

A P P E N D I X - I

M.Phil. : COMMERCE AND MANAGEMENT

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QUESTIONNAIRE

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Title "Problems and prospects of Agro-based  
Manufacturing Units with Special -  
Referance to Horticulture in Sirsi  
Taluk of Karnataka State."

**PART I - INTRODUCTION**

1. Name of the Unit :
2. Address :
3. Form of Business Organisation :
  - a. Sole Trading Concern
  - b. Partnership
  - c. Private Ltd. Company
  - d. Public Ltd. Company
  - e. Co-Operative concern
4. Date of Establishment :

**PART II - PLANNING FUNCTION**

1. Do you have any formal planning process ?

Yes/No/to some extent

2. What is your usual plan period ?

a)Monthly, b)Quarterly, c)Half yearly, d)Yearly

3. From where do you procure the manpower ?

a) Friends and Relations

b) Employment Exchanges

c) Notification in Papers

d) Directly from School and Colleges

e) Any other Source

4. Do you have any provision to train them ?

Yes/No/to some extent.

5. How do you take decisions ?

a) Based on Scientific Method

b) Past Records

c) Arbitrary Decisions

d) Based on Intution/Judgement

6. Do you have any plan for Regular procurement of Raw-materials ?

Yes/No/to some extent

7. Do you need any technical assistance from outside agency ?

Yes/No/to some extent

8. Do you have any long-range planning ?

Yes/No/to some extents

if yes, what are the subjects covered, duration ?

9. Do you prepare any market plans :

Yes/No/to some extent

10. Do you consider the suggestions of Employees in decision making ?

Yes/No/to some extent.

11. Do you have any plan for the promotion of public relations:

Yes/no/to some extent

12. What is your basis for the payment of wages to your Employees ?

1) Time rate, 2) Piece rate, 3) Incentive system.

13. Do you have any plan for the waste utilisation ?

Yes/No/to some extent

### PART III - FINANCE FUNCTION

1. Do you have any financial planning ?

Yes/No/to some extent

2. Do you need working capital ?

Yes/No

if yes, Seasonal, regular.

3. What is the amount of fixed capital invested initially ?

Amount -

4. From where do you get the finance ?

1. Local banks, 2. Private source

3. State Finance, 4. Co-operatives

5. Nationalised Banks.

5. Do you get subsidy from the Government ?

Yes/No

6. Do you get loan at concessional rate of interest ?  
Yes/No
7. Do you get any special concession in the repayment of loan ?  
Yes/No
8. Are you in need of additional finance to meet seasonal needs ?  
Yes/No/to some extent
9. Are you happy with the Policy of the Government towards these Manufacturing Units ?  
Yes/No/to some extent  
If No - please specify the reasons :-
10. Did you experience any problem in getting state aid ?  
Yes/No/to some extent

**PART IV - PRODUCTION SYSTEM/FUNCTIONS**

1. What raw-material do you use ?  
Name :
2. What is your finished product ?  
Name :

3. Whether your product is hand-made or Machine made ?
4. What is your production capacity per day/week ?  
Quantity :
5. How many days in a year does your plant function ?
6. What is your actual production per day/week ?  
(average) Quantity :-
7. What is the cost of raw-materials purchased ?  
Per Unit (number or weight) value :
8. What is the cost of production per unit ?
9. What is the selling price per unit ?
10. Do you have any specific price policy ?  
Yes/No/to some extent.
11. Do you feel the need for product development  
periodically ?  
Yes/No/to some extent
12. Did you introduce any change in the methods and -

techniques of production since inception?

Yes/No/to some extent

14. Do you face the problem due to the variation in the quality of raw-materials ?

Yes/No/to some extent.

15. Problem relating to shortage of raw-materials ?

16. Do you have any problem of power supply ?

Yes/No/to some extent.

17. Do you have difficulties in production control, relating to quality, absenteeism, optimum use, demand fluctuation, production as per schedule etc.

Yes/No/to some extent - Please Specify.

#### **PART V - MARKETING OF PRODUCTS**

1. What channel do you follow in marketing of your products ?

- |                |                |
|----------------|----------------|
| a) Zero level, | b) One Level,  |
| c) Two level,  | d) Three level |

2. Do you sell your products locally ?

Yes/No/to some extent

3. What percentage of your finished product is sent to markets outside the Sirsi Taluka ?

4. Do you under-take advertisement ?

Yes/No/to some extent

5. What media do you use ?

a) Vehicle, b) Radio, c) Local News Papers,  
d) Posters and Painting, e) Films.

6. What is the average distribution cost per unit ?

7. Do you get any exemption from sales tax ?

Yes/No/to some extent

8. Do you find the difficulties in transporting ?

Yes/No/to some extent

If yes - Please specify -

9. Do you have any problem in storing ?

Yes/No/to some extent.

If yes - Please Sepcify -



10. do you collect market information relating to your products ?  
Yes/No/to some extent  
If yes - what information ?
11. What methods are followed in selling -  
1. Cash Sales, 2. Credit Sales, 3. Both
12. Do you face any problem of recovery or bad debt -  
If yes - what is the percentage of bad debts ?
13. What is your sales turn over per annum ?

**PART VI - ORGANISATION EVALUATION**

1. Do you provide any special aid to workers for wel-fare ?  
Yes/No/to some extent
2. Do you give any financial incentives for better work ?  
Yes/No/to some extent
3. Do you provide medical aid to workers -  
Yes/No/to some extent

4. Do you find the problem of getting trained and efficient workers ?  
Yes/No/to some extent
5. Is there any absenteeism in work either regular or seasonal ?  
Yes/No/to some extent
6. Was there any stoppage of the unit for any reason ?  
Yes/No
7. Was there any agitation by the employees ?  
Yes/No
8. Did you get any recognised prize or award for the industrial venture ?  
Yes/No
9. Working conditions :  
Good/poor, fair, bad
10. Are there adequate Non-job facilities ?  
(parking, rest room etc.) Yes/No
11. Did you experience any un-expected severe business shock ? Yes/No/to some extent  
If Yes - please state your experience.

