INTERVIEW SCHEDULE

I am carrying out research on the topic entitled “EVALUATION OF ENTREPRENEURSHIP DEVELOPMENT PROGRAMMES IN KARNATAKA: A CASE STUDY OF DAVANGERE AND CHITRADURGA DISTRICTS”. This study is to be supported with the views of selected respondents to draw the meaningful conclusions on the topic. In this connection, I am hereby requesting you to spare some of your time for responding. Your opinion will serve me the best for drawing out the conclusions.

I assure you that the information provided by you will be kept confidential and used for academic purpose.

Thanking you……. Regards

(P. Laxmana)

I. Personal Background of Respondent

1. Name of the Respondent:

2. Address:
   a) Residential
   b) Office

3. Sex: Male / Female

4. Religion Caste:

5. Do you belong to SC/ST: Yes / No

6. Marital Status: Married / Unmarried / Widow (er) / Divorce

7. Age at present:

8. Mother Tongue: Kannada / English / Hindi / Any other

9. Period of stay in Davangere / Chitradurga districts:
   a) Since birth
   b) For the last years
10. If your family had migrated to the present place: Yes / No

11. Type of family: Nuclear / Joint family

12. Father’s occupation:
   a) Own industry
   b) Own business
   c) Artisan
   d) Farming
   e) Servicing
   f) Any other (please specify) ……………………………

13. Your educational qualification:
   a) Non – technical
   1) Below SSLC
   2) SSLC
   3) PUC
   4) Degree
   5) PG Degree
   6) Any other please specify ……………………………
   b) Technical
   1) Short-term certificate
   2) ITI
   3) Engineering diploma
   4) Engineering degree
   5) Medical/D.Pharma/B pharma


II. Data about pre-training phase

15. How did you came to know about EDP?
   a) News paper
   b) Radio
   c) T.V.
   d) Direct approach by / Govt. Official / Institutions
   e) Handbills, Pamphlets

16. Who promoted you to participate EDP?
   a) Voluntarily
   b) Wishes of authority
   c) Family members
   d) Relatives / Friends
17. What prime reasons for joining EDP?
   a) Force of the family
   b) Un employment
   c) To become a own master
   d) To utilisation of Govt. loans
   e) To get technical training
   f) To improve entrepreneurial competence
   g) To improve and expansion of existing unit.

18. Did you find any changing attitudes from your family after attending the EDP?  
   Yes / No

19. Do you think, the formal education such as degree is essential for one to become an entrepreneur?  
   Yes / No

20. If Yes, They must have
   a) BA / B.Com / B Sc., / BBM / BCA
   b) MA / M.Com / M Sc., / MBA / MCA

OR

21. If No, They must have only
   a) Need for achievement.
   b) Risk taking ability.
   c) Need to urge.
   d) Any other please specify .................

22. Degree of preparedness before joining EDP.
   a) No business idea with finance.
   b) Had a raw-idea without finance.
   c) Had not decided
   d) Any other please specify ..................

23. Economic background
   a) Traditionally business.
   b) Traditionally industrialist.
   c) Traditionally service-oriented.
24. Family income before joining EDP (PA).
   a) Less than Rs. 50,000
   b) 50,000
   c) 75,000
   d) 1,00,000
   e) above 2,00,000

25. Your past experience :

<table>
<thead>
<tr>
<th>Name of the Work</th>
<th>Period of stay</th>
<th>Reasons for change (Give reasons)</th>
</tr>
</thead>
<tbody>
<tr>
<td>a) Business</td>
<td></td>
<td></td>
</tr>
<tr>
<td>b) Paid Job</td>
<td></td>
<td></td>
</tr>
<tr>
<td>c) Profession</td>
<td></td>
<td></td>
</tr>
<tr>
<td>d) Manufacturing</td>
<td></td>
<td></td>
</tr>
<tr>
<td>e) Processing</td>
<td></td>
<td></td>
</tr>
<tr>
<td>f) Servicing</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

26. Work experience before joining EDP.
   a) No Experience.
   b) Less than 1 Year.
   c) 1 Year - 2 Years
   d) 2 Years - 5 Years
   e) above - 5 Years

27. Did you apply for EDP formally : Yes / No

28. Did you know the language in which application form was prepared : Yes / No

29. If No, Who help you in filling up of the application (Give Names)
   a) ______________________
   b) ______________________

30. How you were selected for EDP?
   a) Through application blank.
   b) Application blank and interview.
   c) Application blank, behavioural test and interview.

