APPENDIX

QUESTIONNAIRE

QUESTIONNAIRE FOR ENTREPRENURES

1) Tick the answer in appropriate box

2) Please answer the question, wherever box is absent.

[I] IDENTIFICATION BLOCK:

a) Name of the Respondent: ---------------------------------------------------------------------

b) Name of Enterprise: ------------------------------------------------------------------------

c) Address: -----------------------------------------------------------------------------------------------

d) Telephone No:

    Factory: -------------- Office: -------------- Residents: --------------

e) Caste/Religion: -----------------------------------------------------------------------------------------------

f) Main Product/Services: -----------------------------------------------------------------------------------------------

g) Year of establishment: -----------------------------------------------------------------------------------------------

h) Place of Interview: -----------------------------------------------------------------------------------------------

[II] FAMILY HISTORY

a) Name: -----------------------------------------------------------------------------------------------

b) Marital Status: Married □ / Unmarried □
c) If married, what is your spouse doing?

____________________________________________________________________________________

____________________________________________________________________________________

d) Number of Children: ________________________________________________________________

e) Dependents: ________________________________________________________________

[III] BACKGROUND OF ENTREPRENEUR

a) Entry into present business

   (i) Before marriage: ☐ (ii) After Marriage: ☐

b) Reasons of selecting present business:

   ________________________________________________________________________________

   ________________________________________________________________________________

c) Is there any examples of successful entrepreneur which inspired you:

   Yes ☐ No ☐

   If yes, Name: ________________________________________________________________

d) Did you obtain procedural knowledge necessary to start and run your business?

   Yes ☐ No ☐

[IV] BRIEF HISTORY OF ENTERPRISE

a) Who presented the idea to start your own Enterprise?

   1) Yourself ☐ 2) Wife /Husband ☐

   3) Friends & relatives ☐ 4) any Organization ☐

   5) Other source ☐

Conti..(ii)
b) Have you done any feasibility study?

Yes ☐ No ☐

c) If Yes, Please give estimate, expenses or cost of the (Rs.) following:

1) Cost of Plant & Machinery: ------------------------------

2) Investment in land and building: ------------------------------

3) Estimated working capital: ------------------------------

4) Estimated Total Investment: ------------------------------

5) Date of actual work: ---------------------------------

[V] ROLE OF RELATIVE, FRIENDS AND OTHER ORGANIZATION IN YOUR ENTERPRESE

a) Name: ---------------------------------------------------------------

b) Relation: ---------------------------------------------------------------

c) Organization: ---------------------------------------------------------------

d) Are you member of any of the following?

1) Trade Association ☐

2) Chamber of Commerce ☐

3) Any other ☐

[VI] FINANCE

a) From where you obtain your seed Finance

1) Self ☐ 2) Relatives/ Friends ☐

3) Banks ☐ 4) Any other ☐

5) Money Lenders ☐

Conti..(iii)
b) If from bank, term of repayment
   1) Name of the Bank and Branch:-----------------------------------------------
   2) Rate of Interest:----------------------------------------------------------
   3) Amount of Loan(Rs.):--------------------------------------------------------
   4) Amount of Installment:-------------------------------------------------------
   5) Terms of Repayment:----------------------------------------------------------

c) Did you conduct banking transaction:
   1) Your Self  
      ☐ Through Agents  
      ☐ Any other
   3) Middlemen Banks  ☐ Any other

d) How did you get the information about the bank’s lending schemes?
   1) Friends  ☐ Radio/T.V  ☐
   3) Social Gathering  ☐ Bank Officers  ☐

e) Has a bank employee ever contacted you to explain various Schemes of Bank credit?
   Yes ☐ No ☐

f) If No, why did you select this particular Bank?
   1) Knew somebody in the bank  ☐
   2) Simple procedure  ☐
   3) Easy accessibility of loan  ☐
   4) Lenient in disbursing loans  ☐
   5) Some other reasons Specify it

-------------------------------------------------------------------------
-------------------------------------------------------------------------
g) What types of security was given to the bank for obtaining loan?

h) What types of documents’ was executed by you?

i) Where those documents explained to you in your language?
   
