Appendices
Appendix- I
INTERVIEW SCHEDULE

A. Biographical Background

(1) Name :

(2) Age :
   (a) Present :
   (b) At the time of startup of Enterprise :

(3) Sex :

(4) Religion :

(5) Economic Status :
   Higher/Upper Middle/Middle/
   Lower Middle (as per your own assessment)

(6) Residence :
   (Prior to the start of enterprise)
   Present Residence :

(7) Migrational Status :
   Inter State/Inter District

(8) Educational Level :
   (a) Type of education :
       Science/Commerce/Arts/Technical
   (b) Type of schooling :
       Public/Private/Govt./Missionary

(9) Academic Performance :
   High (60-70%)
   Medium (2\textsuperscript{nd} Div.)
   Low (3\textsuperscript{rd} Div.)

(10) Work Experience :
   (a) No. of years of experience :
   (b) Type of experience :
       Technical/Non-technical
   (c) Level (Position) :
   (d) Type of organization :
       Public/Private
(11) Your order of birth in family:

(12) Marital status:

(13) No. of children: Son Daughters

**Family Background**

(Give your perception during childhood before completing education and marriage which ever is earlier)

(14) Type of Family:

(a) Joint:

(b) Nuclear:

(15) Occupation of Father:

(a) Agriculture:

(b) Service: Technical/Non-technical

(c) Trading/Business:

(16) Socio-economic Status:

(17) Father Education:

(18) Migration: from abroad/Inter state/Inter district/No migration

(19) Family Environment: (Write yes or No)

(a) Conducive/Non conducive

(b) Supportive/Non supportive

**Enterprises Background**

(20) What is the type of Industry run by you:

(21) What is the form of organization:

(a) Family type (Proprietorship & partnership)

(b) Pvt. Ltd.

(c) Public Ltd.

(d) Joint Sector

(22) Geographical Location of your enterprise
(23) Size of enterprise:
(in terms of sales)

(24) Performance:
(in terms of growth rate of sales)

(25) How did you get the idea of:
present product or services

(26) Mobilisation of various resources:

(27) Major supports:

(28) Difficulties you faced at the:
Start up

(29) Did you undergo any Entrepreneur:
motivation programme

(30) If yes, what was its duration and who:
conducted it?

(31) What are your future plans for growth:
and development
### Instruction

You are requested to read the following statements carefully and tick mark (v) whether you agree more with choice A or choice B.

<table>
<thead>
<tr>
<th></th>
<th>A</th>
<th>B</th>
</tr>
</thead>
<tbody>
<tr>
<td>1.</td>
<td>Making a lot of money is largely a matter of getting the right breaks</td>
<td>Promotions are earned through hard work and persistence</td>
</tr>
<tr>
<td>2.</td>
<td>I have noticed that there is usually a direct connection between how hard I study and the grades I get</td>
<td>Many times the reactions of teachers seem haphazard to me</td>
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<tr>
<td>3.</td>
<td>The number of divorces indicates that more and more people are not trying to make their marriages work</td>
<td>Marriage is largely a gamble</td>
</tr>
<tr>
<td>4.</td>
<td>It is silly to think that one can really change another person's basic attitudes.</td>
<td>When I am right I can convince others</td>
</tr>
<tr>
<td>5.</td>
<td>Getting promoted is really a matter of being a little luckier than the next person</td>
<td>In our society a person's future earning power is dependent upon his or her ability</td>
</tr>
<tr>
<td>6.</td>
<td>If one knows how to deal with people they are really quite easily led.</td>
<td>I have little influence over the way other people behave</td>
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<tr>
<td>7.</td>
<td>The grades I make are the result of my own efforts; luck has little or nothing to do with it.</td>
<td>Sometimes I feel that I have little to do with the grades I get.</td>
</tr>
<tr>
<td>8.</td>
<td>People like me can change the course of world affairs if we make ourselves heard.</td>
<td>It is only wishful thinking to believe that one can readily influence what happens in our society at large</td>
</tr>
<tr>
<td>9.</td>
<td>A great deal that happens to me is probably a matter of chance.</td>
<td>I am the master of my fate</td>
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<tr>
<td>10.</td>
<td>Getting along with people is a skill that must be practiced</td>
<td>It is almost impossible to figure out how to please some people</td>
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</table>
Appendix- III
Appendix – B

A VERBAL MEASURE OF RISK TAKING

By
Dr. N.P. Chaubey
Indian Academy of Social Sciences, Allahabad

Name...................................................................................................................
Education..............................Age......................Sex............................
Father’s occupation..................Monthly Income......................
Address..............................................................................................................

Instruction :
A description of some events related to life are given here. Each of us go through such situations when we have to choose are alternative out of two. Often one alternative is more riskful than the other. One is more gainful than the other. Several alternative answers are given for the riskful task. If you desire to do a work given in a situation then please state what degree of risk you will like to take while doing it. Tick (✓) mark to the degree of risk to which you agree.

