



भारत सरकार  
विज्ञान और प्रौद्योगिकी मंत्रालय  
विज्ञान और प्रौद्योगिकी विभाग  
GOVERNMENT OF INDIA  
MINISTRY OF SCIENCE & TECHNOLOGY  
DEPARTMENT OF SCIENCE & TECHNOLOGY

Study Conducted by:



NATIONAL FOUNDATION  
OF INDIAN ENGINEERS

## STUDY TO ASSESS IMPACT OF FOREIGN COLLABORATIONS ON INDIAN AUTOMOTIVE SECTOR IN THE LIBERALIZED ERA

2008-09

# QUESTIONNAIRE

Study Sponsored by:

GOVERNMENT OF INDIA  
DEPARTMENT OF SCIENCE & TECHNOLOGY  
NATIONAL SCIENCE & TECHNOLOGY MANAGEMENT  
INFORMATION SYSTEM (NSTMIS) DIVISION  
NEW DELHI – 110016 (INDIA)

The completed Questionnaire should be returned to:



Prof. Dr. P.K. Gupta  
Project Investigator & Secretary General  
National Foundation of Indian Engineers (NAFEN)  
Shanti Chambers, 11/6B, Pusa Road  
New Delhi-110 005 (INDIA)  
Phone: +91-11- 2585 3104/ 4212/ 0446, 25815186  
Fax: +91-11- 25789399  
E-mail: [nafenindia@nafenindia.com](mailto:nafenindia@nafenindia.com) or [cstnafen@eth.net](mailto:cstnafen@eth.net)  
Web: [www.nafenindia.com](http://www.nafenindia.com)

**Please read the instructions before filling the questionnaire**

1. Please fill complete information for the items applicable to your organization.  
IN CASE EXACT DATA ARE NOT AVAILABLE, USE ESTIMATES.
2. Please stick to the units in which figures are asked i.e. Rs. Crores should be given in Rs. Crores only and not in Rs. Thousands.
3. Please attach extra sheets wherever required.
4. In case of more than one foreign collaboration, please fill this questionnaire separately for each foreign collaboration. Photocopies of **Section –II** can be used or please download questionnaire from our web site  
**[www.nafenindia.com](http://www.nafenindia.com)**
5. No inter organization comparisons will be carried out. Analysis will be carried on the overall basis sector wise.

# QUESTIONNAIRE

## SECTION -I

1.	Name of the Organization _____																
2.	Name of the Respondent _____																
3.	Designation of the Respondent _____																
4.	Communication Address _____																
	<table border="1"><tr><td>City</td><td></td><td>Pin Code</td><td></td></tr><tr><td>State</td><td></td><td>Phone</td><td></td></tr><tr><td>Mobile</td><td></td><td>Fax</td><td></td></tr><tr><td>E-mail</td><td></td><td>Website</td><td></td></tr></table>	City		Pin Code		State		Phone		Mobile		Fax		E-mail		Website	
City		Pin Code															
State		Phone															
Mobile		Fax															
E-mail		Website															
5.	(a) Year of the establishment of the organization <input type="text"/>																
	(b) Size of the organization <input type="checkbox"/> Large <input type="checkbox"/> Medium <input type="checkbox"/> Small																
6.	(a) Item(s) Manufactured: _____																
	(b) Conformity to Standards <input type="checkbox"/> ISO <input type="checkbox"/> BIS																
	<input type="checkbox"/> Any Other (Please specify): _____																
7.	(a) Have you signed any foreign collaboration? <input type="checkbox"/> Yes <input type="checkbox"/> No																
	(b) <b>If Yes</b> , have you implemented the foreign collaboration <input type="checkbox"/> Yes <input type="checkbox"/> No																
	<b>If No</b> , then please (tick mark <input checked="" type="checkbox"/> the reason (s) for non implementation <b>[Multiple Options]</b>																
	<input type="checkbox"/> Technical <input type="checkbox"/> Managerial <input type="checkbox"/> Procedural <input type="checkbox"/> Financial																
	<input type="checkbox"/> Any other (please specify): _____																
<b>In case, answer to question No. 7a or 7b above is No, please return the questionnaire to the project investigator at the following address:</b>																	
Prof. Dr. P.K. Gupta, Secretary General National Foundation of Indian Engineers (NAFEN) Shanti Chambers, 11/6B, Pusa Road New Delhi-110 005 (INDIA)																	
<b>Note:</b>	1) In case answers to question No. 7a & 7b above is <b>YES</b> , please fill in the information in <b>SECTION-II</b> on the next pages.																
	2) In case of more than one foreign collaboration, please fill <b>SECTION-II</b> separately for each foreign collaboration. Photocopies of the questionnaire may please be used or please download from our web site <a href="http://www.nafenindia.com">www.nafenindia.com</a>																

**SECTION –II**

**(To be filled in by the respondents having answered YES to question No. 7a & 7b in Section-I)**

**[A] TECHNICAL**

8. (a) Name of the foreign collaborator and country: (In case of more than one collaboration, please use separate forms for this **Section-II**)

- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_

(b) Items of manufacture under the collaboration agreement

- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_

9. (a) Year of signing of the Foreign Collaboration Agreement

(b) Duration of Collaboration (Years)

10. Year of implementation of the Foreign Collaboration Agreement

11. Type of foreign collaboration (tick mark ) **[Multiple Options]**

Joint Venture

(A) Equity Participation in %

(B) Payments under the Agreement

➤ Lump sum in Rs. Million

➤ Royalty (%)

