

## **Introduction to the Questionnaire for the Nationwide Study to Understand the Foundation Level Factors that affect Competitiveness Mindset**

Within the BRICS countries, India had the lowest per capita export at \$198. The next higher per capita country is Brazil at \$914. If India's per capita export could reach half that of Brazil, it would result in creation of 35 million jobs in a job starved country.

### **How do we make ourselves globally competitive?**

Whereas infrastructure strengthening and regulatory reforms play important role in making us competitive, having a competitive mindset is equally important.

### **Competitiveness Mindset:**

By competitiveness mindset, we mean the personality traits and cultural attributes of the society in general that determine the competitiveness of a nation.

### **Competitiveness Mindset Study:**

A major nationwide study was recently completed under the aegis of IIT Gandhinagar that sought to identify factors that can boost India's GDP and job creation by looking at the attributes that affect Indians' competitiveness mindset.

Survey questionnaire follows.

## Set 1. Key factors relevant to Competitiveness Mindset

Please give a score from 1 to 5 to the issues listed below -1 being of no importance and 5 being extraordinarily high in importance to achieving a competitiveness mindset.

Please give a score of 1 if the issue is of no importance and 5 if it is of very high importance.

| Attribute  | 1 | 2 | 3 | 4 | 5 |
|--|---|---|---|---|---|
| Innovativeness   |   |   |   |   |   |
| Respect for law  |   |   |   |   |   |
| Superior Technical Knowledge and Capability  |   |   |   |   |   |
| Education  |   |   |   |   |   |
| Empowering and building confidence among youth   |   |   |   |   |   |
| Taking initiative  |   |   |   |   |   |
| Research capabilities  |   |   |   |   |   |
| Conscientiousness: (meaning doing your job well whether someone is watching over you or not)   |   |   |   |   |   |
| Transparency (Openness in communication all the time, or sharing information without hiding or misleading, in an organization)                                     |   |   |   |   |   |
| Level of trust among peers (Being truthful to co-workers or colleagues all the time, so they believe your words)   |   |   |   |   |   |
| Level of Trust between administrative levels e.g. managers and subordinates (Being truthful to superiors and subordinates all the time so they believe your words) |   |   |   |   |   |
| Problem solving skills   |   |   |   |   |   |
| Independent thinking skills  |   |   |   |   |   |
| Proficiency in English   |   |   |   |   |   |
| Proficiency in Native Language   |   |   |   |   |   |
| Hard work  |   |   |   |   |   |
| A global outlook (Looking at things in the context of international market not just local or domestic one)   |   |   |   |   |   |
| Creative thinking  |   |   |   |   |   |
| A high sense of responsibility at all levels   |   |   |   |   |   |
| Perseverance (Not giving up. Continuing to pursue something despite difficulty or delay in achieving success)  |   |   |   |   |   |
| Freedom of Self-expression   |   |   |   |   |   |

## Questionnaire

|   |  |  |  |  |  |
|---|--|--|--|--|--|
| Obedience (Following instructions or rules regarding work from seniors or the organization, faithfully) |  |  |  |  |  |
| Team Player   |  |  |  |  |  |
| Attention to Details  |  |  |  |  |  |
| <b>Any other factor: Please state your answer: _____</b>  |  |  |  |  |  |

### **Set 2. Position of Indian Society**

In this set, we would like to know your opinion as to the position of Indian Society in general on the factors below. Please give a score from 1-5. One for where Indian society has a low standing and 5 for where it has a very high standing.

Once again, we will appreciate your frank opinion. We want to assure you that all the answers will be kept totally anonymous.

Please give a score of 1 for low standing and 5 of very high standing for the following:

| Attribute  | 1 | 2 | 3 | 4 | 5 |
|--|---|---|---|---|---|
| Innovativeness   |   |   |   |   |   |
| Respect for law  |   |   |   |   |   |
| Superior Technical Knowledge and Capability  |   |   |   |   |   |
| Education  |   |   |   |   |   |
| Empowering and building confidence among youth   |   |   |   |   |   |
| Taking initiative  |   |   |   |   |   |
| Research capabilities  |   |   |   |   |   |
| Conscientiousness: (meaning doing your job well whether someone is watching over you or not)   |   |   |   |   |   |
| Transparency (Openness in communication all the time, or sharing information without hiding or misleading, in an organization)                                     |   |   |   |   |   |
| Level of trust among peers (Being truthful to co-workers or colleagues all the time, so they believe your words)   |   |   |   |   |   |
| Level of Trust between administrative levels e.g. managers and subordinates (Being truthful to superiors and subordinates all the time so they believe your words) |   |   |   |   |   |
| Problem solving skills   |   |   |   |   |   |
| Independent thinking skills  |   |   |   |   |   |

