     have planned for the next five year ?

................................................
Part VII
General Information
(1) In your opinion, what are the hurdles in becoming a successful entrepreneur?
1....
2....
.....
7....

(2) In your opinion, what are the personal qualities of a successful entrepreneur?
1....
2...
.....
7....

(3) If you have attended the EDP, what are your suggestions for making EDPs effective?
..........................................................................................................................

(4) Any other comment
..........................................................................................................................

Part VIII
Personal data
(1) Name ................
(2) Age..................
(3) Education............
(4) Sex..................
(5) Father's occupation...
(6) Husband's occupation..
(7) Place of birth........
(8) Place of stay

At the time applying for EDP

(a) Village
(b) Taluk head quarters
(c) District headquarters
(d) Metropolitan city
(e) Cosmopolitan city

At present

(9) Address for communication
(10) Phone number if any: No... Place....