

file TSARNIQ revised schedule 3/94

THE BUSINESS ECONOMY OF ARNI 1973-4 TO 1993-4

sl no.....	1.TYPE OF FIRM
date.....	1.1. kind of firm
time.....	1.2. goods/services
rapport.....	1.3 seasonality reasons
interviewer(s).....	

1.4. fixed / mobile location

1.5. organisation of ownership

1.6. role of respondent in firm

2. HISTORY

2.1. date of start / date resp joined firm full time

2.2. starting capital

2.3. origin of starting capital

2.4. reasons for firm

2.5. no in Arni then

2.6. no now

2.7. no firms gone out of business in last 10 yrs

2.8. Business history inc tech ch and partitioning

2.9. respondent's occupations before this firm

2.10. where and how long did it take to acquire:
information/ skills/ contacts

money

reputation/goodwill

other

Help and Hindrance

2.11. family help at start

2.12 caste help

2.13. neighbourhood/locality help

2.14. gender in this type of business

2.15. obtaining site - how and why

2.16. land lord help or hindrance

2.17 big firms help or hindrance

2.18. turnover at start
(per period)

2.19. turnover now busy	period busy
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slack

period slack

3.12. places for price information

- Costs of raw materials/ equt nec for service
if borne:

- ## TRADING COSTS

• • • • •

• • • • •

yard etc.....c.u.

.....

max period

SALES DETAILS

3.17 NON MARKET EXCHANGE

3.18 SALES COSTS goods

commissions

av trspt

l/unl

travel for tdg/inspectn

travel for info

SALES

3.19 forms of sales

inc by products

quantities last year/ av day

3.20 kind of purchasers/clients

estd nos regular %

3.21 destinations

estd propns

- within Arni

- Local Villages

- Other Taluk HQ/imp towns

within TS dt

- Villages in Ambedkar District

- Towns in Ambedkar dt

Madras

- Cbe/ big towns in TN

- Out of state urban

- Out of state rural

3.22. varieties of types of sales contract

types:

forms of price fixing

advance

cash

delayed payment (days)

3.23. which written

which verbal

3.24. reasons for these contracts:

for respondent

for supplier

3.25. conditions for free choice by respondent

3.26. are contracts fixed by habit

3.27. does supplier have monopoly

3.28. are there interlinkages/obligns on other markets

3.29. seasonal changes in contractual combinations

3.30. places for price info

3.31 activity combinations: P / B /S / BR / TR /ST / PC /

FP / FTR / service

4. UNCERTAINTY

4.1. which types play a role in your firm?

(Prompt: supplies (seasonality/qual/qty/ adulteration)//
demand// physical losses// weather// accident (fire)//
tricks with w and m// crime// corruption)

4.2. business protection

4.3. history of losses (reasons and Rs)

4.4. history of disputes (within firm/ buying or selling)

4.5. mechanisms of resolution

5. PROFITS / NET INCOME

5.1. Changes over last 5 years/ profit at start

5.2. Seasonality

5.3. Min net profit/ below which no sale/ per day

5.4. Av net profit (per unit...../ day / week/ month /
yr)

5.5. Max net profit (per unit...../ day / week / month /
yr)

<u>5.6. per day</u>	<u>per year</u>	
under Rs 20	under Rs 6,000	50-1,00,000
20-50	6,000-10,000	1-3,00,000
50-100	10,000-20,000	3 -6,00,000
100-200	20,000 -50,000	6-10,00,000
		above

6. LABOUR

6.1. working hours for the firm

6.2. no of shifts and duration - busy

6.3. ditto -slack

FAMILY LABOUR

6.4. no of family members in firm

6.5. jobs

6.6. GENDER role of women in the firm (dowry/ food/ benami
name/ mgr/clerk/ small td/ labour force/ other specify)

6.7 REGULARLY PAID LABOUR

no of people paid on regular basis (weekly/ monthly)

6.8. employment details

job type no cash pay/wk/m perks yrs worked caste locn Ld

6.9. organisation and negotiation

AGENTS

6.10. no of regular agents on piece rates/ commissions

6.11. commissions

6.12. max wkg K lent to given agent

6.13. av monthly earnings by agents

CASUAL LABOUR (for silk: weaving labour)

