Date		
District		
Code		

## **PART I:**

				• • • • • • • • • • • • • • • • • • • •
	• • • • • • • • • • • • • • • • • • • •	• • • • • • • • • • • • • • • • • • • •	•••••	• • • • • • • • • • • • • • • • • • • •
• • • • • • • • • • • • • • • • • • • •	• • • • • • • • • • • • • • • • • • • •	•••••	•••••	• • • • • • • • • • • • • • • • • • • •
Oo you know that t	he State Govern	ment offers tra	ining to entrepi	reneurs through
) Development Progra			8 1	8
) Yes		b) No		
Iave you participate	d in any Entranc	eangurchin Dave	lanmant Pragra	mmes (FDDs)9 DI
) Yes	u in any Entrepr	b) No	iopinem i rogra	mines (EDI s). I i
<b>f YES,</b> can you provi	de the following d	,		
Number of EDPs att				
Offered by which ago	ency:	•••••	•••••	•••••
		OR		
f NO, will you be int	erested to attend s	uch programmes	? Please Tick ( $$	)
•				
	1	1	1	
Not at all Interested  n your opinion, how		↓ Neutral such programm		befinitely Interested  ops for entrepren
				·
n your opinion, hov				·
n your opinion, hov √)	v important are s	such programm	nes and worksho	ops for entrepren
n your opinion, hov	v important are s			·
n your opinion, hov √)	v important are s	such programm  Ventral	es and worksho	Very Important
n your opinion, hov √) Vot at all Important	v important are s	such programm  Veutral  Sy/schemes avail	es and worksho	Very Important
n your opinion, how $\sqrt{}$ Not at all Important are you aware of the ick ( $\sqrt{}$ ) against the sum of the prime Minister Employee and the sum of th	Not Important  following subsidubsidy/schemes yelloyment Generati	such programm  Neutral  ly/schemes avail ou know of:	Important	Very Important
n your opinion, how $\sqrt{}$ Not at all Important are you aware of the sick ( $\sqrt{}$ ) against the su	Not Important  following subsidubsidy/schemes yelloyment Generati	such programm  Neutral  ly/schemes avail ou know of:	Important	Very Important
n your opinion, how $\sqrt{}$ Not at all Important are you aware of the ick ( $\sqrt{}$ ) against the sum of the prime Minister Employee and the sum of th	Not Important  are s  Following subsidubsidy/schemes yelloyment Generatiestment Subsidy	such programm  Neutral  ly/schemes avail ou know of:	Important	Very Important
Not at all Important  Are you aware of the ick ( $$ ) against the sure of the ick ( $$ ) Prime Minister Emply Central Capital Involution (Central Transport S	Not Important  following subsidubsidy/schemes yelloyment Generativestment Subsidy	such programm  Neutral  ly/schemes avail ou know of:	Important	Very Important
n your opinion, how  Not at all Important  Are you aware of the ick (\(\sigma\)) against the su  Prime Minister Emply Central Capital Involution  Central Transport Su  Central Interest Sub	Not Important are selection of the selec	Neutral  y/schemes avail ou know of: ion Programme (	Important	Very Important
n your opinion, how  Not at all Important  Are you aware of the ick (\(\)) against the su  Prime Minister Emply Central Capital Involution  Central Transport S  Central Interest Sub  Central Comprehen	Not Important are set of colors of the color	Neutral  y/schemes avail ou know of: ion Programme (	Important	Very Important
n your opinion, how  Not at all Important  Are you aware of the ick (\(\sigma\)) against the su  Prime Minister Emply Central Capital Involution  Central Transport Su  Central Interest Sub	Not Important are set of colors of the color	Neutral  y/schemes avail ou know of: ion Programme (	Important	Very Important
Not at all Important  Are you aware of the lick ( $$ ) against the sure of the lick ( $$ ) Central Capital Involution (Central Transport Sure of the lick) Central Interest Sure of Central Comprehent (Central Comprehent) Manpower Subsidy	Not Important are selected by the Important subsidy/schemes yelloyment Generativestment Subsidy subsidy sive Insurance School (under State Industrial)	Neutral  New of: ion Programme ( heme strial Policy)	Important	Very Important
n your opinion, how  Not at all Important  Are you aware of the ick (\(\)) against the su  Prime Minister Emply Central Capital Involution  Central Transport S  Central Interest Sub  Central Comprehen	Not Important are selection of the selec	Neutral  Neu	Important	Very Important

