APPENDIX I

CALCULATION OF SAMPLE SIZE

Population of Micro Enterprises in Papum Pare district:

<table>
<thead>
<tr>
<th>Division of MEs</th>
<th>MEs Before MSME Act 2006</th>
<th>MEs After MSME Act 2006</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>(73)</td>
<td>(61)</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Urban</td>
<td>Rural</td>
<td>Urban</td>
</tr>
<tr>
<td>Male</td>
<td>31</td>
<td>14</td>
<td>28</td>
</tr>
<tr>
<td>Female</td>
<td>21</td>
<td>7</td>
<td>12</td>
</tr>
<tr>
<td>Total</td>
<td>52</td>
<td>21</td>
<td>40</td>
</tr>
</tbody>
</table>

Source: DIC, Yupia & Narihlagun (Compiled)

Calculation of Sample Units from the Population:

Total Sample size determination for 134 units with the help of Krejcie & Morgan Model (at 95% confidence level) = 103 units (Population in between 130-140), with the help of KM’s sample size determination table.

<table>
<thead>
<tr>
<th>Before MSME Act 2006</th>
<th>After MSME Act 2006</th>
</tr>
</thead>
<tbody>
<tr>
<td>73 x103 = 56.11</td>
<td>61 x103 = 46.89</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Division of MEs</th>
<th>MEs Before MSME Act 2006</th>
<th>MEs After MSME Act 2006</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>(56)</td>
<td>(47)</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Urban</td>
<td>Rural</td>
<td>Urban</td>
</tr>
<tr>
<td>Male</td>
<td>24</td>
<td>11</td>
<td>22</td>
</tr>
<tr>
<td>Female</td>
<td>16</td>
<td>5</td>
<td>9</td>
</tr>
<tr>
<td>Total</td>
<td>40</td>
<td>16</td>
<td>31</td>
</tr>
</tbody>
</table>

Sample size (Round off figure) of Micro Enterprises in Papum Pare district:

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APPENDIX II

SCHEDULE-Cum-QUESTIONNAIRE

Dear Entrepreneurs,
The questions in this schedule are only for the purpose of research work. Information provided by you in this response sheet, will be taken solely for academic purposes and your confidentiality will be maintain.

Ashok Sharma (Ph.D Scholar),
Rajiv Gandhi University,
Rono Hills, Doimukh-791112
(Arunachal Pradesh)

If you have any queries related to this questionnaire, contact the researcher to:
Mobile No.: +919*********5 or E-mail at: asokasarma@gmail.com

Part A

Please tick (✓) wherever applicable.

**Entrepreneur’s Profile:**

1. Name (Optional) ..................................................
2. Age ..................................................................
3. Educational Qualification .................................
4. Marital Status (Unmarried/Married) ..................
5. Religion ................................................................
6. Community ........................................................
7. Permanent Address of Entrepreneur ..................
8. Number of Members in the Family ....................
9. Head of the Family ..............................................
10. Family Type (Nuclear/Joint) ...............................  
11. Number of Dependents ......................................
12. Other Source of Income ....................................
13. Reason for Starting of business: Unemployed/To support family/Self Employed/Others

**General Information:**

14. Name of the Enterprise ..........................................
15. Location of the Enterprise ....................................
16. Establishment Year .............................................
17. Year of Registration & No. .................................
18. Whether Registered under .................................
   : Sole/Partnership/HUF/.............................
19. Ownership ........................................................
20. Classification of Enterprise ...............................
21. Source of Finance ..............................................
22. Whether having Proxy owner? .........................

**Particulars of the Enterprise:**

23. Branches of enterprise ........................................
24. Type of enterprise  ............................................
   : Service Sector/Manufacturing Sector
25. Main product/service of the enterprise .................
26. Whether the enterprise has suppliers of materials and components? : Yes/No
   If yes, how many suppliers ................................
27. What is the source of enterprise’s raw materials?
   (a) Locally available  (b) From other states  (c) Other sources
28. Whether entrepreneur attended training? ..............
   : Yes/No
29. Stages of Training Programme: After Establishment/Before/Both
30. How many training programme attended by the entrepreneur?
   Before establishment of enterprise: ............... 
   After establishment of enterprise: ............... 
31. Total duration of the training programme: ...................................................
32. Which institution provided the training programme?
   (a) DIC  (b) KVIC  (c) Development Institute  (d) Others  (e) Don’t Know

