“Annexure”

“A STUDY OF ECONOMICAL AND COMMERCIAL ASPECT OF FLOORING TRADERS WITH SPECIAL REFERENCE TO JALNA DISTRICT”

Questionnaire for Flooring Traders

Note : 1) Information will be kept confidential

2) Information will be used as source of research study only.

3) Please Tick mark appropriate option Block personal, Social, Economical Profile & Commercial.

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PERSONAL INFORMATION:

1) Name of the respondent : ...........................................................

2) Name of enterprise : .................................................................

3) Address : .................................................................

4) Date of interview : ................................................................

5) Date of Birth : .................................................................

6) Place of Birth : .................................................................

7) Education :

   a) Primary

   b) S.S.C

   c) H.S.C.

   d) Diploma
e) Graduate
f) Post-Graduate
g) Special Training related to occupation.
h) Special Training in other field
i) Illiterate

7) Caste :-
   a) 1) Maharashtrian, 2) Rajasthan 3) Telgu 4) Sindhi
   b) 1) Hindu 2) Muslim 3) S.C./S.T. 4) O.b.c.

8) Experience:-
   a) Special Education
   b) Special Training
   c) Self Trained
   d) Family cultural trained.

9) Family background
   a) 1) Joint family 2) Nucleus family
   b) 1) Married 2) Unmarried,
   d) Earning hands in family : 1) Male 2) Female
   e) 1) Family Income Rs......... p.a.
      2) Your own income Rs ........ pa.
   f) 1) Income from flooring occupation Rs.......p.a.
      2) Income from other occupation Rs.........p.a.

10) At what age did you start this business.........year
OCCUPATIONAL INFORMATION:

1) How long you been engaged in this occupation?
   a) One year  
   b) Three year
   c) Five year  
   d) Ten year or more

2) Why have you joined this business?
   a) Family occupation  
   b) Lest competition in the occupation
   c) Easy entry into the occupation  
   d) Difficult to start another business
   e) Difficult to get job/services  
   f) Desire to start this occupation
   g) This occupation gave you independent business/occupation.

3) What were your goals before joining this occupation?
   a) To engage in service and lead a peaceful family life
   b) To start independent business.
   c) To earn more money than that earn by other family member.
   d) to take higher professional education to be a successful person.
   e) To create dignified image in society through occupation.
   f) No specific goal were set

4) Where you engaged in any other business before entering in this occupation?
   a) What types: 1) Independent venture 2) Service
   b) What did you leave..?
      1) For achieve life goals  
      2) Not satisfied.
      3) Failures  
      4) Family forced.
5) Present occupation was considered as more attractive.

5) In relation to the business location you are

1) Native/local  2) Migrated

6) If migrated the reasons for migration:-

a) This location was perceived as having better prospects

b) This location offered more opportunity

c) Demand potential for this occupation was more

d) You had to leave our earlier place any how.

e) You desired to create your own image in a place

f) Any other reason.

7) Why did you choose this particular place for this occupation ?

a) It was close to the market

b) It was convenient place owned by the for this occupation.

c) It was available on good and economics terms of rent.

d) It’s ran the same business.

e) It was the only location available.

8) Who motivated you to start this business..? 

1) Self  2) Parents  3) Spouse  4) Friends

5) Relatives  6) Training institute  7) in laws
9) Did anybody apposed your when you decided to set up Enterprise..? Yes/ No
If yes
   a) Parents b) Spouse c) Relatives d) Friends e) Inlaws
10) Was if difficult to set up enterprises for you? Yes/no
If yes
   Difficult faced :   a) Financial b) Family c) Social d) others
11) What is the capital investment in your Enterprises?
   a) At the initial stage Rs………………
   b) As on date Rs………………
12) How did you raise the funds ?
   a) Own b) Borrowed from family/friends/relatives/In laws
   c) Borrowed from supplies/creditors.
13) What is the annual turnover of your Enterprises..?
   a) At initial stage Rs………………
   b) As on date Rs………………
14) What is the constitution of your Enterprise?
   a) Proprietary b) Partnership c) Limited company
d) Joint family e) cooperative society f) Any other firm.
15) How many Employees do you have? At initial stage as on date
   a) Skilled (no) b) Semi=skilled (no)
c) Un-skilled (no)
16) Do you maintain bank account? yes/no
   If yes, which type
   a) Saving Bank A/c
   b) Current A/c (firm name)
   c) Both (saving & current)

17) Do you enjoy any credit facilities from the bank / financing agency? yes/no
   If yes which type?
   a) Term loan
   b) Working capital loan
   c) Personal loan
   d) Over-draft.

