

APPENDICES

Appendix I

FINAL INTERVIEW SCHEDULE

SCHEDULE CODE NUMBER : _____

SECTION (I)

I) PERSONAL DATA

1. Age of the entrepreneur : _____ Years
2. Age of woman entrepreneur at which entrepreneurship commenced : _____ Years
3. Religion of the entrepreneur:
Hindu () Muslim ()
Sikh () Parsi ()
Christian () Any other _____
(Please specify)
4. Marital status at present:
Married () Unmarried ()
Widowed () Divorced ()
5. Marital status when entered into entrepreneurship:
Married () Unmarried ()
Widowed () Divorced ()
6. Educational status of the entrepreneur:
i) At present:
No education ()
Primary ()
Secondary ()
Higher secondary ()
Intermediate ()

Graduate:

Arts	()	Commerce	()
Science	()	Technology	()
Medicine	()	Social sciences	()

Post graduate:

Arts	()	Commerce	()
Science	()	Technology	()
Medicine	()	Social sciences	()

Professional:

Certificate	()	Diploma	()
Degree	()	Doctorate	()
Post doctorate	()		

ii) At the time of commencement of entrepreneurship:

No education	()
Primary	()
Secondary	()
Higher secondary	()
Intermediate	()

Graduate:

Arts	()	Commerce	()
Science	()	Technology	()
Medicine	()	Social sciences	()

Post graduate:

Arts	()	Commerce	()
Science	()	Technology	()
Medicine	()	Social sciences	()

Professional:

Certificate () Diploma ()

Degree () Doctorate ()

Post doctorate()

7. Your ordinal position in the family of origin:

First () Second () Third ()

Fourth () Fifth () Sixth ()

Seventh () Eighth () Ninth ()

Tenth () Any other(specify)_____

8. Ordinal position of your husband in his family:

First () Second () Third ()

Fourth () Fifth () Sixth ()

Seventh () Eighth () Ninth ()

Tenth () Any other(specify)_____

9. Your health status as perceived by you:

Poor () Average ()

Good () Very good ()

10. Have you migrated for the sake of setting your enterprise?

No () Yes ()

If YES then please specify the

place from where migrated_____

11. Have you received any formal training from any Institute/Organisation to setup/establish/develop your enterprise?

No () Yes ()

- i) If YES, please give details of formal training undergone:

Type of Training	Duration of Training	Name of Institution
Technical	Months	
Administrative/Managerial	Months	
Marketing	Months	
Financial/Accounting	Months	
Any Other Specify	Months	

- ii) If NO, please specify if you have learnt business skills by:

Your experience () Trial & error method()
 Observation () Informal training ()
 Any other(specify)_____

12. Were you employed before starting your own enterprise?

No () Yes ()

If Yes, please specify:

Place of employment : _____

Designation : _____

Last salary drawn (Rs.per month): _____

Total number of years employed : _____

Reason for leaving the last job : _____

II) FAMILY DATA

13. Specify the type of your family:

- i) Joint family ()
- ii) Nuclear family ()
(Husband, wife and children alone)

14. Specify the occupation of your:

	<u>Service</u>	<u>Business</u>	<u>Industr-</u> <u>ialist</u>	<u>Household</u>	<u>None</u>
Father : ()	()	()	()	()	()
Husband : ()	()	()	()	()	()
Father-in law : ()	()	()	()	()	()
Mother : ()	()	()	()	()	()
Mother-in law : ()	()	()	()	()	()

15. How many dependants are there in your family?

1() 2() 3() 4() 5()

6() 7() 8() 9() 10()

16. At what stage is your immediate family?

- i) Beginning (Newly wed/Husband & wife alone): ()
- ii) Expanding:
- Child bearing with preschool going children: ()
 - Family with pre-schoolers : ()
 - Family with pre-schoolers and schoolers : ()
 - Family with schoolers : ()
 - Family with schoolers and collegians : ()
- iii) Contracting:
- Period of vocational adjustment of children: ()
 - Period of financial recovery : ()
 - Retirement phase : ()

17. Mention the size of your family:

- i) Small (Family upto 4 members) : ()
- ii) Medium (Family with 5 to 6 members) : ()
- iii) Large (Family with more than 7 members): ()

