

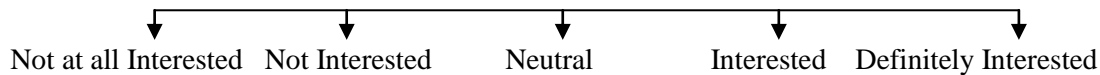
Date			
District			
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**PART I:**

1. **What encouraged you to start your own business?**  
.....  
.....  
.....
2. **Do you know that the State Government offers training to entrepreneurs through Entrepreneurship Development Programmes (EDPs)?**  
a) Yes b) No
3. **Have you participated in any Entrepreneurship Development Programmes (EDPs)? Please Tick (√)**  
a) Yes b) No  
**If YES, can you provide the following details:**  
**Number of EDPs attended:** .....  
**Offered by which agency:**.....

**OR**

**If NO, will you be interested to attend such programmes? Please Tick (√)**



4. **In your opinion, how important are such programmes and workshops for entrepreneurs? Please Tick (√)**  
.....  
.....  
.....

5. **Are you aware of the following subsidy/schemes available for entrepreneurs in Nagaland? Please put a tick (√) against the subsidy/schemes you know of:**

a) Prime Minister Employment Generation Programme (PMEGP)	
b) Central Capital Investment Subsidy	
c) Central Transport Subsidy	
d) Central Interest Subsidy	
e) Central Comprehensive Insurance Scheme	
f) Manpower Subsidy (under State Industrial Policy)	
g) Power Subsidy (under State Industrial Policy)	
h) Drawal of Power Line (under State Industrial Policy)	
i) None	

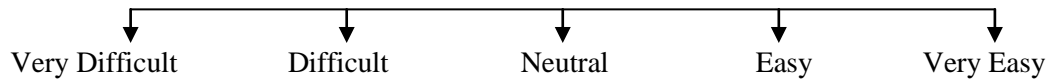
**Source of knowledge or Reason for unawareness:** .....  
.....  
.....

**PART II – FINANCIAL CONSTRAINTS:**

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

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

2. How difficult was it to raise the capital for your business? Please tick (√)



Reasons for difficulty:.....  
 .....  
 .....

3. Is the building of the unit self-owned or rented?.....  
 If Rented, is the rent paid by you reasonable or too high? (Please mention the rent amount)  
 .....

4. In what form do you maintain the enterprises' accounts? Please tick (√)

a) Computer

b) Manual

5. Since the date of establishment has your enterprise incurred any major expenditure on purchase/construction of assets mentioned below? Please tick (√).

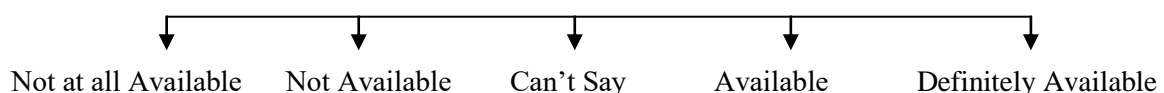
Assets	Source of Finance
Land	
Building	
Vehicle	
Machinery/Equipment	

If Others.Pls. specify .....

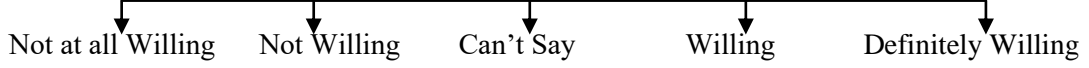
6. Please indicate how much you agree or disagree with the following statements? Please tick (√).

Constraints	Strongly Disagree	Somewhat Disagree	Neither Agree nor Disagree	Somewhat Agree	Strongly Agree
Our enterprise maintains a cash reserve for emergency situations	1	2	3	4	5
Funds (money) needed for daily use by the enterprise is always available	1	2	3	4	5
Customers pay dues on time	1	2	3	4	5
Enterprise books of accounts are maintained in a professional manner	1	2	3	4	5
Bank procedures for availing loans are not long and complex	1	2	3	4	5
Bank interest charges are reasonable	1	2	3	4	5
Banks disburse loans in time	1	2	3	4	5
Our enterprise do not face problem of demands for donations from informal groups	1	2	3	4	5
Government subsidies are provided to genuine entrepreneurs	1	2	3	4	5
Govt. employees in-charge of subsidy schemes are honest and sincere	1	2	3	4	5

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



8. In your opinion, do you think banks in Nagaland are willing to provide loans (whether in large or small amount) to entrepreneurs?



Reason for your answer: .....