6.14. Busiest season: 6.15 Slackest season

max no men

max no women

max no children <16

6.16. Average conditions

a) job males pay perks loans/ interlocked cont

contd castes recruitt locn other occns land

b) job females pay perks loans/ interlocked cont

contd castes recruitt locn other occns land

6.17. orgn for bargaining and negotiation

a) males/ d.o.s./ orgn / issues

b) females /d.o.s. / orgn / issues

7. MONEY

7.1. relatively big loans taken	/7.2 last year's lgst loan
< last 10 years	date
date	/
qty	/
purpose	/
source	/
collat	/
IR	/
t and c	/
payback period	/
/propn now repaid	

7.3. failure ever to get loan?

7.4. Natd bk/govt av size loan

7.5. largest total debt ever

7.6. biggest loans given	/7.7. last yr's lgst loan given
in last 10 years	date
date	/
season	/
purpose	/
source	/
locn	/
collat	/
t and c	/
IR	/
propn repaid	/

7.8. season and qty surplus funds which cd be lent

ESTIMATED PRESENT VALUE OF FIRM

7.9. p.v. if sold (assets/stock/wkg K/ loans out)

7.10. rel impntce in portfolio

INVESTMENTS

7.11. CONTRIBUTION OF BUSINESS TO LOCAL ECONOMY

divsn	other business
land u/r	property u/r
vehicles	finance
stocks and shares	dowry
education	jewellery
hi-tech consn	bank savings
tourism	other

7 12. pv of family's whole portfolio

7.13. ownership of portfolio

7.14. lottery

8. RELATIONSHIP BETWEEN AGRICULTURE AND ARNI'S BUSINESS ECONOMY

8.1. land wet dry garden (acres)

8.2. tenure

8.3. labour
contracts
wages

8.4. acres purchased
acres sold

8.5. tractors
pumpsets
lorries

8.6. importance of ag in family income

9. FAMILY DETAILS

9.1 Respondent:

age educn
caste

form of family family size

9.2 Other members:

no adults m ages educ occn f ages educ occn

no children m ages educ occn f ages educ occn

9.3.sondakaran's occns

9.4 Locations/Migration

sonda ur
locn of hh
date of mign

10. PARTICIPATION

10.1. groups/assocns

(religious/caste/ sports/ social/ educn/health/ commod/ gen
business/ co-op/ local govt/ pol pty/ cultural)

10.2.DETAILS OF ASSOCIATIONS

A) NAME OF ASSOCH

d.o.s.

no members

purposes of instn (rep trade against govt/ set rules for
trade/ enforce rules/ org security/ circ info/ w and m/ deter
undesirables/ org insurance/ legal costs/ phil/ other)

changes

B) NAME OF ASSOCH

d.o.s.

no members

subscription

purposes of instn (rep trade against govt/ set rules for
trade/ enforce rules/ org security/ circ info/ w and m/ deter
undesirables/ org insurance/ legal costs/ phil/ other)

changes

10.3. contact with govt. (regn/ taxn/ loans/ inspection/
civic services/ other)

10.4. imptnt problems with govt.

10.5. funding of parties

Location within Arni and Participation

10.6.locn within Arni and advantages

10.7. Arni's market power

10.8 co-opn with other firms

10.9 competn with other firms

ADDITIONAL COMMENTS

CIVIC SERVICES

to be separately canvassed to 10-15 people wealthy / poor/
living in various parts of Arni

for shop/vicinity of shop...../ own house
region of town.....
family size.....no adultsno children.....
av monthly income.....

MEANS of access

(govt provision/ mkt / co-ops/NGos/ hh/ other) and
MONTHLY COST of access (Rs) of:

housing	/
elec	/
health	/
educ	/
water	/
rice	/
drains/waste water	/
sewage/waste organic matter	/
garbage/ waste inorganic matter	/
public hygiene/ clng sweeping	/
road lighting	/
transport	/
recreation	/
security/ guarding	/

Problems of access

Disputes over access and resolution

end/thanks

COMMENTS ON THE TRAINING EXPERIENCE

This time for the first time ever, the schedule has to be capable of routinisation and of subcontracting to Srinivasan, Nagaraj and Janakarajan. Previous styles which were flexible and conversational (involving learning the schedule by heart; pasting cues on notebook pages or appending cues to the front of each exercise book) were initially rejected in favour of a questionnaire. Questionnaire inflexible and cumbersome. Order of draft questionnaire not always optimal and certain questions unaskable in the context of a one-off interview.

