Dear sir, I will be highly thankful if you could very kindly provide me with the following information in connection with your private/personal and business life's aspects in relation to organisations and its working. The information made available by you will exclusively be used for academic and research purposes.

(A) PERSONAL/GENERAL INFORMATION:

Q.1. Name and address of the owner and organisation.
Q.2. Form of the organisation.
   (a) Sole Trading (b) Family Partnership (c) Partnership
   (d) Pvt. Ltd. (e) Public Ltd. (f) Cooperative.
Q.3. Occupational background
   (a) Professional; (b) Govt. Service; (c) Pvt. Service;
   (d) Student; (e) Other Business; (f) unemployed; (g) Agriculture;
   (h) Real Estate Owner
Q.4. Educational Background
   (a) Sec.; (b) Sr. Sec.; (c) Graduate; (d) Post Graduate; (e) Professional.
Q.5. Geographic Background
   (a) Urban; (b) Sub-urban; (c) Rural; (d) Outside dist.
Q.6. Social Background
   (a) Vaishya; (b) Chhattriya; (c) Brahmin; (d) Shoodra; (e) Muslim; (f) Sikh; (g) Christian; (h) Others.
Q.7. Age at the time of launching the project.
   (a) 20-30; (b) 31-40; (c) 41-50; (d) 51-60; (e) 61 and above.
Q.8. Motivational Factors
   (a) Profit; (b) Employment; (c) Social Service; (d) Govt.
   Facilities; (e) Others.
Q.9. Investment level/group
   (a) Low Investment; (b) Mediums Investment; (c) High Investment.
Q.10. Location of Unit
   (a) Urban area; (b) Industrial estate; (c) Rural area; (d) Sub-
   urban.
Q.11. Parental Occupation
   (a) Govt. Job; (b) Pvt. Job; (c) Leather Business; (d) Other
   business; (e) Professional; (f) Real Estate Owner; (g) Agriculture.
Q.12. Parental education
   (a) Sec. to Sr. Sec.; (b) Graduation; (c) Post-graduation; (d)
   Professional; (e) Illiterate; (f) below Sec.
Q.13. Source of initial capital
   (a) Own Funds; (b) Loan from relatives and friends; (c) Loan from
   institutions; (b) Loan from commercial banks; (c) Loan from
   private persons.
(a) 0 - 1; (b) 1.1 - 2; (c) 2.1 - 3; (d) 3.1-4; (e) 4.1-5

Q.15. Expanditure on health and nutrition facilities
(a) 0-1; (b) 1.1-2; (c) 2.1-3; (d) 3.1-4; (e) 4.1-5

Q.16. Expanditure on housing and civic amenities
(a) 0-1; (b) 1.1-2; (c) 2.1-3; (d) 3.1-4; (e) 4.1-5

Q.17. Expenditure on research and development
(a) 0-1; (b) 1.1-2; (c) 2.1-3; (d) 3.1-4; (e) 4.1-5 Q.18. Channel of distribution
(a) Merchant Middlemen; (b) Agent Middlemen; (c) No Middlemen

(a) Local; (b) State; (c) National; (d) Foreign; (e) Domestic and Foreign.

Q.20. Structure of wage and salary
(a) Time based; (b) Piece based; (c) Time and Piece both

Q.21. Sexual background
(a) Male; (b) Female

FINANCIAL INFORMATION

Q.22. (a) Gross Profit/Annum; (b) Net profit/annum; (c) Total Sales; (d) Net profit after taxes; (e) Total Assets; (f) Net profit after taxes + interest; (g) Total fixed Assets; (h) Net working capital; (i) Current Assets; (j) Total Debts; (k) Quick Assets; (l) Fixed capital; (m) Owner’s equity; (n) Total capital; (o) Current liabilities.

Thank you very much