

II QUESTIONNAIRE III *Entrepreneur*  
 Type of vehicle :- Taxi/Auto/Car/Bus

(A) Personal Information :

- 1) Name of the entrepreneur : .....
- 2) Permanent Address : .....
- 3) Name of the Industry : .....
- 4) Address of the Industry : .....
- 5) Date of Establishment : .....
- 6) Date of Actual Production : .....
- 7) Date of Birth : .....
- 8) Current Age : .....
- 9) Age at the Time of Establishment. : .....
- 10) Marital Status -Married/  
Unmarried. : .....
- 11) Caste/Community (SC/ST/NT/DNT/  
Others/Open) : .....
- 12) Religion : .....
- 13) Role in the Unit-Proprietor/  
Partner/Shareholder : .....
- 14) Education-Illiterate/Middle/  
S.S.C./H.S.C./Graduate/Post  
Graduate/Technical/Professional. : .....
- 15) Training and Previous  
Experience : .....
- 16) Father's Occupation; Agriculture;  
/Caste Occupation/Business,  
Trade or Sales/Profession/  
Service. : .....
- 17) Type of Family;-Single/Joint : .....

- ✓ 18) Size of Family (Total Nos.) : .....
- Earning Members - : .....
- Dependent         - : .....
- 19) Social Participation:-No/Member/  
Office Bearer/Partner. : .....
- 20) Total Family Income (Rs.per month) : .....
- upto 1,000
- 1,000 to 2,000
- 2,000 to 3,000
- 3,000 to 4,000
- 4,000 to 5,000
- Above - 5,000
- ✓ 21) Per Capita Income-(Rs.) : .....
- ✓ 22) Economic Status (Annual)-(Rs.) : .....

✓ (B) Motivating Factors and Forces Information :

- ✓ 23) Which are the motivating factors before starting this unit?
- a) Ambition leading to entrepreneurship
- continuing family business
  - making money
  - securing settlement
  - fulfilling the ambition of self/wife/others
  - gaining social prestige
  - making decent living
  - self employment of children
- b) Compelling reasons leading to entrepreneurship
- unemployment



- dissatisfaction with job
- make use of idle funds
- make use of technical/professional skills
- leisure time activity
- other reasons

c) Factors facilitating entrepreneurship

- success stories of entrepreneurs
- previous associations in the same or other line of activity.
- advice/influence of family members/relatives/friends/others

d) Incentives from Government Agencies

- state subsidy
- central subsidy
- subsidy for project/report preparation
- tax exemptions
- training facilities
- technical guidance
- marketing assistance
- managerial subsidy
- sales tax exemption
- power subsidy
- preference in government purchase
- loan on concessional interest
- rent at lower rate
- others

## e) Preference for entrepreneurial career

- go for entrepreneurial career
- go for different career
- can not say

(C) Organisational Information :

## 24) Type of Organisation -

- a) Proprietary concern
- b) Partnership concern
- c) Co-operative concern
- d) private limited company

## 25) Location of Enterprise -

Which are the factors influencing location of enterprises in the estates?

- a) availability of shed
- b) plot in the estate
- c) market consideration

26) Product manufactured/service provided in your factory/  
by your factory: .....

## 27) Employment

- a) Nos. and types of employees-

Sr.No.	Types	Unskilled	Skilled	Super- visory	Manage- rial.	Total
i)	Manufacturing	-	-	-	-	-
ii)	Administrative	-	-	-	-	-
iii)	Marketing	-	-	-	-	-
iv)	Servicing & others	-	-	-	-	-
Total -		-	-	-	-	-

## b) Classification of men working in the unit

1) Local (Home District) :

ii) Other District :

iii) Other states :

c) Is there worker's Union? - Yes/No

d) If yes, Is the Union affiliated to any political ideology/party? - Yes/No

e) What are your relations with Union? - Satisfactory/  
Unsatisfactory

f) If not satisfactory - reasons:

## 28) Financing :

a) Initial Capital invested -

1) Fixed Rs.....

ii) Working Rs.....

b) Sources of fixed Capital

1) Own Capital -

- through agriculture

- through business/trade

- through employment

- through wife's income

- by sale of land

- by sale of business

- by sale of other property

- other sources

ii) Borrowed capital -

- from government agencies

- from banks
- from friends
- from relatives
- from money lenders

c) Sources of working capital -

- from government agencies
- from banks
- from friends
- from relatives
- from money lenders
- through other source

Q/29) Training and Acquisition of skills

- a) acquired by birth
- b) learnt from parent/elder in family
- c) acquired from earlier business experience
- d) acquired through attending training and development programmes.
- e) by other means

30) Marketing of the product

- a) Which are the main markets for your product during years from 1988-89 to 90-91.