18) Are you member of any association?
   If yes, which of the following
   a) Social Voluntary
   b) Religions voluntary organization
   c) Business voluntary organization
   d) any other (please specify)

19) Have you been putting up your mark (lable) on the your product?
   good?
   a) Yes..........  b) No
ECONOMICAL ASPECT OF FOORING TREDER:

1) What was your father’s occupation?
   a) Trading  b) Non-trading  c) Service (P.I. Specify)

2) Weather this occupation is traditional? yes/no
   If yes since how many generations?

3) Who motivated you to start your independent venture?..?
   a) Yourself  b) Your parent’s  c) Your spouse
   d) Your in-laws  e) Your friends f) Trading institute
     (Traders/Entrepreneur)

4) Did you face any problems in your business at initial stage? yes/no
   a) Financial problem  b) Marketing problems
   c) Labor problems  d) Family problems
   e) Production problems f) Any other (please specify)

5) Who supported you during this phase?..?
   a) Yourself  b) Your parents  c) Your spouse
   d) Your in-laws  e) Your friends  f) Your relatives
   g) Training Institute (traders/entrepreneurial)
6) Did you start business on the present location? If yes, why?
   a) The location was ideally suited for this business
   b) It was closer to your native place
   c) It was assumed that the location will offer more work opportunities.
   d) Skilled/caste labour availability was ensured
   e) If nearest row material .
   f) The terms of accuracy were reasonable If no.
   why did you change it…?
   a) it was not a suitable location for business
   b) The locality was not conductive for business
   c) The space was inadequate
   d) The terms of occupancy were uneconomical
   e) The income generated was very low.
   f) Any other (please specify)

7) Did you take any training/experience before setting up this venture? Yes/no
   If yes which type?
   a) Vocational skills training/experience
   b) Entrepreneurial skills development training/experience
   c) Managerial skills development training / experience
   d) Any other
8) Did you prepare estimates of cost for your business before taking up the venture?
   yes/no If yes
   1) Was the business set up as per estimate?
      a) Yes  b) The cost got jacked up  c) The investment were deffered

9) What was the cost of project determined?
   a) Upto Rs1.00 lakh  b) Upto Rs 3.00 lakh  c) Up to Rs5.00 lakh  d) Over Rs 5.00 lakh

10) Weather you obtained SSI/SSBE/KVIC Registration before setting up the venture?
    Yes/no

11) Did you add any fixed asset to your initial set up ?
    If yes,why?
    a) For increasing productivity  b) For improving the quality
    c) For reducing the cost of production
    d) For reducing the labour problem
    e) For keeping in tube with technological up gradation
    f) For costumers satisfaction s

12) How these investment were financed..?
    a) From own funds  b) From internal accruals  c) From loans
13) How do you decide your flooring changes..?
   a) As per prevailing trading the market
   b) As per the bargaining with customer.
   c) As per cost murrued.
   d) As per association tariff.

14) What role do you play in the operation of the business..?
   a) Supervisory
   b) Designing & Production
   d) Manufacturing
   c) Entertaining and operation of the business ?
   e) Attractive decided the design.

15) How do you payment to the workers ?
   a) Daily wages basis
   b) Regular monthly basis
   c) Piece rate basis.

16) What is the basis of determining cost of the following
   a) Row material………Rs……….Per piece
   b) Rent of shop………Rs……..per hall
   c) Wages……………..Rs……..per worker .
   d) Pressing/cutting     Rs………….per piece.