.....

.....

9. Have you approached any bank(s) for loan for your enterprise?

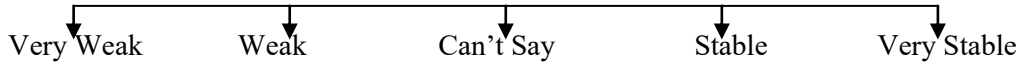
- a) Yes
- b) No

Did the bank(s) provide the total amount you applied for? .....

Loan Repayment:

- a) Fully Paid
- b) Partly Paid
- c) Not Paid

10. How would you rate the financial stability of your enterprise?



Reasons if respondent selects Very Weak & Weak: .....

.....

.....

**PART III – MARKETING PROBLEMS:**

1. 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

2. How do people come to know about your enterprise? Please tick (✓).

- a) Through advertisements in newspapers
- b) Through references by old customers
- c) Through references by friends and family
- d) No advertisement techniques used
- e) If others, pls. specify .....

3. Please indicate how much you agree or disagree with the following statements? Please tick (✓).

Constraints	Strongly Disagree	Somewhat Disagree	Neither Agree nor Disagree	Somewhat Agree	Strongly Agree
4. Do you offer goods on credit to your customers?					
a) Yes happy with the quality of product/service I provide	1	2	3	4	5
b) No					
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





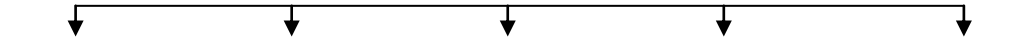
**PART VI – ORGANISATIONAL PROFILE:**


1. **Name of the Enterprise and Address:**  
.....
2. **Year of Establishment:** .....
3. **Form of the Enterprise:**  
a) Proprietorship                      b) Partnership                      e) Co-operatives                      f) Others
4. **Type of Enterprise:**  
a) Micro                                      b) Small                                      c) Medium
5. **Nature of Activity:**  
a) Manufacturing                      b) Repairing                      c) Services

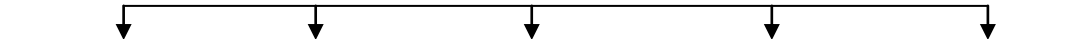
**PART VII – GENERAL**

1.

Age	Gender	Marital Status	
	Male	Married	
	Female	Single	

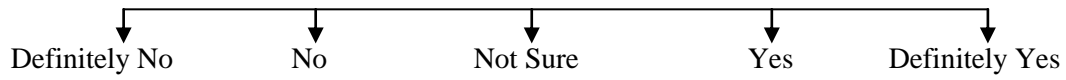
2. **Educational Qualification:**  
a) None                                      b) Upto HS                                      c) HSS  
d) Under Graduate                      e) Post Graduate and Above
  3. **In your opinion, how important is education for an entrepreneur? Please Tick (√)**  


Least Important    Not Important    Can't Say    Important    Very Important
  4. **Have you had any work experience before starting your own business? Please Tick (√)**  
a) Yes                                      b) No  
**If Yes**, how many years? .....
  5. **In your opinion, how important is prior work experience for an entrepreneur? Please Tick (√)**  


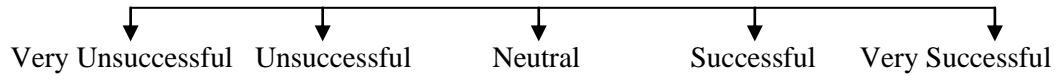
Least Important    Not Important    Can't Say    Important    Very Important
  6. **Can you please mention what is the approximate monthly expenditure of your enterprise?**  
.....
  7. **Can you please mention what is the average monthly sales of your enterprise?**  
.....
  8. **Does your enterprise receive any kind of assistance from the Government?**  
a) Yes                                      b) No  
**If Yes**, can you mention under which scheme: .....  
**Did you face problems while applying for it?** .....
- OR**
- If No**, have you applied for any?  
a) Yes                                      b) No
- Did you face problems while applying for these benefits?**  
.....  
.....
9. **Are you satisfied with the present facilities/programmes that the Govt. is providing for upcoming and already existing enterprises?**  


Very Dissatisfied    Dissatisfied    Can't Say    Satisfied    Very Satisfied

10. **Given a better job opportunity, are you willing to quit/give up your business?**



11. **How will you rate the success of your enterprise?**



12. **Do you have any plans to expand your business in the near future?**

- a) Yes
- b) No

13. **Name of respondent:**.....

**THANK YOU**