PART II – FINANCIAL CONSTRAINTS:

1. The start-up capital was raised through: (Please Rank - Rank 1 signifies highest usage and 4 least usage.)

Srl.	Source of Finance	Rank
No.		
1	Own Fund	
2	Borrowings from Family & Friends	
3	Bank Loan	
4	Others. Pls. specify	

<b>↓</b>	+	<del> </del>	+	<b>—</b>
Very Difficult D	Difficult	Neutral	Easy	Very Easy
Reasons for difficulty:			-	• •
•••••	• • • • • • • • • • • • • • • • • • • •	• • • • • • • • • • • • • • • • • • • •	• • • • • • • • • • • • • • • • • • • •	•••••
•••••	• • • • • • • • • • • • • • • • • • • •			•••••
Is the building of the ur	nit self-owned	or rented?		
If Rented, is the rent pa				
is the tent pa	na by you reas		gn. (1 lease mei	
In what form do you m	aintain the ent	terprises' accour	ts? Please tick	()
a) Computer				
b) Manual				
· · · · · · · · · · · · · · · · · · ·				
Since the date of	actablichment	has your on	tarnrica incur	rad any majar aynandit
Since the date of o				red any major expendit
Since the date of opurchase/construction				red any major expendit
		oned below? Ple		red any major expendit
purchase/construction	of assets menti	oned below? Ple		red any major expendit
purchase/construction of Assets	of assets menti	oned below? Ple		red any major expendit
Assets Land	of assets menti	oned below? Ple		red any major expendit

6. Please indicate how much you agree or disagree with the following statements? Please tick ( $\sqrt{}$ ).

Strongly	Somewhat	Neither Agree	Somewhat	Strongly
Disagree	Disagree	nor Disagree	Agree	Agree
1	2	3	4	5
1	2	3	4	5
1	2	3	4	5
1	2	3	4	5
1	2	3	4	5
1	2	3	4	5
1	2	3	4	5
1	2	3	4	5
1	2	3	4	5
1	2	3	4	5
	Disagree 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	Disagree         Disagree           1         2           1         2           1         2           1         2           1         2           1         2           1         2           1         2           1         2           1         2           1         2	Disagree         Disagree         nor Disagree           1         2         3           1         2         3           1         2         3           1         2         3           1         2         3           1         2         3           1         2         3           1         2         3           1         2         3           1         2         3	Disagree         Disagree         nor Disagree         Agree           1         2         3         4           1         2         3         4           1         2         3         4           1         2         3         4           1         2         3         4           1         2         3         4           1         2         3         4           1         2         3         4           1         2         3         4           1         2         3         4

7. Funds (money) for purchase of assets (example:- land, buildings, machines/equipments, vehicles etc) for the enterprise is available. (Please rate):

	Not at all Willing Not Willing Can't Say Willing Definitely Willing
	Reason for your answer:
).	Have you approached any bank(s) for loan for your enterprise? a) Yes b) No
	Did the bank(s) provide the total amount you applied for?  Loan Repayment:  a) Fully Paid  b) Partly Paid  c) Not Paid
0.	How would you rate the financial stability of your enterprise?
	Very Weak Weak Can't Say Stable Very Stable  Reasons if respondent selects Very Weak & Weak:
DA R'	Γ III – MARKETING PROBLEMS:
	How do you sell your products? Please tick ( $$ ).  a) Directly to customers  b) Indirect – with the help of a middle man (how many)  c) Both
4•	<ul> <li>How do people come to know about your enterprise? Please tick (√).</li> <li>a) Through advertisements in newspapers</li> <li>b) Through references by old customers</li> <li>c) Through references by friends and family</li> <li>d) No advertisement techniques used</li> </ul>

uch you agree or disagree with the following statements? Please tick ( $\sqrt{}$ ).