31. Do you think the selection procedure adopted was appropriate? Yes / No
32. If No, Selection mechanism some time poses
   a) Unscientific.
   b) Political pressure.
   c) Financial pressure.
   d) Any other (please specify) ........................

33. Do you prefer direct selection mechanism (Give reasons)  Yes / No
   a) _______________
   b) _______________
   c) _______________

34. Do you prefer all - tier selection mechanism to select the person for EDP  Yes / No

35. If yes Specify what it is in order of preference
   a) Application blank.
   b) Interview.
   c) Written behavioural test.

36. In the process of selection did you undergone any of the following behavioural test?
   (tick your answer)
   a) Thematic apperception test (TAT)
   b) Paired comparison test (PCT)
   c) Personal efficacy test (PET)
   d) Test of locus of control (TLC)

37. Did any of the following were considered in selecting you for an EDP?
   a) Previous work experience
   b) Entrepreneurial qualities
   c) Project ideas
   d) Any other please specify ........................

III. Data about training phase

38. What was the duration of the training programme?
   a) 10 days  -  Full time
   b) 15 days  -  Full time
   c) 30 days  -  Part time
   d) above 30 days  -  Part time
39. What were the timings of the training?
   a) 10 AM to 5 PM - Full time
   b) 11 AM to 5 PM - Full time
   c) 1 PM to 6 PM - Part time
   d) 6 PM to 10 PM - Part time

40. What was the medium of instruction?
   a) Kannada
   b) English
   c) Hindi
   d) Kannada and English

41. What are the areas of training? (Tick your answer with duration)

<table>
<thead>
<tr>
<th>Types of Training</th>
<th>Duration (days)</th>
</tr>
</thead>
<tbody>
<tr>
<td>a) Achievement motivation programme (AMP)</td>
<td></td>
</tr>
<tr>
<td>b) Entrepreneurial awareness programme (EAP)</td>
<td></td>
</tr>
<tr>
<td>c) Opportunity guidance</td>
<td></td>
</tr>
<tr>
<td>d) Project report preparation</td>
<td></td>
</tr>
<tr>
<td>e) Market Survey</td>
<td></td>
</tr>
<tr>
<td>f) Exposure to support system</td>
<td></td>
</tr>
<tr>
<td>g) Managerial skills</td>
<td></td>
</tr>
<tr>
<td>h) Technical knowledge and skills</td>
<td></td>
</tr>
</tbody>
</table>

42. Do you think the duration of your training programme not adequate? (Give reasons)

   -
   -
   -
   -

43. Duration of EDP according to the nature of activity you engage

<table>
<thead>
<tr>
<th>Nature of Activity</th>
<th>Mfg.</th>
<th>Business</th>
<th>Service</th>
</tr>
</thead>
<tbody>
<tr>
<td>a) Less than a weeks</td>
<td>(    )</td>
<td>(       )</td>
<td>(       )</td>
</tr>
<tr>
<td>b) 1 - 2 weeks</td>
<td>(    )</td>
<td>(       )</td>
<td>(       )</td>
</tr>
<tr>
<td>c) 2 - 4 weeks</td>
<td>(    )</td>
<td>(       )</td>
<td>(       )</td>
</tr>
<tr>
<td>d) above 4 weeks</td>
<td>(    )</td>
<td>(       )</td>
<td>(       )</td>
</tr>
</tbody>
</table>
44. How EDP inputs helps to key management areas?

<table>
<thead>
<tr>
<th>SI No</th>
<th>Areas</th>
<th>Perceived importance</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td>Significant</td>
</tr>
<tr>
<td>1</td>
<td>General mgt</td>
<td>( )</td>
</tr>
<tr>
<td>2</td>
<td>Product mix</td>
<td>( )</td>
</tr>
<tr>
<td>3</td>
<td>Marketing</td>
<td>( )</td>
</tr>
<tr>
<td>4</td>
<td>Procurement of funds</td>
<td>( )</td>
</tr>
<tr>
<td>5</td>
<td>Pricing</td>
<td>( )</td>
</tr>
<tr>
<td>6</td>
<td>Relation</td>
<td>( )</td>
</tr>
<tr>
<td>7</td>
<td>Planning</td>
<td>( )</td>
</tr>
<tr>
<td>8</td>
<td>Cost control</td>
<td>( )</td>
</tr>
<tr>
<td>9</td>
<td>Finance Control</td>
<td>( )</td>
</tr>
</tbody>
</table>