Fully 4 days spent in training, piloting and revising questions. Day in talking about questions and sorting out language. Day in piloting. Day in revising schedules and frankly discussing language problems leading to-- Day in discussing academic/theoretical reasons for questions, patter, introductions.

Another day (no 5) will be necessary to redraft the schedule and write a booklet of instructions.

draft schedule tested and now displaced march 94

sl no.....
date.....
time.....
rapport.....
interviewer(s).....

1. TYPE OF FIRM

1.1. goods/services
1.2. kind of firm
1.3. seasonality
1.4. fixed location(s) / mobile
1.5. activity combinations: P / B / S / BR / TR / ST / PC /
FP / FTR / service

1.6. organisation
1.7. role of respondent

2. HISTORY

2.1. date of start
2.2. starting capital
2.3. origin of starting capital

2.4. reasons for firm
2.5. no in Arni then
2.6. no now
2.7. no firms gone out of business in last 10 yrs
2.8. occupations before this firm

2.9. learning time needed

2.10. where and how
information
skills
contacts
access to supplies
money
reputation
other
2.11. family help at start
2.12 caste help
2.13. neighbourhood/locality help
2.14. gender in this type of business
2.15. obtaining site
2.16. llord pressure to move site

2.19. big firms help or hindrance
2.20. turnover at start
(per period)

2.21. turnover now busy	period busy
slack	period slack

reasons for seasonality

3. ACCOUNTS AND FLOWS OF GOODS AND SERVICES PURCHASES

- 3.1. kind of suppliers estd nos
- 3.2. origins estd qties estd propns

within Arni

Local Villages

Taluk HQ/imp towns
within TS dt

Towns in Ambedkar dt

Madras

Cbe/ big towns in TN

Out of state urban

Out of state rural

- 3.3. varieties of types of purchase contract
names

(rank in order of importance)
history of combinations

- 3.4. which written which verbal
- 3.5. reasons for these contracts being good: for respondent
for supplier
- 3.6. free choice
- 3.7. fixed by habit
- 3.8. force
- 3.9. interlinkages
- 3.10. seasonality
- 3.11 price variation acc to contracts
- 3.12. places for price information

3.13 PURCHASE COSTS goods

commissions

av trspt

l/unl

travel for tdg/inspectn

travel for info

TRADING

3.14 Ests of costs (per wk/ m / yr etc) of tdg or
providing service

shop rent

rental contract

lump sum deposit

date

market value of shop if owned

neighbourhood ownership of rental premises

cost of licences (municregd mkt.....sales
tax..... other.....

postage

telehpne

tegram or fax

spl deliveries

info bull/newspaper

hospitality

elec

diesel

string

packaging

gunnies

wkg capital

interest on loans

other equt

.....

.....

3.15. Estimates of costs of storage and processing/
production

av. c.o.p (inc Lb)

capacity of machinery.....C.u.

.....C.u.

.....C.u.

av. storage costs (rent for av qty for av period)

3.16. storage capac

expansion

3.17. max stored

max period

3.18. min stored

min period

3.19. kind of purchasers/clients	estd nos
1. Govt	1
2. Semi Govt	1
3. Private	1
4. Foreign	1
5. Others	1

within Arni

within TS dt

Out of state rural

history of combinations

3.24. free choice

3.26 force

commissions

av trspt	1/unl	
travel for tdg/inspectn		travel for info

4. UNCERTAINTY

4.1. types

supplies (seasonality/qual/qty/ adulteration)

suppliers (screening)

demand

physical losses

weather

accident (fire)

misunderstanding/tricks with w and m

crime

theft

corruption

4.2. business protection

4.3. history of losses

4.4. loss last year

4.5. frequency of disputes: buying

4.6. mechanism of resolution

4.7. disputes within the firm frequency.....
mechanisms.....