**Part B**

33. Whether the enterprise is making strategies for growth? : Yes/No
34. If Yes, What are the growth strategies of the enterprise?
   (a) Expansion  (b) Diversification  (c) Joint Venture  (d) Merger
   (e) Sub-Contracting  (f) Franchising  (g) Others
35. What is the expansion strategy of the enterprise?
   (a) Market penetration  (b) Market development  (c) Product development
   (d) Product modification
36. What is the diversification strategy of the enterprise?
   (a) Adding same type of product/service  (b) Complementary product/service
37. Whether the enterprise is planning for external growth through Merger/joint venture/franchising? : Yes/No
38. Whether the enterprise is facing slow growth process? : Yes/No
39. What is the reason behind slow growth process of the enterprise?
   (a) Problem of raw materials  (b) Inadequate working capital management
   (c) Lack of marketing knowledge  (d) Shortage of finance  (e) Others
40. Whether the enterprise maintains separate departments for the functional areas? : Yes/No
41. In which of the following functional area the enterprise is maintaining a separate department?
   (a) Finance  (b) HRM  (c) Production  (d) Marketing  (e) Other (Specify) .............
42. In case the enterprise is not maintaining a separate department, who performs the departmental task?
   (a) Manager  (b) Owner  (c) Others
43. Average Production of the enterprises per year (in Rs): .........................
44. Average Sales of the enterprises per year (in Rs): .........................
45. Whether the enterprise provides after sale services? : Yes/No
46. What is the level of technology presently employed by the enterprise?
   (a) Low level  (b) Medium level  (c) High level
47. What is the level of demand of the enterprise’s products/services?
   (a) Good  (b) Moderate  (c) Poor
48. Whether the enterprise is able to meet the demand of the customer? : Yes/No
49. Where does the enterprise market the products?
   (a) Local market  (b) National market  (c) Both Local and national market
50. What channel of distribution is followed by the enterprise?
   (a) Direct Channel  (b) Both direct and indirect
51. Whether the enterprise is involved in import and export activities? : Yes/No
52. Whether enterprise involved in any promotional activity? : Yes/No
53. What kind of promotional activity is adopted by the enterprise?
   (a) Direct Marketing  (b) Publicity  (c) Personal Selling  (d) Advertising
   (e) Sales Promotion  (f) Others
54. What is the mode of transportation adopted by the enterprise?
(a) Truck (b) Tempo (c) Auto (d) Tata Mobile (d) Other mode

**Part C**

55. How many employees are presently working in the enterprise?  
   Male: ............. + Female: ............. = Total .............

56. What is the level of skill of the employees?

<table>
<thead>
<tr>
<th>Employees</th>
<th>Skilled</th>
<th>Semi-skilled</th>
<th>Unskilled</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Male</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Female</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

57. What is the average educational level of your employees?

<table>
<thead>
<tr>
<th>Employees</th>
<th>Non literate</th>
<th>Basic literacy</th>
<th>Matriculate</th>
<th>Hr. Secondary</th>
<th>Graduate</th>
</tr>
</thead>
<tbody>
<tr>
<td>Male</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Female</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

58. What is the employees' profile of the enterprise regarding sex & caste?

<table>
<thead>
<tr>
<th>Employees</th>
<th>Gen</th>
<th>OBC</th>
<th>SC</th>
<th>ST</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Male</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Female</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

59. What is the employees' profile of the enterprise regarding age (in Years)?

<table>
<thead>
<tr>
<th>Employees</th>
<th>20 &amp; Below</th>
<th>21-30</th>
<th>31-40</th>
<th>41-50</th>
<th>51 &amp; Above</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Male</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Female</td>
<td></td>
<td></td>
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<td></td>
<td></td>
</tr>
<tr>
<td>Total</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

60. Whether the enterprise is adopting the differential payment system on the basis of skill of employees?  
   : Yes/No

61. If yes, what is the monthly average income of employees according to the differential payment system?

<table>
<thead>
<tr>
<th>Skill level</th>
<th>Skilled (Rs)</th>
<th>Semi-skilled (Rs)</th>
<th>Unskilled (Rs)</th>
<th>Total (Rs)</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

62. If no, what is the average monthly income of the employees?  
   : ......................

63. What is the yearly average amount spent by the enterprise in payment of wages and salaries to employees (in Rs)?  
   : ......................