45. What type of teaching methodology you undergone?
   a) Lecture
   b) Role playing
   c) Management Games
   d) Case Study
   e) Story about successful entrepreneurs
   f) Any other please specify ________________

IV. Data about post – training phase

46. Did ED-organisation / trainer contact you after the training : Yes / No.

47. If Yes, Specify the nature of contact.
   a) Personal visit.
   b) Through letter correspondence.
   c) Calling back to the training organization.
   d) Any other please specify ________________

48. Did you contact training organization for any help?
   a) At the time of setting up a unit.
   b) Obtaining loan.
   c) Obtaining permission
   d) At the time of expansion a unit etc.,
   e) Any other specify ________________
49. If you are not happy with the existing follow-up action. What alternatives you suggest?
   a) Continuous touch with the entrepreneur.
   b) Consultancy services
   c) Motivation
   d) Technical support
   e) Entrepreneurs meet.

50. What type of support you have obtain from supporting institution?
   a) Financial assistance
   b) Single window facility
   c) Consultancy support
   d) Technical support
   e) Any other please specify ______________

51. Role of E.D. - organization other than promotional agency to conduct EDP

<table>
<thead>
<tr>
<th>Particulars</th>
<th>Strongly satisfied</th>
<th>Satisfied</th>
<th>Average</th>
<th>Dissatisfied</th>
</tr>
</thead>
<tbody>
<tr>
<td>a) Pre - Training</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>b) Training</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>c) Post - Training</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

52. What was time gap between at the training programme and setting up of the unit?
   a) Less than 6 months
   b) 6 months - 1 Years
   c) 1 Year - 2 Years
   d) Above 2 Years.

53. Do you think the gap is too long (give reasons) ........................................

54. Average time taken to launch a unit after EDP. (Tick your answer)

<table>
<thead>
<tr>
<th>Particulars</th>
<th>Mfg.</th>
<th>Business</th>
<th>Service</th>
</tr>
</thead>
<tbody>
<tr>
<td>a) Within 3 months</td>
<td>( )</td>
<td>( )</td>
<td>( )</td>
</tr>
<tr>
<td>b) Within 6 months</td>
<td>( )</td>
<td>( )</td>
<td>( )</td>
</tr>
<tr>
<td>c) Within 1 year</td>
<td>( )</td>
<td>( )</td>
<td>( )</td>
</tr>
<tr>
<td>d) More than 1 year</td>
<td>( )</td>
<td>( )</td>
<td>( )</td>
</tr>
</tbody>
</table>
55. Why this line of activity you undertaken?
   a) High profitability
   b) No competition
   c) Easy marketability
   d) Any other please specify 

56. Do you feel that, training enable you to start the business at the earliest? Yes / No.

57. If No, Why low start-up rate in case of you?
   a) Lack of follow-up action.
   b) Low institutional commitment
   c) Poor involvement of trainee
   d) Institutional efforts to entrepreneurship is low
   e) Any other specify 

58. Did you get any significant benefits from EDP : Yes / No 

59. If Yes, What type of benefit you get?
   a) Aware about government schemes
   b) Aware about loan facility
   c) Motivation for unit launching.
   d) Any other specify 

60. Do you advise potential entrepreneurs to attend training before entering in to business?
   a) To speed up process of unit launching.
   b) To create awareness about legal formalities.
   c) Helpful in enterprise management.
   d) To contact with supporting agencies.
   e) Any other please specify 

61. Will you advise not to join EDP before entering into business?
   a) No practical training
   b) No individual concentration
   c) No much help in general
   d) Any other please specify 

62. Do you choose EDP agencies for training? : Yes / No
63. If Yes, Specify preferential right to choose?
   a) Govt. ED – Organizations
   b) Private ED – Organizations
   c) Non – Govt. ED – Organizations
   d) Financial institutions

64. Why more number of EDP fails?
   a) Not maintaining proper records for each trained for further communication.
   b) Not conducting of follow – up meeting
   c) Not conducting entrepreneurs meet
   d) Not personal visit
   e) Any other specify ..............

65. Do you give any suggestion regarding input design?
   a) Wide spread publicity about EDP
   b) Process of selection should be modified.
   c) Modern management techniques should be adopted in the programme.
   d) Follow-up action should be undertaken
   e) Entrepreneurs meet should be conducted
   f) Procedures, formalities etc. should be simplify
   g) Any other please specify ..............