17) How do you compare rate changes to other
   a) Same as per other’s
   b) More than other
   c) Less than other
18) Which other experience incurred on..?

a) Rent Rs.……………per month

b) Electricity Rs.……………per month

c) Telephone Rs.……………per month

d) Packing Rs.……………per pack

e) Advertising Rs.……………per month

f) Interest Rs.……………per month

g) Dep on furniture Rs.…….. pa

h) Dep on machinery Rs.……..pa

i) Misc Expences Rs.……..pa
COMMERCIAL ASPECTS OF ENTREPRENEURSHIP:

1) What type of specialist are you..?
   a) Production  b) Designing  c) Marketing
   d) Salesman  e) Researcher

2) Do you make advertisement of your occupation.? Yes/ no
   If yes, in what way.?
   a) News papers  b) Hording  c) Mouth publicity
   d) Cable/slide in cinema  e) Other means

3) Do you have any scheme to attract the customers..?
   If yes, which type
   a) Discount  b) Free gifts  c) Other

4) do you maintain record of name & address of your customers ?
   yes/no

5) Do you maintain record of customers satisfaction../ yes/no.

6) You maintain customer contact ? yes/no
   If, yes which type.
   a) Send the invitation letter
   b) Invite at the shop c) content on mobile/phone

8) Do you observe changing fashion ? yes/no
   If yes, from
   a) On TV/cable  b) In fashion magazines
   c) Watching celebrities  d) Watching foreign design..
9) Do you implement in our business of observation & modernization yes/no

10) Do you think to invent new design on flooring..? If yes, what object…?

11) You have a waiting room for customers…? Yes/No

12) Do you maintain record of special customers…? Yes/no

13) What types of customers do you have…? (Give % Rating)
   a) New customers   b) Retting   c) Party reputing
   d) Urban          e) Rural      f) Semi urban
   g) From this district h) From another district
   i) From far off places j) From your communities
   k) From other communities L) From known families

14) Do you face any competition? Yes/no If yes from traders..?
   a) Your cast traders  b) From overcast traders  c) From all traders

14) Due to this competition, do you face any problem? Yes/no If yes
   a) Customers reduced b) Rates had reduced
   c) Credit facility for customers d) To alternates in treding
   e) Advertisement expenses incurred more

15) Do you keep goods sales facility for customers convenience at your shop..? yes/no
16) Are you being helped by any family member..? yes/no.
   If yes, in what respect.
   a) Taking measurement  b) Preparation of bill
   c) Pressing and cutting  d) other work

17) Do you sell own product..? yes/no
   If yes, in what respect.

18) Do you fix label on your product..? yes/no.

19) What is your turnover for last three years
   a) Two years before (2006) Rs ...........
   b) One year before (2007) Rs........
   c) Last year (2008) Rs........

20) What is the number of customer (approx) for last three years?
   a) Two year before (2006) No................
   b) One year before (2007) No................
   c) Last year (2008) No............

21) Do you have Mumbai shop act Registration? Yes/no

22) What payment terms do you maintain.?
   a) Cash payment
   b) On credit basis
   c) Part In advance and Balance on delivery
   d) By cheque
23) Do you face any recovery problems on credit facility given?
   Yes/no
   If yes, what problems
   a) For recovery additional staff appointed.
   b) Debtor recovery not in proper time
   c) Problems at bad debits
   d) Customers did not turn up.

24) Do you maintain stock of material required by you often.? Yes/no

25) What rate of margin of margin do you return..?(Give approx.%)
   a) Gross margin (profit)………………%  
   b) Net margin (profit)………………%  

26) What was the gestation period for your enterprise to come in
   profit..?
   a) Less than one year  
   b) More than one year
   c) More than three years

27) How many days in a year you are engaged in your occupation..?
   a) You are happy …………………….yes/no
   b) They are happy………………yes/no

28) Are you satisfied with the workers and vice versa..?
   a) You are satisfied……………yes/no
   b) They are happy………………yes/no
29) Do you give incentives to your workers besides their usual remuneration?

Yes/no

30) Is your business is affected by labour trade unions? Yes/no

31) What is criteria for giving incentives to workers usually do you adopt?

a) Quality  b) Quantity  c) More work  d) Punctuality

e) Cost saving  f) Any other.