QUESTIONNAIRE

SECTION I

IDENTIFICATION

1.1 Name of the industrial unit :

1.2 Address of the unit :

1.3 Year of establishment :

1.4 Form of organisation : Sole/Partnership/Company

1.5 Nature of business :

1.6 Physical background : Fixed location/Shifting

1.7 Ownership of premises : Owned/Rented/Government

1.8 Nature of premises : Wooden / Thatched

1.9 Scheme prepared by : Bank/ Financial institutions /
Private Agency / Self / Friends /
Relatives

1.10 Was there any problem in the approval of the Scheme:

YES / NO

If yes, the type of problems:

1.11 Had you applied for a shed in an industrial estate:

If NO the reasons

If YES whether obtained : YES / NO

If YES time taken to obtain the shed:

If No the reasons for refusal:
1.12 Are you purchased an old establishment: YES/NO

   If YES the reasons for a sale

1.13 Whether the establishment has any branch: YES/NO

   If YES the number of branches

SECTION II

CHARACTERISTICS OF ENTREPRENEUR

2.1 Age :

2.2 Sex :

   Male / Female

2.3 Marital Status :

   Married/Unmarried

2.4 Migration status :

   Immigrant/Native

2.5 If immigrant, migrated from :

   District/State/Other State

2.6 Family Type :

   Independent / Joint family

2.7 Family background :

   Agriculture/Business/Profession/Coili

2.8 Education :

2.9 Training received if any:

2.10 No. of years of experience in the business :

2.11 Whether the entrepreneur is inherited or promoted new? :

2.12 Activity before starting the enterprise :
2.13 Occupation of father : 

2.14 What are the motivating factors for starting the Enterprise : 

2.15 What are your other activities at present : 

2.16 Initiative to start the industry : Self/Father/Friends/Banks/ Others if any 

2.17 Association with childhood friends : Associated / Not Associated 

2.18 Membership in any club : Member/Non-Member 

2.19 Do you belong to a class which enjoys reservation in education or employment : YES / NO 

If Yes, specify the category : 

OTHER INFORMATION 

2.20 Capacity utilisation : Installed Capacity 

Utilised capacity 

2.21 Causes for under utilisation : Lack of demand/raw materials/ Labour/Finance/Other reasons 

2.22 Total Investment :
2.23 Sources of funds:
   a. Owned:
   b. Friends & relatives:
   c. Commercial banks:
   d. Development Banks:
   e. Others, specify:

   TOTAL:

2.24 Total employment generated:

2.25 How is the industry managed:

2.26 Channels of distribution:
   a. on quotation: YES / NO
   b. Direct contact: YES/NO
   c. Through commission agent: YES / NO
   d. Through dealers: YES / NO

2.27 Profit or loss per annum:

SECTION III

BEHAVIOUR OF OWNER-MANAGERS

A series of statements are made below with a blank space at the end. Please use scale.


1. The average subordinate prefers to be directed, wishes to avoid responsibilities and has relatively little ambition (  

2. The average leader prefers to be directed, wishes to avoid responsibility and has relatively little ambition (  

3. Leadership skills can be acquired by most managers regardless of their particular inborn traits and abilities

4. Leadership skills can be acquired by many subordinates regardless of their particular inborn traits and abilities

5. The use of rewards and punishments is not the best way to get the subordinates to do their works

6. In order to give their best the subordinates' should get detailed and complete instructions rather than one merely get relevant general direction

7. In a work situation if the subordinates' cannot influence the leader, then leader looses some influence on subordinates

8. A leader should give his subordinates only that information which is necessary for them to do their immediate tasks

9. Goal setting, collectively the leader and his group of subordinates, offers advantages that cannot be obtained by individual goal setting

10. A good leader should give detailed and complete instructions to his subordinates rather than give them merely relevant general directions and depend upon their initiative to work out the details

11. The leader's authority over subordinates in an organisation is primarily economic

12. In order to give their best the subordinates should get only that information which is necessary for them to do their immediate tasks
SECTION IV
DECISION MAKING BY OWNER-MANAGER

METHOD OF MAKING DECISIONS (LEADERSHIP STYLES)

STYLE I: Benevolent Autocrat
STYLE II: Strict Autocrat
STYLE III: Owner-Manager's Prior Consultation
STYLE IV: Joint Decision Making
STYLE V: Delegation

1. DECISIONS RELATING TO PRODUCTION

1. Decision relating to volume of output
2. Decision relating to size, location layout of plant
3. Decision relating to method of production
4. Decision relating to purchase practices and the amount of inventory
5. Decision relating to the method of wage payment

STYLES USED

2. DECISIONS CONCERNED WITH TECHNICAL MATTERS

6. Decision to change the operating procedure
7. Decision to purchase any new equipment
8. Decision to hire machinery
9. Decision to employ new subordinates to operate the machine

STYLES USED

3. DECISIONS CONCERNED WITH FINANCIAL MATTERS

10. Decision to purchase a new machine
11. Decision to get a loan
12. Decision to any other financial matter

STYLES USED
4. DECISIONS CONCERNED WITH PERSONNEL MATTERS

| 13. Decision to promote or punish the worker |
| 14. Decision to take disciplinary action against employees |
| 15. Decision to assign a different job to workers |
| 16. Decision to remove the workers |
| 17. Decision to pay any compensation |

5. DECISIONS CONCERNED WITH MARKETING MATTERS

| 18. Decision concerned with volume of sales |
| 19. Decision concerned with mode of selling (Cash/Credit) |
| 20. Decision concerned with the Method of sales promotion |
| 21. Decision concerned with Remuneration to sales personnel |