4.8. frequency of disputes : selling

4.9. mechanism of resolution

4.10 circs of co-operation

5. PROFITS

5.1. Changes over last 5 years

5.2. Seasonality

5.3. Min net profit/ below which no sale/ per day

5.4. Av net profit (per unit...../ day / week/ month / yr)

5.5. Max net profit (per unit...../ day / week / month /

yr)

6. LABOUR

- 6.1. working hours for the firm
- 6.2. no of shofts and duration - busy
- 6.3. ditto -slack

FAMILY LABOUR

- 6.4. no of family members in firm

- 6.5. jobs

role of women

REGULARLY PAID LABOUR

- 6.6. no of people paid on regular basis (weekly/ monthly)

- 6.7.

job type	cash pay/wk/m	perks	yrs worked	caste	locn	Ld
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- 6.8. orgstn and negotiation

AGENTS

- 6.9. no of agents on piece rates/ commissions
- 6.10. commissions
- 6.11. max wkg K lent to given agent
- 6.12. av monthly earnings by agents

max
min

CASUAL LABOUR

6.13.

Busiest season:

max no men

max no women

max no children <16

6.14.

Slackest season

min no men

min no women

min no <16

6.15.

Average conditions

job males pay perks loans/ interlocked cont

contd castes recruitt locn other occns land

6.24. orgn for bargaining and negotiation

males/ d.o.s./ orgn / issues

females /d.o.s. / orgn / issues

7. MONEY

7.1. loans for start-up: qty/origin

7.2. relatively big loans taken < 10 yrs:

qty

purpose

source

date

IR

payback period

7.3. p.v. if sold (assets/stock/wkg K/ loans out)

7.4. rel impntnce in portfolio

7.5. last year biggest loan taken

season

purpose

source

locn

collat

IR

propn repaid

7.6. failure ever to get loan?

7.7. Natd bk/govt av size loan

7.8. largest total debt ever

7.9. last year's largest loan given

season

purpose

destination

locn

collat

IR

t and c

propn repaid

7.10. season and qty surplus funds which cd be lent

7.11. largest total credit given out ever

INVESTMENTS

7.12. contribution of business to local economy

divsn

other business

land u/r

property u/r

vehicles

finance

stocks and shares

education

dowry

hi-tech consn

jewellery

tourism

bank savings

other

7.13. pv of family's whole portfolio

7.14. ownership of portfolio

7.15. lottery

8. CHANGE
8.1. orgn
8.2. qty gods/services
8.3. range
8.4. family lab
8.5. wage lab
8.6. technology
8.7. source
8.8. destinations
8.9. seller
buyers
8.10. types of contract
8.11. risks
8.12. site

9. RELATIONSHIP BETWEEN AGRICULTURE AND ARNI'S BUSINESS ECONOMY

9.1. land wet dry garden
 tenure
 acres purchased
 acres sold
9.5. tractors
 pumpsets
 lorries

labour
contracts
wages

9.6. importance of ag in family income

10. FAMILY DETAILS

age of respondent:

educn

caste

form of family

family size

no adults m educ occn f educ occn

no children m educ occn f educ occn

sondakaran occns
sonda ur

locn of hh

11. PARTICIPATION

11.1. groups/assocns

(religious/caste/ sports/ social/ educn/health/ commod/ gen
business/ co-op/ local govt/ pol pty/ cultural)

11.2. office holder: instn

d.o.s.

no members

purposes of instn (rep trade against govt/ set rules for
trade/ enforce rules/ org security/ circ info/ w and m/ deter
undesirables/ org insurance/ legal costs/ phil/ other)

changes

11.3. contact with govt. (regn/ taxn/ loans/ inspection/
civic services/ other)

11.4. imptnt problems with govt.

11.5. funding of parties

11.6. locn within Arni and advantages

co-opn with other firms

11.7. Arni's market power ?

competn with other firms

12. CIVIC SERVICES

12.1. means of access to:

govt provision/ mkt / co-ops/NGos/ hh/ other:cost/m
housing

elec

health

educ

water

rice

drains/waste water

sewage/waste organic matter

garbage/ waste inorganic matter

public hygiene/ clng sweeping

road lighting

transport

recreation

security/ guarding

12.3. Problems of access

12.4. Disputes over Access and resolution

13. GENERAL

13.1. Info about local events

13.2. Taxes: (commercial/income/ house/ prof/ land rev etc)

13.3. Other comments about Arni's development