   Yes  Yes  No  No

[VII] STRUCTURE OF ENTERPRISE

a) Enterprise
   
   1) Proprietor   2) Partnership
   3) Private limited   4) other

b) Labour engaged:
   
   Total Number:
   
   Male:  Female:

c) Did you need special training?
   
   Yes  Yes  No  No

d) Did you get any help from?
   
   1. Government Department
   2. Self help group
   3. Small organization

Conti..(v)
e) Did you attend any programmed conducted by them?

Yes ☐ No ☐

f) What type of programmes

1) Seminars

2) Lectures

3) Training programme

4) Any other activity specify

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g) Did you have any special preferences for employee?

Yes ☐ No ☐

If yes specify your answer

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g) Other payment to your staff

1) Bonus ☐ 2) Provident Fund ☐

3) Medical Services ☐ 4) Insurance ☐

5) Social functions ☐
[VIII] BUSINESS PLACE/ LOCATION

a) Land area:
   1) Owned: ☐  2) Rental: ☐

b) Covered structure:
   Area: ☐  Number of rooms: ☐

c) Is there a separate office of Entrepreneur?
   Yes ☐  No ☐

d) Separate cabin for staff members?
   Yes ☐  No ☐

[IX] ORGANIZATION OF PRODUCTION

a) What are the sources of raw material?
   1) Domestic ☐  2) Supplied ☐  3) Any other ☐

b) What is the method of purchasing raw material?
   1) On Cash basis ☐  2) On Credit Basis ☐
   3) If any other specify:

   ----------------------------------------------------------------------------------------------------------------------------------------

   c) Any difficulties in purchasing raw material?
      Yes ☐  No ☐

[X] SALES

a) Sales on your own?
   Yes ☐  ☐
   ☐  ☐

   Conti. (vii)
b) Is there any specific marketing strategy?  Yes  No

c) Do you export any product?  Yes  No

   If yes Name of the product: --------------------------------------------

d) What are the sources of obtaining information about the present position of the product?

   1) Radio/T.V  2) Bulletins

   3) Newspaper  4) Any special magazine

   5) Any other Specify

   -------------------------------------------------------------------------------------

  e) What are the various methods of sales publicity?

  -------------------------------------------------------------------------------------

  f) To what extent they have been able to raise your sales?

   1) Up to 10%-20%  2) 20% to 30%

   3) 30% to 40%  4) 40% to 50%

[XI] DIFFICULTIES FACED / EXPERIENCED BY ENTREPRENUER

a) Mention the difficulties in promoting up your enterprise(mark wherever applicable)
1) Registration  
2) Industries policy
3) Import license  
4) Working Capital
4) Long term Finance  
6) Technical knowledge
7) Electric Supply  
8) Water Supply
9) Inadequate Working Place  
10) Shortage of Raw material
11) Finance

[XII] YOUR OPINION

a) What qualities do you think entrepreneur should possess?

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b) What is your advice to other new Entrepreneur?

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c) As an entrepreneur do you feel overstrained because of work in business and at home?

Yes  
No

d) What would you advice your children to do?

1) Entrepreneurs  
2) to start new business
3) Select new job  
4) to join you and expand it

e) If given the permanent job, would you abandon the business?

Yes  
No
f) What are your future plans?

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g) Whether the bank officials regularly visit your project?

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<th>Yes</th>
<th>No</th>
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If yes, then

- a) Monthly
- b) Half Yearly
- c) Quarterly
- d) Yearly
- e) Not at all

h) Reasons for delay in obtaining the loan?

- a) Delay in submitting the necessary documents’ by us
- b) Delay in receiving the approval from Govt. Agencies
- c) Delay in branch/ head office of bank
- d) any other reason

i) Whether the branch holds any meeting in service area?

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<th>Yes</th>
<th>No</th>
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If yes, at what interval?

- a) Quarterly
- b) Half Yearly
- c) Yearly

Conti..(x)