

: APPENDIX - I :QUESTIONNAIRE
(Entrepreneurs & Unit)

1. Name of the Unit -----

2. Plot No.

3. Year of establishment

4. General background of entrepreneur(s)

1 2 3 4 5 6 7 8

(i) Age

(ii) Trading

(iii) Trading &
Manufacturing

(iv) Others(specify)

5. Educational & Technical Background

1 2 3 4 5 6 7 8

(i) Upto Graduation

(ii) Post Graduation

(iii) Technically
qualified with
experience

6. Capacity of the Plant (in terms of production)

Year

Capacity

Sales

7. What prompted the entrepreneur :
to start the Unit ?
- a) Previous experience in the line
 - b) Was a trader and thought
of manufacturing
 - c) Availability of concessions
 - d) Availability of subsidy
 - e) Any other (please specify)
8. Why did he select that :
particular project ?
9. Why did he select that :
particular centre for starting
his manufacturing activity/
10. How did he raise his own funds?:
- a) Past savings
 - b) Borrowing from friends
and relatives
 - c) Sale of assets
11. Did he approach the term :
financial institutions like
SFC for long term capital?
If he approached the Bank,
Why /
12. How does he look after the :
technical aspects of
production ?
13. How many full time employees :
does he employ ?
14. Does he have problems of : Yes/No
labour indiscipline or
labour disputes
15. How does the quality of his :
products compare in the market?
What is the proportion of
rejects in the total sales?



16. Where does he market his production ? Please give percentage. :
- a) In the same district
 - b) In the same State
 - c) Any other States
 - d) What is the proportion of sales on cash and sales on credit?
 - e) Does he experience any difficulty in realising his sundry debtors?
 - f) How does he handle his sundry debtors?
 - g) How does he handle his sundry creditors?
 - h) Does he experience difficulty in respect of outstation collections?
17. Does he experience any problems: in the following areas : Please give details -
- a) Supply of raw materials
 - b) Quality of raw materials
 - c) Power
 - d) Transportation facilities
 - e) Distance of the markets
 - f) Changing taste and preferences of consumers
 - g) Technological obsolescence
 - h) Shortage of quick turn-over of skilled labour
 - i) Shortage of working capital finance
 - j) Shortage of finance for expansion
 - k) Inability of the Bank to respond to his requests for additional finance/adhoc facilities/nursing,etc.

1) Changes in Government
policies regarding excise,
import duties, etc.

18. Entrepreneurs opinion about :
Industrial sickness.

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