	Constraints	Strongly Disagree	Somewhat Disagree	Neither Agree nor	Somewhat Agree	Strongly Agree
4.	Do you offer goods on credit to y		0	Disagree	8	8
	al) Yies happy with the quality of product/service I provide	1 b) N		3	4	5
	There is sufficient demand for my product/service	1	2	3	4	5
	My products packaging does not affect its sales					
	I am able to compete with other similar enterprises	1	2	3	4	5
	I can understand customer needs	1	2	3	4	5
	It is easy to fix prices of my products/services	1	2	3	4	5
	The cost of transportation of raw materials/products is reasonable	1	2	3	4	5
	My customers are satisfied with the goods/service I provide	1	2	3	4	5
	Customers do not bargain on the price I charge for my products/services	1	2	3	4	5
	My enterprise is situated at a convenient location	1	2	3	4	5
	Potential customers can easily locate my enterprise	1	2	3	4	5
	Customers who visit my enterprise once often come back for more business	1	2	3	4	5

	No Af	fect I	Minor Affec	t Don't	Know	Mode	erate Affect	Major Affec	t
IV –	PRODUCTIO	ON PR	OBLEMS:						
Wha	at type of raw	-materi	ials/product	ts does your i	ınit requ	iire?			
				••••••	• • • • • • • • • • • • • • • • • • • •	••••••			
Sou	rce of raw-ma	terial: (	(Please Ran	ık. 1 signifies	largest s	source	and 3 least.)		
	Srl. No.	Source	ee			Rank	7		
	1	Local							
	2	1	State (ment	ion the					
		state r	name)						
	3			the country's	name)				
a) Y	s your unit use	Abroa e any m	ad (mention	r equipment' b) No	?	rise?			
a) Y	es your unit use	Abroa e any m	ad (mention	r equipment' b) No	?	rise?	<del>-</del>	<b></b>	
a) Y If Y	es your unit use	Abroa	ad (mention	r equipment' b) No ent needs of th	?		Sufficient	Definitely Sur	fficiently
a) Y If Y  N  Wha one a) N	es your unit use Yes Yes, are they suf	Abroa e any m ficient : eient source (Rank-	nachinery o  for the prese  Not Suffici  of power f  lindicates  b) Co	r equipment b) No ent needs of the ent Can for your ente highest sour	t Say  rprise?	Please		•	ses mor
a) Y If Y  N Wha one a) N e) El	s your unit use es, are they suf Not at all Suffic at is the main power source to Power Neede	Abroate any marginates any marginates and marginate	nachinery o  for the prese  Not Suffici  of power for indicates  b) Co  f) Fire	r equipment b) No ent needs of the ent Can for your ente highest sour al	t Say  crprise?  g) (	Please Oil Others	Rank if you	r enterprise u d) LPG/CNG	ses mo
a) Y If Y  N Wha one a) N e) E  Plea	s your unit use es es, are they suf Not at all Suffic at is the main power source to Power Neede	Abroate any marginates any marginates and marginate	nachinery o  for the prese  Not Suffici  of power for indicates  b) Co  f) Fire	r equipment b) No ent needs of the ent Can for your ente highest sour al	t Say  crprise?  g) (	Please Oil Others follow	Rank if you	r enterprise u d) LPG/CNG	ses mor

Variables	Strongly Disagree	Somewhat Disagree	Neither Agree nor	Somewhat Agree	Strongly Agree
			Disagree		S
Prices of raw-materials/products	1	2	3	4	5
used by my enterprise are reasonable					
Supply of raw materials/goods is adequate	1	2	3	4	5
I am supplied with the exact quantity that I order	1	2	3	4	5
Orders are promptly delivered by the suppliers	1	2	3	4	5
I am satisfied with the credit period offered by the suppliers	1	2	3	4	5
I am satisfied with the quality of raw material/goods that I purchase from suppliers	1	2	3	4	5
Complaints received from customers are solved promptly	1	2	3	4	5
Use of primitive machinery/equipment does not affect production	1	2	3	4	5
Power supply is sufficient through out the year	1	2	3	4	5
Suitable machinery/equipments are easily available in Nagaland	1	2	3	4	5
Machines need to be repaired constantly	1	2	3	4	5
Machine parts are easily available in Nagaland	1	2	3	4	5