18. What is the average monthly income status of your family?

Less than Rs. 5000	()
Rs.5001 to Rs.10000	()
Rs.10001 to Rs.15000	()
Rs.15001 to Rs.20000	()
Rs.20001 to Rs.25000	()
Rs.25001 to Rs.30000	()
Rs.30001 to Rs.35000	()
Rs.35001 to Rs.40000	()
Rs.40001 to Rs.45000	()
Rs.45001 to Rs.50000	()
More than Rs. 50000	()

19. What was the average monthly income status of your family before taking up the entrepreneurship?

Less than Rs. 5000	()
Rs.5001 to Rs.10000	()
Rs.10001 to Rs.15000	()
Rs.15001 to Rs.20000	()
Rs.20001 to Rs.25000	()
Rs.25001 to Rs.30000	()
Rs.30001 to Rs.35000	()
Rs.35001 to Rs.40000	()
Rs.40001 to Rs.45000	()
Rs.45001 to Rs.50000	()
More than Rs. 50000	()

SECTION II

20. Year of establishment of your enterprise:_____
21. Main activity of your enterprise:
- | | |
|------------------|-----------------|
| Manufacturing() | Trading () |
| Service () | Consultancy () |
22. Specify the name of your product/line of trade /service/consultancy:
- _____
23. Specify the type of your enterprise:
- | | |
|--------------------------|-----|
| Proprietorship | () |
| Partnership | () |
| Private Limited Company | () |
| Public Limited Company | () |
| Any other (specify)_____ | |
24. From whom did you get the idea of establishing your own enterprise:
- | | |
|------------------------|------------------------|
| Husband () | Parents () |
| Relatives () | Friends () |
| Self () | Other entrepreneur () |
| Family business() | Training institute () |
| Any other specify_____ | |
25. State the reason for selecting your present line of enterprise:
- | | |
|------------------------------|-----|
| Great demand | () |
| Better prospects | () |
| Family business | () |
| Availability of ready market | () |
| Low capital requirement | () |

continued...

- Utilisation of professional qualification ()
- Past experience ()
- Short gestation period ()
- Opportunity to exercise creativity ()
- High rate of return ()
- Typically feminine ()
- Opportunity to exercise possessed skills ()
- Socially acceptable ()
- Requiring less mobility ()
- Low break-even ()
- Easy availability of raw material ()
- High profitability ()
- Any other specify _____

26. Please specify whether your main business premises is/was:

	<u>At present</u>	<u>At the time of commencing your enterprise</u>
Owned	()	()
Rented	()	()
Subsidised by the government	()	()
Any other specify	_____	

27. Your entry into entrepreneurship was:

- i) As a forced person ()
- ii) As an opportunistic person without any
prior preparation ()
- iii) As a trained person ()

28. What was/is your contribution while initiating and running your enterprise?

<u>Extent of contribution</u>	<u>While initiating the enterprise</u>	<u>While running the enterprise</u>
i) Nil	()	()
ii) Upto 10%	()	()
iii) 11% to 20%	()	()
iv) 21% to 30%	()	()
v) 31% to 40%	()	()
vi) 41% to 50%	()	()
vii) 51% to 60%	()	()
ix) 61% to 70%	()	()
x) 71% to 80%	()	()
xi) 81% to 90%	()	()
xii) 91% to 100%	()	()

29. Identify the factors which motivated you to enter into entrepreneurship:

Financial:

- i) Economic security ()
- ii) Utilisation of funds ()
- iii) Financial crisis at home ()
- iv) More return on investment ()
- v) Quick profit earning ()
- vi) Unemployment ()
- vii) Enough money to take risk ()

Social:

- i) Social service ()
- ii) Providing employment to others ()

continued...

iii) Gaining social prestige ()

iv) No other alternative ()

Personal:

i) Utilisation of time ()

ii) No interest in service ()

iii) Pursuing my interest ()

iv) It is challenging ()

v) It is creative ()

vi) Utilisation of skill ()

vii) Fulfilment of my ambition ()

viii) To become independent ()

ix) It gives power to command ()

x) No qualification for service ()

xi) Achievement in life ()

Familial:

i) Family welfare ()

ii) Continuity of family business ()

30. Specify the support/assistance received in initiating your enterprise:

A-Family Support:

Supports	-----Sources-----				
	Parents	Siblings	Husband	Other Relatives	Friends
Moral	()	()	()	()	()
Economic	()	()	()	()	()
Technical	()	()	()	()	()
Marketing	()	()	()	()	()
Liaisoning	()	()	()	()	()
Legal	()	()	()	()	()
Personnel	()	()	()	()	()

B-Institutional And Other Supports:

Supports	-----Sources-----				
	Banks	Other Financi- al Inst.	Consu- ltants	Trai- ning Inst.	Techn- ical Inst.
Moral	()	()	()	()	()
Economic	()	()	()	()	()
Technical	()	()	()	()	()
Marketing	()	()	()	()	()
Liaisoning	()	()	()	()	()
Legal	()	()	()	()	()
Personnel	()	()	()	()	()

C-Governmental Support:

	YES	NO	N.A.
i) Subsidies	: ()	()	()
ii) Tax holidays	: ()	()	()
iii) Training	: ()	()	()
iv) Priorities in granting :			
a) Licences	()	()	()
b) Power quota	()	()	()
c) Raw material quota	()	()	()
d) Communicational facilities	()	()	()

31. Please specify the number of helping hands involved in running your enterprise whether employed or otherwise:

i) At the time of commencement of your enterprise _____

ii) At present _____

32. What was the total capital initially invested to start your enterprise?

Rs. _____

33. During last three years what has been your average increase/decrease in turnover per annum:

No change ()	Increase	Decrease
i) Upto 25%	()	()
	continued...	

	Increase	Decrease
ii) 26% to 50%	()	()
iii) 51% to 75%	()	()
iv) 76% to 100%	()	()
v) 101% to 125%	()	()
vi) 126% to 150%	()	()
vii) 151% to 175%	()	()
ix) 176% to 200%	()	()
x) More than 200%	()	()

34. What is the present networth of your enterprise?

Rs. _____

35. Please specify whether there has been an increase or decrease in the networth of your enterprise during the last three years:

i) Increase() ii) Decrease() iii) No Change()

36. Please specify the percentage of profits of your enterprise re-invested on an average on the following items:

<u>Appli-</u> <u>cations</u>	<u>Average percentage of the profits</u>					
	<u>Upto</u> <u>20</u>	<u>21-40</u>	<u>41-60</u>	<u>61-80</u>	<u>81-100</u>	<u>N.A.</u>
	----	-----	-----	-----	-----	----
Unit expansion/mod- ernisation	()	()	()	()	()	()
In essential family requirements	()	()	()	()	()	()
In luxury items	()	()	()	()	()	()

37. Please specify the problems faced while initiating or running your enterprise:

Problems -----	Yes ---	No ---	N.A. ----
A) FINANCIAL:			
i) Apprehensions of financial institutions for recovery of loans/lending	()	()	()
ii) Unawareness about the sources of borrowings	()	()	()
iii) Lack of collateral security to secure the money to be borrowed	()	()	()
iv) Limited working capital	()	()	()
v) Economic incredibility of women	()	()	()
vi) Supply/sales on credit	()	()	()
vii) Delays in sales/cash realisation	()	()	()
viii) Complicated/lengthy procedures of loan sanctioning	()	()	()
ix) Non co-operative attitude of bank personnels	()	()	()
x) Cost price squeeze	()	()	()
xi) High rates of taxation	()	()	()
xii) Any other (specify) _____			
B) TECHNICAL:			
i) Lack of technical knowhow involved	()	()	()
ii) Non availability of modern technology	()	()	()
iii) Difficulty in repairs & maintenance of machinery involved	()	()	()
iv) Lack of specialised skills to work on specific projects	()	()	()
v) Any other (specify) _____			

C) LABOUR/PERSONNEL (Staff/Workers/Helpers):

- i) High turnover of staff/
workers/helpers () () ()
- ii) Non availability of skilled
& experienced personnel () () ()
- iii) General insufficiency of
personnel () () ()
- iv) Absenteesm () () ()
- v) High salary/wage/bonus
demands () () ()
- vi) Unrealistic demands of service
terms & conditions () () ()
- vii) Frequent strikes/go slow
movements () () ()
- viii) Strained labour relations () () ()
- ix) Any other (specify) _____

D) MARKETING/SALES:

- i) Lack of required marketing
infrastructure () () ()
- ii) High cost of advertising/sales
promotion () () ()
- iii) Stiff competition () () ()
- iv) Lack of adequate market
orientation () () ()
- v) Inability to approach clients
/customers directly due to
limited mobility () () ()
- vi) Fluctuation in the demand of
product/service () () ()
- vii) Fluctuation in prices of
products () () ()
- viii) Any other (specify) _____

E) LEGAL:

- i) Too many legislations applicable () () ()
- ii) Complexity of applicable laws/procedures () () ()
- iii) Costly legal assistance () () ()
- iv) Multiplicity of compulsory licensing/registrations required () () ()
- v) Cumbersome import export policy/procedures () () ()
- vi) Any other (specify) _____

F) OTHER PROBLEMS:

- i) Lack of regular & timely availability of raw material () () ()
- ii) Lack of infrastructural governmental facilities () () ()
- iii) Inadequate quality control measures () () ()
- iv) Lack of personal/political influences for getting the things done () () ()
- v) Corruption/bureaucracy/red tapism to the frustrating extent () () ()
- vi) Non availability of communicational facilities () () ()
- vii) Power cuts () () ()
- viii) Lack of adequate transportation facilities () () ()
- ix) Any other (specify) _____

38. How did you solve these problems most of the time?

- i) Independently ()
- ii) Jointly with husband ()
- iii) Jointly with partner ()
- iv) Jointly with the family members ()
- v) Jointly with the employees ()
- vi) Jointly with experts ()
- vii) Others alone ()
- ix) Any other (Please specify) _____

39. Indicate the factors which motivates you to run your enterprise from the given list:

- | | <u>YES</u> | <u>NO</u> | <u>N.A.</u> |
|--|------------|-----------|-------------|
| i) Earning profits | () | () | () |
| ii) Earning social prestige | () | () | () |
| iii) Providing employment | () | () | () |
| iv) Welfare of the family | () | () | () |
| v) Meeting a challenge | () | () | () |
| vi) Independence | () | () | () |
| vii) Achievement in life | () | () | () |
| viii) Progress in life | () | () | () |
| ix) Getting tasks done by others | () | () | () |
| x) Satisfaction of conscience | () | () | () |
| xi) Accomplishing things through one's own efforts | () | () | () |
| xii) Achievement of the goal | () | () | () |
| xiii) Continuity of family business | () | () | () |
| xiv) Any other (specify) _____ | | | |

40. Have you made developments/improvements in your enterprise till date?

No ()

Yes () (If YES, please specify the nature of developments/improvements done:

i) Expanded the same enterprise ()

ii) Adopted new improved technology ()

iii) Diversified in other products/
line of trade or service ()

iv) Adopted new methods of marketing
/sales promotion ()

v) Set up of new enterprise in
the same line of the existing
enterprise ()

vi) Started marketing in additional new
geographical market areas:

a) Within the nation ()

b) Outside the nation {export} ()

viii) Any other (specify) _____

41. What motivated you to make developments/Improvements?

i) Failure of the initial demand ()

ii) Success of the initial demand ()

iii) Anticipation of the wide market/demand ()

iv) Additional profits ()

v) Any other (specify) _____

42. Do you have any plans in the near future (within next two years) regarding developments/improvements in your enterprise?

No ()

Yes () If YES, please specify the nature of your future plans:

i) Expansion of the same enterprise ()
continued...

- ii) Adoption new of improved technology ()
- iii) Diversification in other products/line of trade or service ()
- iv) Adopting new methods of marketing/sales promotion ()
- v) Setting up of new enterprise in the same line of the existing enterprise ()
- vi) Start marketing in additional new geographical market areas:
 - a) Within the nation ()
 - b) Outside the nation {export} ()
- viii) Any other (specify) _____

43. Have you made any efforts after entering into entrepreneurship to update/acquire/refine your technical and/or managerial skills?