64. Whether the enterprise provides training and development programmes to the employees?  
   : Yes/No

65. How frequently the enterprise is organising training and development programmes?  
   : (a) Never (b) Rarely (c) Sometimes (d) Often (e) Always

66. What is the average yearly cost incurred by the enterprise in producing the products or rendering the services (approximately in Rs)?  
   : ......................

67. What is the average yearly revenue the enterprise is getting from sale of products/services (approximately in Rs)?  
   : ......................

68. Average profit per year (approximately in Rs).  
   : ......................

69. Whether the revenue obtained from the enterprise can manage your family's livelihood?  
   : Yes/No
Part D

70. Whether the enterprise faces any kind of functional problem at the initial period of establishment? : Yes/No

71. If yes, then in which of the functional areas the enterprise had faced problem at the initial period of establishment?
   (a) Finance (b) HR (c) Production (d) Marketing (d) Any other

72. What kind of finance is needed by the enterprise?
   (a) Long term capital (b) Short term capital (c) Both

73. Whether enterprise is having production related problems? : Yes/No

74. If yes, then what production problems face by your enterprise?
   (a) Scarcity of raw materials (b) Outdated equipments and technologies
   (c) Lack of Power (d) Transportation and telecommunication
   (e) Distribution Channel (f) Storage Problem

75. Whether enterprise is having finance related problems? : Yes/No

76. What kind of financial problems face by the enterprise?
   (a) Shortage of working capital (b) Shortage of long term capital
   (c) Problem of getting loan and subsidy (d) Poor financial management
   (e) Lack of adequate accounting knowledge

77. Whether enterprise is having marketing related problems? : Yes/No

78. If yes, then what kind of marketing problems face by the enterprise?
   (a) Lack of demand for the products (b) Lack of marketing knowledge
   (c) Inadequate production (d) Heavy competition
   (e) Others (Specify): ..................

79. Whether enterprise is having human resource problems? : Yes/No

80. If yes, then what is the employee related problems face by the enterprise?
   (a) Frequent employee turnover (b) Employee absenteeism
   (c) Remuneration hike (d) Lack of employees’ corporation
   (e) Others (Specify): ..................

81. Whether enterprise is having managerial problems? : Yes/No

82. What are the managerial problems face by the enterprise?
   (a) Lack of adequate management knowledge and experience
   (b) Poor record keeping and control (c) Lack of proper planning and strategy
   (d) Others (Specify): ..................

83. Whether enterprise is having raw materials related problems? : Yes/No

84. Whether enterprise is Technological problems? : Yes/No

85. What level of technology is being used?
   (a) High (b) Medium (c) Low

86. Whether enterprise is power problems? : Yes/No

87. Whether enterprise is transportation problems? : Yes/No

88. How much is the capacity utilising level of the enterprises?
   (a) > 50% (b) 50% - 69% (c) 70% - 89% (d) 90% - 100%

89. Whether the enterprise faces competition from other enterprises? : Yes/No

90. If yes, then what is the level of competition?
   (a) Very high (b) High (c) Moderate (d) Low (e) Very low

91. Whether the products manufactured/services rendered by the enterprise can compete with other products/services of well established firms? : Yes/No

92. Whether the enterprise is getting any kind of financial or non financial subsidies from government? : Yes/No

93. What are the government subsidies obtained by the enterprise? : ..................
94. Whether the enterprise is satisfied with the subsidies provided by the government?
   (a) Satisfied   (b) No Opinion   (c) Dissatisfied
95. Whether government purchase policy is facilitated for the product manufactured?
   : Yes/No
96. What is the level of government purchase?
   (a) High Purchase   (b) Normal Purchase   (c) Low purchase
97. Whether the enterprise is getting consultancy services provided by the Government?
   : Yes/No
98. Whether the enterprise is satisfied with the overall Government support?
   (a) Satisfied   (b) No opinion   (c) Dissatisfied
99. What is the degree of labour turnover of the enterprise?
   (a) Very high   (b) High   (c) Moderate   (d) Low   (e) Very low
100. Level of demand of product/services.
    (a) Good   (b) Moderate   (c) Poor
101. Whether the enterprise is having its website?
    : Yes/No
    If yes, please mention:
102. Whether the enterprise product has a brand name?
    : Yes/No
    If yes, please mention:
103. Whether the enterprise conducts Research & Development for product/services?
    : Yes/No
104. Whether the enterprise is being monitored by state/central govt. Agencies/institutions?
    : Yes/No
105. Whether the enterprise is benefited from registration?
    : Yes/No

