

# **QUESTIONNAIRE**

**APPENDIX  
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1. Name and Address of the unit – \_\_\_\_\_
2. Product manufactured by the unit - \_\_\_\_\_
3. Name of the Proprietor- \_\_\_\_\_ &  
Age \_\_\_\_\_
4. Year of Commencement - \_\_\_\_\_
5. Is this unit  
(1) Own venture  (2) Inherited from Parents
6. Qualification of the Proprietor  
(a) Technical Degree  (b) Technical Diploma  (c) Graduate   
(d) Post Graduate  (e) Management  (f) Others
7. Nature of Ownership  
(a) Ownership  (b) Partnership  (c) Private Company   
(d) Public Company  (e) Co-operative Society
8. Name where your unit is registered  
(a) District Industrial Centre   
(b) M.P.Laghu Udyog Nigam   
(c) National Small Industries Corporation   
(d) Others   
(e) Not registered

9. If your unit is not registered what are your reasons for not getting registered?

- (a) Not Interested  (b) Complicated Procedure   
(c) Not aware of the provisions

10. What sources of Energy/ Power are used by your unit?

- (a) Non conventional (Firewood etc.)  (b) Electricity   
(c) Diesel  (d) Coal  (e) Others

11. Do you face problems of electricity?

Yes  or No

12. Is supply of power continuous?

Yes  or No

13. If no, what are the reasons for lack of continuous power supply?

- (a) Official power cuts   
(b) Voltage fluctuations   
(c) No power due to natural calamity   
(d) Lack of in time fault repairs

14. If Power is not available do you use alternative sources of power?

Yes  or No

15. If yes, what are the alternative sources of power?

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16. How is the approval procedure of power?

(a) Approval takes a long time

(b) Approval does not take a long time

17. What is the rate of Electricity charged?

18. Rate of electricity according to you is

(a) High  (b) Average  (c) Low

19. Utility of water during production

a. Water is very useful

b. Water is not so useful in production process

20. What Source of water do you use (a) By Municipal Corporation

(b) By own sources  (c) Both

21. Water used by own sources is arranged from

(a) Bore well  (b) Tanker  (c) Well

22. Cost of water supply is \_\_\_\_\_

23. Is water recycling done? Yes  No

24. How much amount have you invested in the following?

(i) Fixed Capital \_\_\_\_\_

(ii) Working Capital \_\_\_\_\_

25. What is the source of capital invested in the industry?

(a) Owned Funds  (b) Borrowed funds from family and friends

(c) Loan from Banks  (d) Loan from financial institutions

26. If finance is arranged by taking loan, did you face any problem while taking loan? Yes  No

27. What are the problems faced in taking loan ?

- (a) Delay in sanction  (b) Insufficient sanction   
(c) Heavy Cost of credit  (d) Red tapism   
(e) Non co-operation of employees  (f) Difficulty in arranging security

28. If the loan is taken at what rate of interest have you procured them?

- (a) Upto 10%  (b) 10 % to 12 %  (c) 12% to 14 %   
(d) 14 % to 16 %  (e) 16 % to 18 %

29. If the loan was taken from banks or financial institutions how much time was taken for sanction?

- (a) Less than 3 months  (b) 3 – 6 months   
(c) 6 - 9 month  (d) more than 9 months

30. Does the unit face problems in manufacturing the product continuously?  
Yes  No

31. If yes, what are the reasons for Under Utilisation of Capacity?

- (a) Scarcity of raw material  (b) Lack of market demand   
(c) Lack of Adequate finance  (d) Shortage of power

32. Who does financial management in your industry?

- (a) On Own  (b) Appointing a Financial Expert   
(c) No financial management done

33. Which area do you sell your product?

- (a) Local Market  (b) Regional Market   
(c) National Market  (d) International market

34. What is the method of sales adopted by you?

- (a) Open Market  (b) Government Support   
(c) Subcontracting  (d) Export

35. What are the Problems faced in marketing?

- (a) Competition with local small scale units   
(b) Competition with large industries   
(c) Downfall of Industrial units using the products   
(d) Change in Technology and fashion   
(e) Competition from imported goods

36. What is the mode of sales?

- (a) Cash  (b) Credit  (c) Both Cash and Credit

37. If goods are sold on credit what percent of Bad debts do you face on sales?

- (a) No Problem  (b) 2 %  (c) 3 %   
(d) 4 %  (e) 5%  (f) Above 5 %

38. Has your unit taken ISO 9000 certification?

- Yes  No

39. Do you carry out Research & Development?

Yes  No

40. Does your unit use latest technology in manufacturing?

Yes  No

41. If no, what is the reason for not using latest technology?

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42. What media of advertisement do you use?

(1) Calendar

(2) Usable free gifts

(3) Local Newspapers/ Journals

(4) Advertisement in hoardings /Cinema Slides

(5) Radio/TV

43. Does your unit export?

Yes  No

44. If no, what are the reasons for not exporting?

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45. If yes, what are the problems faced in exporting?

(a) Lack of foreign Channel for distribution

(b) High cost of selling in export market

(c) Lack of Capital to finance business expansion in the fore.ign market

- (d) Need to adapt products to meet foreign customer preferences
- (e) Lack of trained people and skilled staff
- (f) The small units lack the capability to meet bulk orders
- (g) Difficulty in collecting payment from foreign markets

46. Have you ever received any Subsidy or financial assistance from the government?

- (a) Yes  (b) No  (c) Not aware

47. If no Reason for not taking Subsidy or financial assistance

- (a) More legal formalities  (b) Corruption   
(c) No need for assistance

48. Government policy in view of entrepreneurs

- (a) Attract entrepreneurs  (b) Encourages entrepreneurs   
(c) Discourages entrepreneurs  (d) No opinion