•	At present, is there any requirement a) Yes	ent for mac b) No		quipment?		
	If Yes, is there any factor stopping y	-	_			
	a) Yes.	b) No				
	If Yes, pls. specify the reason:	•••••	•••••	•••••	••••••	••••••
	•••••	• • • • • • • • • • • • • • • • • • • •	•••••	• • • • • • • • • • • • • • • • • • • •	•••••	•••••
A D7	VV I ADOUD DDODI EMC. (for sur!)	a a	lahan)			
AKI	V – LABOUR PROBLEMS: (for unit With how many employees did you fi		<u>(1abor)</u>			
	with now many employees and you in	ist begin.				
	Classification   Skilled   Uni	skilled				
	Permanent					
	Temporary					
		_				
	What is the present number of emplo	yees?				
	Classification Skilled Un	skilled				
	Permanent					
	Temporary					
	How many employees are local Naga	vouths?				
	r , r , r , r , r , r , r , r , r , r ,	<b>J</b>				
	Please indicate how much you agree	or disagree	with the follo	wing statements	? Please tick	().
	Variables	Strongly	Somewhat	Neither	Somewhat	Strongly
	, 42-24-24	Disagree	Disagree	Agree nor	Agree	Agree
				Disagree		
	I had no problem in finding	1	2	3	4	5
	employees when I first started my					
	business.					
	Employees are sincere and	1	2	3	4	5
	hardworking			_		_
	Employees are trained and skilled	1	2	3	4	5
	Employees are rarely absent from	1	2	3	4	5
	work	1	2	2	4	
	Employees willingly work overtime when need arise	1	2	3	4	5
	Skilled labour are easily available	1	2	3	4	5
	Unskilled labour are easily	1	2	3	4	5
	available	1	2	3	_	3
	The enterprise does not have	1	2	3	4	5
	problem in retaining labour	-	_			
	Health problems of labour rarely	1	2	3	4	5
	arises					
,	Can you please mention what is the a	verage mon	thly payment	t to your employ	rees?	
	Permanent Employees		Amo	ount		
	Total Salary Paid to all Skilled Perma					
	Total Salary Paid to all Unskilled Per	manent Emp	oloyees			
	<b>Temporary Employees</b>		Ar	nount		
	Total Salary Paid to all Skilled Temp	porary Empl	oyees			
	Total Salary Paid to all Unskilled T	emporary En	nployees	·		

Does your enterprise need more employees?

b)No If Yes, is there any factor stopping you from hiring employees? Please specify the reason

**6.** 

a) Yes

**6.** 

<b>PART</b> 1.	VI – ORGANISAT Name of the Enter						
2.	Year of Establish	ment:		••••••••••••	•••••	••••••••	
3.	Form of the Enter a) Proprietorship	-	Partnership	e) Co-oper	atives	f) Others	
4.	<b>Type of Enterpris</b> a) Micro		Small	c) Medium	L		
5.	Nature of Activity a) Manufacturing		Repairing	c) Services			
PART	VII – GENERAL						
1.	Age Gende Male Female	Marital Single	Status				
2.	Educational Qual a) None d) Under Graduate		Upto HS e) Post Gra	c) HSS duate and Abov	e		
3.	In your opinion, h	ow important is	s education for	an entrepreneu	r? Please T	Tick (√)	
	Least Important	♦ Not Important	↓ Can't Say	<b>↓</b> Important	Very Imp	portant	
4.	Have you had any a) Yes If Yes, how many y Was it in the same	b) i	No	ng your own bu	siness? Ple	ase Tick (√)	
5.	In your opinion, h	ow important is	s prior work exp	perience for an	entreprene	eur? Please Tic	k (√)
	Least Important	↓ Not Important	↓ Can't Say	Important	Very Im	portant	
6.	Can you please m	ention what is tl	ne approximate	monthly expen	diture of y	our enterprise	?
7.	Can you please m	ention what is tl	<u> </u>		-		
8.	Does your enterpra) Yes If Yes, can you me Did you face prob	ntion under whic	b) No		•••••		
	If No, have you ap a) Yes	plied for any?	Ol b) No	R			
	Did you face prob	lems while appl	• 0			•••••	
9.	Are you satisfied valready existing en	with the present	•••••	•••••	•••••		•••••
	Very Dissatisfied	↓ Dissatisfied	Can't Say	↓ Satisfie	d Vei	ry Satisfied	

	Definitely No	↓ No	▼ Not Sure	Yes	Definitely Yes	
<b>1.</b>	How will you rate	the success of yo	ur enterprise?			
	Very Unsuccessful	Unsuccessful	↓ Neutral	Successful	Very Successful	
2.	Do you have any p a) Yes	lans to expand y b) N		the near future	?	
13.	Name of responde	,				••••

**THANK YOU**