**Part E**

106. How much capital is financed at different period of time?

<table>
<thead>
<tr>
<th>Type of capital</th>
<th>Initial capital</th>
<th>Additional Capital</th>
<th>Total capital</th>
</tr>
</thead>
<tbody>
<tr>
<td>a) Own</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>b) Borrowed (formal)</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>c) Others (informal)</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

107. Whether the enterprise is availing loan from financial institutions?
    : Yes/No
108. Whether requested amount sanctioned by the institution/agencies?
    : Yes/No
109. Whether tried (anytime) to avail loan from the financial agencies?
    : Yes/No
110. Whether the enterprise faces any kind of problem in availing loan from Financial Institutions?
    : Yes/No
111. What are the varied problems encountered while availing loans from financial institutions?
    (a) Unfavourable term of repayment
    (b) Unfavourable interest rates
    (c) Security measures
    (d) Incidental measures
    (e) Complicated and time consuming process
    (f) Expenses incurred in securing loans
    (g) Others
112. What is the attitude of the financing agencies?
    (a) Very Good   (b) Good   (c) Moderate   (d) Bad   (e) Very Bad
113. What are the sources of formal borrowed capital?

<table>
<thead>
<tr>
<th>Sources</th>
<th>Amount</th>
<th>Interest Rate</th>
<th>No. of Installments</th>
</tr>
</thead>
</table>

vi
114. Sources of informal borrowings for the enterprise.
   (a) Friends     (b) Money lenders   (c) Relatives   (d) Others (Specify)

115. Whether any non financial assistance is received from financial institute?
     : Yes/No

116. Level of satisfaction of the entrepreneurs towards Financial Institute?
     (a) Satisfied   (b) Somewhat Satisfied   (c) No Opinion
     (d) Somewhat Dissatisfied   (e) Dissatisfied

117. Do you feel that people are lacking interest in setting up micro enterprise?
     Suggest some measures for promoting micro enterprises in Papum Pare district.


Contact No:

Thank you for completing this Questionnaire.

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LIST OF PUBLICATIONS OF THE RESEARCHER

1. **Title:** Governmental Assistance towards Micro Enterprises: An Empirical Analysis  
   **Proceedings of National Seminar on Issues, Challenges & Development of North East India with Special Reference to Arunachal Pradesh**  
   **Place:** Rajiv Gandhi University, Rono Hills, Doimukh  
   **Year:** 2015, **Page No:** 71-85, **ISBN:** 978-93-5207-161-6

2. **Title:** Performance of Micro Enterprises: A Study through Labour Turnover  
   **Kangleipak Business Review**  
   **Place:** Imphal  
   **Year:** 2014, **Volume:** VIII, **Page No:** 182-189, **ISSN:** 0975-3656

3. **Title:** An Introspection of Micro Enterprise as Trigger for Economic Development  
   **Place:** Tezpur University, Napaam, Tezpur  
   **Year:** 2014, **Page No:** 173-182, **ISBN:** 978-93-81563-57-1

4. **Title:** A Comparative Study on the Growth of Micro Enterprises in North East India  
   **Journal of Applied Research**  
   **Place:** Ahmedabad  
   **Year:** 2014, **Volume:** 4, **Issue:** 10, **Page No:** 36-38, **ISSN:** 2249-555X

PAPER PRESENTED ON SEMINAR & CONFERENCE

1. **Title:** Utilization of Local Human Resources through Micro Entrepreneurship Development: A Study on Papum Pare District of Arunachal Pradesh  
   **International Conference on Regional Conflict and Entrepreneurship Development with Special Reference to South East Asia**  
   **Place:** Assam University Diphu Campus, Diphu, Karbi Anglong  
   **Date:** 27-28th November 2015

2. **Title:** Micro Entrepreneurship for Tribal Development in Arunachal Pradesh  
   **National Seminar on Tribal Development, Discontent, Exclusion and Tribal Identity in Contemporary North East India**  
   **Place:** Rajiv Gandhi University, Rono Hills, Doimukh  
   **Date:** 27-28th February 2015

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