1. Shyam is a simple farmer. He has good relation with his own village-folk and the neighbouring villagers. He is also the member of a political party. His party has much influence in his area. This time, his party members have requested Shyam to fight in the election of M.L.A. Shyam also wanted to do so but in doing so he will have to bear the loss of money because the party is financially very tight. Besides the opposition party will criticize him.

   Suppose you have to suggest Shyam. Shyam has equal chances of winning as well loosing. What will be the minimal chance of winning when you will suggest him to fight the election?

   (a) One out of ten chance of winning
   (b) Three out of ten chance of winning.
   (c) Five out of ten chance of winning.
   (d) Seven out of ten chance of winning.
   (e) Nine out of ten chance of winning.
   (f) Shyam should not fight the election even if his winning is definite.

2. Mohan is a wealthy farmer. Recently he has been found to suffer from heart disease. The only cure of this disease is operation. If he does’nt go through operation, he will suffer whole life. If the operation is successful then Mohan will become allright but if it fails then Mohan might die.

   Suppose you are to suggest him. Then what will be the minimal
chance of success of the operation when you will suggest him to go
through it?
(a) Mohan shouldn’t go through operation even if there are much chance
of its success.
(b) Nine out of ten chances are of its success.
(c) Five out of ten chances are of its success.
(d) Three out of ten chances are of its success.
(e) One out of ten chances are of its success.

3. Kallu has been sowing the old traditional seeds in his farm from
which he get grain, sufficient for the whole year only. Government
officials have suggested him to so he can get four times more grains
but it may need more fertilization and manure. If he fails to do so then
it may give him much less grains than that form the old seeds.

Suppose if kallu wants to take your suggestion. There is equal
possibility of increment and decrements in grains would you suggest
him to so new type seeds ?
(a) One out of ten chances.
(b) Three out of ten chances.
(c) Five out of ten chances.
(d) Seven out of ten chances.
(e) Nine out of ten chances.
(f) Kallu should not sow new seeds even if it is definite that the outcome
will increase.

4. Paltu is a simple businessman of a village. He has small shop in the
village from which he earns for his living. He has deposited ten
thousand rupees from his business. Recently an agent of a new
company had come to him suggesting that if he gives his money to the
company then he may become very rich. But this company is quite
new there is no surely of its running over properly. If the company
runs nicely then Paltu can become rich but if the company fails, he
may even have to sell his left over property.

Suppose Paltu comes to you for suggestion. The chance of
company’s success and failure are given below. In what condition will
you suggest. Paltu to invest money in the company.
(a) Paltu shouldn’t money in the company even if it is definite that the
company will succeed.
(b) Nine out of ten chances are of success.
(c) Seven out of ten chances are of success.
(d) Five out of ten chances are of success.
(e) Three out of ten chances are of success.
(f) One out of ten chances are of success.

5. Ramesh is a village school master. His service is permanent through
which he earns very little. Recently he come to know that a new
school has opened at a distance from his house. He can earn more in
this school and quickly attain a good position but there is no surety of whether the school will function well or not.

Suppose you are to give suggestion to Ramesh. The chances of school’s functioning is given below. In what condition will you suggest Ramesh to quit the old job and join the new one?

(a) When there is one out often chances of school’s functioning well. 
(b) When there is three out ten chances of school’s functioning well. 
(c) When there is five out of ten chances of school’s functioning well. 
(d) Where there is seven out of ten chances of school’s functioning well. 
(e) When there is nine out of ten chances of school’s functioning well. 
(f) Will not suggest Ramesh to quite the old one even if it is definite that the school will functioning well.

6. Mahesh is a simple farmer. His son is studying in high school. His son wants to go in medicinal line. Mahesh knows that if his son becomes a doctor, he will lead a happy life. But he doesn’t have enough money for his education. He fears that he may have to sell all his land for his son’s education and it is quite possible that his son may not become a doctor as well.

Suppose you are to suggest Ramesh. The chances of becoming a Doctor is given below. What will be the minimal chance of becoming a Doctor when you would suggest Mahesh to let his son get medical education?

(a) Even if it is definite that the son may become a doctor but Maesh shouldn’t let his son get medical education. 
(b) None out of ten chances are of becoming doctor. 
(c) Seven out of ten chances are of becoming doctor. 
(d) Five out often chances are of becoming doctor. 
(e) Three out of ten chances are of becoming doctor. 
(f) One out of ten chances are of becoming doctor.

7. Recently dispute developed between Ghanshyam and Shanker for land. Shanker had taken more than half of the land of Ghanshyam. Some of the villagers asked Ghanshyam to lodge case against Shanker while some suggested him to compromise with Shanker. In compromise Ghanshyam will have to give one fourth part of his land to Shanker. But if he wins the case besides getting all his own land he will also get a part of Shanker’s land whereby on loosing he may.