Technological

Marketing Tie-up

Management Participation

Training

R&D

Supply of Capital Equipment

Buy Back Arrangement for Foreign Markets

Any other type of collaboration, not covered above (please specify) \_\_\_\_\_

\_\_\_\_\_

12. Reasons for Collaboration (tick mark ) **[Multiple Options]**

Technical  Human Resource Development  
 Brand Building  Financial

**R&D** **Market Development**

New Product Development  For Domestic  
 New Process Development  For Global

Any other reason for collaboration not covered above (Please specify) \_\_\_\_\_

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13. Is the collaboration agreement still valid?  Yes, **if Yes** valid up to year   
 No, **if No**, year of expiry

14. Benefits of Output Generated from the collaboration. Please (tick mark ) the appropriate Box(es) against each item **[Multiple Options]**

New Products Development  New Processes Development  
 Cost Reduction  Improvement in Existing Products  
 For further R&D (Up-scaling)  Improvement in Existing Processes  
 Improvements in Quality Standards  Indigenization of Capital Equipment  
 Improvement in Human Resources  Enhancement in Productivity  
 Starting a Novel Project  Environment impact like introduction of Green Technologies  
 Patents  Improvements in Emission Norms  
 Any other (Please Specify) \_\_\_\_\_

15. Does your organization have separate R&D Division?  Yes  No  
**if Yes**, please give year of establishment of the division

16. Patents out of collaboration **(Nos.)**

Applied   
 Granted

(In both the cases give title of Patents) **(Please attach list.)**

17. Manpower employed in the organization **(Numbers)**

	Before the collaboration		After the collaboration	
	Indian	Foreign	Indian	Foreign
a) Total technical manpower in the organization				
b) R&D manpower in the organization included in (a) above				

**[B] FINANCIAL HEALTH**18. Impact on financial results of the organization due to foreign collaboration: **(Figure in Rs. Crs.)**

(Please indicate years) →	At the time of foreign collaboration	After foreign collaboration	Last 2 Years	
			2006-2007	2007-2008
a) Domestic Turnover				
b) Export Turnover				
c) Gross Turnover <b>(a+b)</b>				
d) Imports				
e) Amount spent on R&D				
f) Net foreign exchange out flow (+) / inflow (-)				
g) Increase (+)/ decrease (-) in Profitability				
h) EBDIT (Earning Before Depreciation, Interest & Taxes)				
i) ROCE (%) (Return on Capital Employed)				

19. Imported Capital Equipment **(Figure in Rs. Crs.)**

(Please indicate years) →	At the time of foreign collaboration	As part of the foreign collaboration agreement
	Value of Total Imported Capital Equipment	

20. Whether the organization has indigenized any capital equipment in-house with the help of foreign collaboration. **If Yes**, please give details as follow :-

S.No	Name of the capital equipment indigenized	Quantity [Nos.]	Value [in Rs. Crs.]
1.			
2.			
3.			
4.			
5.			
6.			
7.			
8.			
9.			
10.			

**[C] GENERAL**

21. As a result of foreign collaboration has your organization established any National / International linkages :-  Yes  No

**if Yes, please indicate type of linkage with other organization? [Multiple Options]**  
 [Please tick mark  and give name the organization]

Type of Linkages	Indian	International	Name of the organization
Government	<input type="checkbox"/>	<input type="checkbox"/>	• •
Public Sector	<input type="checkbox"/>	<input type="checkbox"/>	• •
Private Sector	<input type="checkbox"/>	<input type="checkbox"/>	• •
Academic Institutes	<input type="checkbox"/>	<input type="checkbox"/>	• •
Non Governmental Organization (NGO)	<input type="checkbox"/>	<input type="checkbox"/>	• •
R&D Laboratory	<input type="checkbox"/>	<input type="checkbox"/>	• •
Any other (Pl. Specify)	<input type="checkbox"/>	<input type="checkbox"/>	• •

22. On successful completion of the foreign collaboration have you been able to transfer technology to other countries :-  Yes  No

**if Yes, please give name of the organization and country of export:-**

Name of the Organization	Country
•	
•	
•	
•	
•	

23. Did the foreign collaboration result in :-

- Change in ownership pattern  Yes  No
- Any Merger with any other organization  Yes  No
- Any acquisition  Yes  No

if answer is **Yes** to any of the above, please give details

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<b>24.</b>	Did the Foreign Collaboration result in :-		
	a) Extension of the Foreign Collaboration	<input type="checkbox"/>	Yes <input type="checkbox"/> No
	if Yes, please give reasons _____		
	_____		
	b) Premature termination of the Foreign Collaboration	<input type="checkbox"/>	Yes <input type="checkbox"/> No
	if Yes, please give reasons _____		
	_____		
	_____		
<b>25.</b>	Is the present environment conducive to Foreign Collaboration	<input type="checkbox"/>	Yes <input type="checkbox"/> No
	if No, please give reasons _____		
	_____		
	Any suggestions you would like to give to make it more conducive :- _____		
	_____		
	_____		
<b>26.</b>	What in your opinion is the overall impact of Foreign Collaboration on your organization :-		
	_____		
	_____		
	_____		
<b>27.</b>	Any other information you may like to give :-		
	_____		
	_____		
	_____		
Place:	Signature of the Respondent		
Date:			

Please return the filled in questionnaire to the project investigator at the following address:



**Prof. (Dr.) P.K. Gupta,**  
Project Investigator & Secretary General  
**National Foundation of Indian Engineers (NAFEN)**  
Shanti Chambers, 11/6B, Pusa Road  
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