Sr.No	Market	1988-89 (Rs.)	89-90 (Rs.)	90-91 (Rs.)
i)	Local			
ii)	Other district			
iii)	Other state			
iv)	Export			
	Total			

- b) What are your marketing channels? - own selling/  
through intermediaries.
- c) If your selling through intermediaries, which are  
the intermediaries? - Agent/Wholesaler/Retailer
- d) Do you sell for cash or on credit basis or both?  
= for cash/on credit/by both.
- e) Percentage of sales in the above categories in the  
last three years.

SALES	1988-89 (% of sales)	1989-90 (% of sales)	1990-91 (% of sales)
Cash	-	-	-
Credit	-	-	-
Total	-	-	-

- f) Are you satisfied in general with services rendered  
by your intermediaries? - Yes/No.
- g) Do you advertise the product produced in your unit?  
- Yes/No.
- h) If yes, which medias do you use for advertisement?  
- local newspapers  
- radio  
- magazines  
- direct mail  
- television  
- others
- i) What are your mode of transportation of the product?  
- labour  
- bus

- truck/tempo
- bullock-cart
- train
- air
- others

## 31) Growth and Development Information

Information	88-89	89-90	90-91
a) Capital employed (Rs.)	-	-	-
b) Size of employment (Nos.)	-	-	-
c) Production capacity(%)			
Installed	-	-	-
Actual	-	-	-
d) Sales turnover (Rs.)	-	-	-
e) Return on capital employed (%)	-	-	-

32) Is there any plan with you to develop your unit?

(D) Problems

33) What are the procedural problems faced by the entrepreneur?

- lack of motivation
- lack of incentives
- lack of proper information
- lack of co-ordination among various organs/institutions.
- instance on too much of proper work
- other problems



34) What are the problems/difficulties encountered in promoting enterprises?

- registration
- long term finance
- technical know-how
- allotment of plot
- others
- no problem

35) What are the operational problems faced by the entrepreneur?

a) Problems relating to supply of ~~raw~~ raw material -

- national or regional shortage
- overdue payments to suppliers
- high cost
- poor quality
- poor purchase management
- others

b) Technical problems -

- wrong choice of location of the industry  
(location of plant for too distant from raw material, customers)
- improper layout of the plot
- working below installed capacity
- obtaining machinery without spares
- absence of modernisation of product
- lack of technically trained skills
- choice of technology
- others

c) Production problems

- machine break down/poor maintenance
- poor quality of raw materials
- low labour productivity
- power shortage
- delayed supplies from sub centre
- lack of product diversification
- improper planning for the life of product
- others

d) Financial problems

- high inventory
- unproductive expenditure
- lack of finance and working capital
- high interest rate
- delay in getting financial assistance
- too much bad debts/uncollectables
- depletion of resources/withdrawal of funds
- high cost of production
- constant losses over a failure to that extent where there is no generation of internal surplus.

e) Personnel problems

- weak organisational set up
- poor industrial relations resulting in strikes and lock outs disturbances to production schedule
- absenteeism rate is high
- surplus labour

- non availability of skilled labour
- high cost of labour
- others

f) Marketing problems

- competition beyond concerned nations
- recession
- low quality of technical personnel
- irregular deliveries
- poor marketing efforts
- obsolescence of product
- high excise duty/sales tax etc.
- delay in realisation of bills from buyers
- lack of sufficient advertisement
- lack of sales planning and forecasting
- high accumulation of finished goods
- increased cost of finished goods
- increased cost not recovered in selling prices due to faulty costing/undue competition.
- large order booked at fixed prices in an inflationary market
- High material wastage
- others

g) General problems

- lack of management expertise and supervision
- lack of co-ordination of partners/other persons
- inability to maintain proper accounts

- lack of honesty of the partners/others
- price not competitive
- quality not good enough
- packaging not attractive
- absence of infrastructure utilities and services
- uncongenial government policies
- others

36) How do you cope with the above problems?

Sr.	Problems	Answers
1.	Raw material	.....
2.	Technical	.....
3.	Production	.....
4.	Financial	.....
5.	Personnel	.....
6.	Marketing	.....
7.	General	.....

(E) Remedies and Suggestions

37) How are you going to suggest to perform better in the present situation? ; .....

38) What are the avenues open for new entrepreneur considering the local needs, availability of raw materials, markets and other facilities etc.?