Suppose you are to give suggestion to Ghanshyam. There are equal chances of winning as well loosing the case. What will be the minimal chances of winning the case of Ghanshyam you will suggest him to lodge case against Shanker?

(a) One out of ten chances are of winning
(b) Three out of ten chances are of winning.

(c). Five out of ten chances are of winning.

(d) Five out of ten chances are of winning.

(e) Nine out of ten chances are of winning.

(f) Ghanshyam shouldn’t file case against Shanker even if his winning the case is definite.

8. Ramkripal is a simple farmer. He is about 30 years old. He has three sons and two daughters. He does not get enough from his land even for a year for his family. Recently officers from Family Planning department had come to his house and suggested him for family planning. If he doesn’t adopt family planning then number of children will go on increasing every year and he may not be able to educate them. If he adopts family planning then he will get an amount of five thousand rupees from the Government and can lead a happy life. But family planning sometimes fails and after the operation an individual becomes diseased.

Suppose you are to give suggestion to Ramkripal. There are equal chances of success and failure. In what condition will you suggest Ramkripal to go through, family planning?

(a) Ramkripal should not go through family planning operation even if its success is definite.

(b) When there are nine out of ten chances of success.

(c) When there are seven out of ten chances of success.

(d) When there are five out of ten chances of success.

(e) When there are three out of ten chances of success.

(f) When there are one out of ten chances of success.
### MOTIVATION SCALE

For each of the following statements, circle the number that most closely agrees with how you feel.

<table>
<thead>
<tr>
<th></th>
<th></th>
<th>Strongly Agree</th>
<th>Strongly Disagree</th>
</tr>
</thead>
<tbody>
<tr>
<td>1.</td>
<td>I try very hard to improve my past performance of work.</td>
<td>1</td>
<td>2</td>
</tr>
<tr>
<td>2.</td>
<td>I enjoy competition &amp; winning.</td>
<td>1</td>
<td>2</td>
</tr>
<tr>
<td>3.</td>
<td>I often find myself talking to those around me about nonwork matters.</td>
<td>1</td>
<td>2</td>
</tr>
<tr>
<td>4.</td>
<td>I enjoy a difficult challenge</td>
<td>1</td>
<td>2</td>
</tr>
<tr>
<td>5.</td>
<td>I enjoy being in charge</td>
<td>1</td>
<td>2</td>
</tr>
<tr>
<td>6.</td>
<td>I want to be liked by others</td>
<td>1</td>
<td>2</td>
</tr>
<tr>
<td>7.</td>
<td>I want to know how I am progressing as I complete tasks</td>
<td>1</td>
<td>2</td>
</tr>
<tr>
<td>8.</td>
<td>I confront people who do things I disagree with</td>
<td>1</td>
<td>2</td>
</tr>
<tr>
<td>9.</td>
<td>I tend to build close relationships with co-workers.</td>
<td>1</td>
<td>2</td>
</tr>
<tr>
<td>10.</td>
<td>I enjoy setting &amp; achieving realistic goals</td>
<td>1</td>
<td>2</td>
</tr>
<tr>
<td>11.</td>
<td>I enjoy informing other people to get my way</td>
<td>1</td>
<td>2</td>
</tr>
<tr>
<td>12.</td>
<td>I enjoy belonging to groups and organisations</td>
<td>1</td>
<td>2</td>
</tr>
<tr>
<td>13.</td>
<td>I enjoy the satisfaction of completing a difficult task.</td>
<td>1</td>
<td>2</td>
</tr>
<tr>
<td>14.</td>
<td>I often work to gain more control over the events around me.</td>
<td>1</td>
<td>2</td>
</tr>
<tr>
<td>15.</td>
<td>I enjoy working with others than working alone</td>
<td>1</td>
<td>2</td>
</tr>
</tbody>
</table>
APPENDIX—D

SELF CONFIDENCE SCALE

Please indicate whether the following statement holds true or false.

1. When things go wrong I pity or blame myself.

2. I can usually make up my mind and stick to it.

3. I often feel helpless.

4. I have enough faith in myself.

5. Usually I am dissatisfied with myself.

6. I have periods of such restlessness that I cannot sit long in a chair.

7. I need someone to push me through the things.

8. I often feel that in life's competition, I am generally the loser.

9. I day dream often.

10. I am usually discouraged when the opinions of others differ from my own.

11. I do not care much for that other think of me.

12. I often cross the street to avoid meeting some people known me.

13. I usually work things out for myself rather than get someone to show me.

14. Life is a strain for me most of the time.

15. I tend to worry over possible troubles.

16. If given a chance, I would do something that would be great help to the world.