No ()

Yes () If YES, please specify:

- i) By undergoing formal training ()
- ii) By reading books/magazines ()
- iii) By attending seminars/conferences/group discussions e.t.c. ()
- iv) By visiting other enterprises of similar nature ()
- v) Any other (specify) _____

44. How do you perceive the success of your enterprise?

- | | Last year
{1992-93} | Year preceeding
last year
{1991-92} |
|-------------------------------|------------------------|---|
| i) Extremely successful () | () | () |
| ii) Moderately successful () | () | () |
| iii) Unsuccessful () | () | () |
| iv) Extremely Successful () | () | () |

45. How do you perceive the optimum resource utilization in your enterprise (in per cent)?

- i) Upto 5% ()
- ii) 6% to 10% ()
- iii) 11% to 20% ()
- iv) 21% to 30% ()
- v) 31% to 40% ()
- vi) 41% to 50% ()
- vii) 51% to 60% ()
- ix) 61% to 70% ()
- x) 71% to 80% ()
- xi) 81% to 90% ()
- xii) 91% to 100% ()

46. Specify the three strongest points and three weakest points of your enterprise:

Strongest points	Weakest points
i. _____	_____
_____	_____
ii. _____	_____
_____	_____
iii. _____	_____
_____	_____

47. State to what extent you are satisfied with the performance of your enterprise:

- i) Highly satisfied ()
- ii) Satisfied ()
- iii) Moderately satisfied ()
- iv) Dissatisfied ()
- v) Highly dissatisfied ()

48. Do you feel that there is refinement in your personality after taking up entrepreneurship?

i) Yes () Please specify, how ? _____

ii) No () Please specify, why ? _____

SECTION III

49. Given below are listed number of decisions. Please check who made or makes the decisions with regard to the following in your enterprise for each decision making and in its implementation:

DECISION MAKING

DECISIONS	Self alone	Self but consulting Others	Jointly	Others	N.A.
	1	2	3	4	5
1. Identifying the mission goals and objectives of the enterprise					
2. Identification and selection of the enterprise's line of activity/project					
3. Selection of the location of the project					
4. Determining the size of the enterprise and quantum of investment					
5. Determining the level of output					

continued...

	1	2	3	4	5
6. Identification of the sources of finance					
7. Selecting the source of working capital					
8. Selecting production /processing/service/ techniques/sales strategies					
9. Quality control in production/service marketing					
10. Staffing the enterprise					
11. Office automation					
12. Controlling costs					
13. Growth and development of your enterprise					
14. Prescribing the rules, regulations, procedures for administration of the enterprise					

DECISION IMPLEMENTATION

DECISIONS	Self alone 1	Self but consulting Others 2	Jointly 3	Others alone 4	N.A. 5
1. Identifying the mission goals and objectives of the enterprise					
2. Identification and selection of the					

continued...

	1	2	3	4	5
enterprise's line of activity/project					
3. Selection of the location of the project					
4. Determining the size of the enterprise and quantum of investment					
5. Determining the level of output					
6. Identification of the sources of finance					
7. Selecting the source of working capital					
8. Selecting production /processing/service/ techniques/sales strategies					
9. Quality control in production/service marketing					
10. Staffing the enterprise					
11. Office automation					
12. Controlling costs					
13. Growth and development of your enterprise					
14. Prescribing the rules, regulations, procedures for administration of the enterprise					

SECTION IV

50. Underneath are listed managerial areas of the enterprise. In the given format, please identify how do you exercise/exercised your managerial skills for these most of the time in your enterprise:

Managerial Areas	i		ii			
	Y	N	A	B	C	D
<u>Business Planning</u>						
i) Project selection						
ii) Project planning						
iii) Market survey/analysis						
<u>Establishment Procedures</u>						
i) Working out requirements, and finance etc.						
ii) Obtaining licences/sanctions/approvals/registrations etc.						
iii) Procurement of land/building/office/plant/machinery or equipments/materials						
iv) Consolidation of resources and setting up the enterprise						
v) Completing statutory and legal formalities						
<u>Operational Management</u>						
i) Administration						
ii) Production/processing/service						
iii) Marketing management						
iv) Financial management, viz. accounting & costing						
v) Financial analysis and controls						

- i) Applicability - Y (Yes), N (No)
- ii) A - Independently
 - B - Yourself but consulting others
 - C - Jointly with Husband/Partner or Others
 - D - Husband/Partner alone

SECTION V

51. Mention few events of your past life experiences. Write about some specific work situation you have been involved in over the past year or two. Write about any two of the following situations:

- i) Write about a work situation where you accomplished something on your own.
- ii) Write about a time at work when you had to get somebody to do some work.
- iii) Write about a time at work when you had difficulty in getting something done.
- iv) Write about a time at work when you were pleased with something you accomplished.