## Questionnaire

|   |  |  |  |  |  |
|---|--|--|--|--|--|
| Proficiency in English  |  |  |  |  |  |
| Proficiency in Native Language  |  |  |  |  |  |
| Hard work   |  |  |  |  |  |
| A global outlook (Looking at things in the context of international market not just local or domestic one)    |  |  |  |  |  |
| Creative thinking   |  |  |  |  |  |
| A high sense of responsibility at all levels  |  |  |  |  |  |
| Perseverance (Not giving up. Continuing to pursue something despite difficulty or delay in achieving success) |  |  |  |  |  |
| Freedom of Self-expression  |  |  |  |  |  |
| Obedience (Following instructions or rules regarding work from seniors or the organization, faithfully)       |  |  |  |  |  |
| Team Player   |  |  |  |  |  |
| Attention to Details  |  |  |  |  |  |
| <b>Any other factor: Please state your answer: _____</b>  |  |  |  |  |  |

### Set 3. Culture/Context Statements

The next and final set is a list of cultural and contextual statements. Please express your degree of agreement with the statements below by scoring them from 1 to 5.

1 to say - don't agree at all - and 5 where you agree 100%.

| Culture/Context Statements  | 1 | 2 | 3 | 4 | 5 |
|---|---|---|---|---|---|
| Indians don't speak up, just follow orders.   |   |   |   |   |   |
| Indian Society and culture encourages younger minds to realize their potential  |   |   |   |   |   |
| Indian society suffers from the "Tragedy of Commons". (That is where one does all one can do for the good of oneself - their family, home, job even if it is at the detriment of the "common good") |   |   |   |   |   |
| Indians don't encourage individual opinions or questioning.   |   |   |   |   |   |
| India's organization philosophy is based on too many checks and balances.   |   |   |   |   |   |
| Indian climate is a limiting factor.  |   |   |   |   |   |
| Attitude of acceptance of mediocrity (Chalta hai) in India has a negative effect on its competitiveness.  |   |   |   |   |   |
| The traditional Indian diet has an adverse effect on competitiveness.   |   |   |   |   |   |

## Questionnaire

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|  |  |  |  |  |  |
|--|--|--|--|--|--|
| Indians encourage entrepreneurship   |  |  |  |  |  |
| Indians value individual Skills.   |  |  |  |  |  |
| Level of trust has a correlation with productivity.                            |  |  |  |  |  |
| There is prejudice against manual labor (work that might get your hands dirty) |  |  |  |  |  |
| India's caste system is a barrier to competitiveness.                          |  |  |  |  |  |
| Indians play to play and not always to win.                                    |  |  |  |  |  |
| <b>Any other factor: Please state your answer: _____</b>                       |  |  |  |  |  |

**D1.** Your Name (optional): \_\_\_\_\_

**D2.** Gender

- Male
- Female

**D3.** Your Professional Status

- Employed
- Retired

**D4.** Your highest education degree

- High School
- College/University Graduate
- Professional Degree (B.E./B.Tech/MBBS etc)
- Master's degree (MA/MCom/M.Sc./M.Tech/MBA/M.Phil)
- Ph.D

**D5.** Age group

- Less than 35
- 36 to 50
- 51 to 65
- 65 and above

**D6.** The city and state in which you spent most of your adult life, If there is more than one city, please list two where you spent most of your adult life.

\_\_\_\_\_

**D6a.** The state in which you are currently living.

- |                                      |                            |
|--------------------------------------|----------------------------|
| • Andaman and Nicobar Islands        | • Lakshadweep              |
| • Andhra Pradesh                     | • Madhya Pradesh           |
| • Arunachal Pradesh                  | • Maharashtra              |
| • Assam                              | • Manipur                  |
| • Bihar                              | • Meghalaya                |
| • Chandigarh                         | • Mizoram                  |
| • Chhattisgarh                       | • Nagaland                 |
| • Dadra and Nagar Haveli             | • Odisha (Orissa)          |
| • Daman and Diu                      | • Puducherry (Pondicherry) |
| • Delhi – National Capital Territory | • Punjab                   |
| • Goa                                | • Rajasthan                |
| • Gujarat                            | • Sikkim                   |
| • Haryana                            | • Tamil Nadu               |
| • Himachal Pradesh                   | • Telangana                |
| • Jammu & Kashmir                    | • Tripura                  |
| • Jharkhand                          | • Uttar Pradesh            |
| • Karnataka                          | • Uttarakhand              |
| • Kerala                             | • West Bengal              |

**D7.** Whether you are currently employed or retired, where did you do most of the work?

- Industry/Business  
Name the Co. (Optional)
- Educational Institution  
Name the Institute
- Government  
Name the Department
- Other (Please indicate)\_\_\_\_\_

**D8a.** If worked/work in business/industry: Which sector \_\_\_\_\_

**D8b.** How many years have you been associated with the organization?

- Up to 5
- 5-15
- 16-25
- More than 25

**D8c.** Your current or the last role/title there \_\_\_\_\_

**D8d.** Size of your company in terms of the number of employees:

- Up to 100
- 101 to 1000
- Over 1000