V Data about Entrepreneur

66. Are you already an entrepreneur? : Yes / No

67. What factors promotes you to start a unit?
   a) Family environment
   b) Problem of unemployment
   c) To utilise Govt. incentives
   d) To lead independent life
   e) To make more money
   f) To be famous in a market
   g) I don’t like working with others
   h) Any others please specify ..............

68. Establishment of a new unit requires : Money / Market / Motivation / An idea

69. Have you availed any subsidy, concession, bounties etc from the Govt.? : Yes / No
70. Do you think the present LPG policy of the Govt. are determined to the interest of your unit?  Yes / No

71. Name and address of the enterprise : 

72. Month and year of establishment : 

73. Whether unit is registered  Yes / No
   If yes, name the authority ........................................

74. The unit is  :  Self started / inherited / transferred

75. The nature of the unit is  :  Manufacturing / Trading / Servicing

76. Types of ownership :  Single / Partnership / J.S.C. / Co-operative / Private limited

77. Size of the unit

<table>
<thead>
<tr>
<th>Particulars</th>
<th>1st Year</th>
<th>At present</th>
</tr>
</thead>
<tbody>
<tr>
<td>a) Installed capacity (%)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>b) Persons employed</td>
<td></td>
<td></td>
</tr>
<tr>
<td>c) Initial investment (Rs.)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>d) Turn over (Rs.)</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

78. Have you started this unit after you lost you hope of getting any job?  Yes / No

79. Have you undergone any training after your education?
   If yes, furnish the details

80. How much time was taken to complete the promotional formalities?

81. Were you aware of promotional formalities  Yes / No

82. Who helped you in completing the promotional procedure of the unit
   a) No body
   b) Family member / Friends / Relatives
   c) Development agency
   d) Other entrepreneurs

83. Was there a delay in starting the unit  Yes / No

84. If yes, what are the prime reasons?
   a) Procedural delay in offices
   b) Formalities of finance
   c) Procurement of plant and machinery
   d) Inadequate financial
   e) Any other please specify  

85. Had you prepared project report?  Yes / No

86. If yes, who helps in preparation of project report (give name)
87. What were the reasons for selecting the present location?
   a) Birth place of nearby town  
   b) Commercial centre  
   c) Industrial centre  
   d) Availability of raw materials  
   e) Infrastructural facility  
   f) Adequate manual labour force  
   g) Any other please specify  

88. Total capital investment

<table>
<thead>
<tr>
<th>Particulars</th>
<th>1st Year</th>
<th>At present</th>
</tr>
</thead>
<tbody>
<tr>
<td>a) Fixed capital</td>
<td>Rs.</td>
<td></td>
</tr>
<tr>
<td>b) Working capital</td>
<td>Rs.</td>
<td></td>
</tr>
</tbody>
</table>

89. Financial assistance provided by various agencies is
   a) Sufficient  
   b) Not Sufficient  
   c) Average  

VI. Family Background of an entrepreneur

90. Parent’s Primary Occupation :  

91. His educational level Her education level
   a) Illiterate Illiterate  
   b) Pre degree pre degree  
   c) Degree Degree  
   d) PG degree PG degree  
   e) Professional course Professional course  

92. Other family members

   a) Brothers Numbers Their educational level  
   b) Sisters Numbers Their educational level  

93. What major problems were faced by your unit today?
   Specify in the order of importance (Give Rank)
   a) Raw materials  
   b) Marketing
c) Power  
d) Labour  
e) Finance  
f) Technical and management assistance  
g) Under utilisation of capacity  
h) No reservation to SSI products  

94. What is the state of health of your unit? : Good / O.K. / Bad  
95. Were your unit falls under sick : Yes / No  

96. What are the prime reason for sickness?  
   a) Managerial problems  
   b) Low recovery from clients  
   c) Personal problems  
   d) Non-co-operation of supporting agency  
   e) Any other please specify _ _ _ _ _ _ _  

97. Do you to take measures to combat sickness? : Yes / No  
98. If Yes, what remedial measures to combat sickness?  
   a) Try to raise additional finance  
   b) Quality Improvement  
   c) Reduce the selling price  
   d) Diversification horizontally and vertically  
   e) Made no attempt  
   f) Any other please specify _ _ _ _ _ _ _  

99. Do you plan to expand the units in future? : Yes / No  
100. If yes, would you like to?  
   a) Same line  
   b) Same product  
   c) New line  
   d) New product  

101. Are you happy with your unit (give reasons) : Yes / No  

102. What in your opinion is very important for the success of an unit

Please specify ..............................................................................
.............................................................................................