

# PROGRAMME CALENDAR 2018-2019



**Entrepreneurship  
Development  
Institute of India**





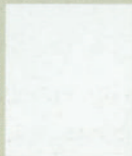
**SHRI MAHESH KUMAR JAIN**  
President EDII  
Managing Director  
& Chief Executive Officer  
IDBI Bank Ltd.

Nominee Member  
of IDBI Bank Ltd.



**Dr. EMANDI SANKARA RAO**  
Managing Director &  
Chief Executive Officer  
IFCI Limited

Nominee Member of  
ICICI Bank Ltd.



**SHRI V. RAMLING**  
Chief General Manager  
(SMEBU)  
State Bank of India

**SHRI M.K. DAS, IAS**  
Principal Secretary  
Industries &  
Mines Department  
Govt. of Gujarat



**DR YOGINDER K ALAGH**  
Chancellor  
Central University  
of Gujarat

## EDII Governing Board ( as on February 13, 2018 )

**Dr. SAILENDRA NARAIN**  
Former Chairman and  
Managing Director  
of SIDBI



**DR. ARUN KUMAR PANDA, IAS**  
Secretary (MSME)  
Ministry of Micro, Small &  
Medium Enterprises  
Government of India

**SHRI MOHAMMAD MUSTAFA, IAS**  
Chairman and Managing Director  
Small Industries  
Development Bank of India



**SHRI MILIND KAMBLE**  
Founder Chairman  
Dalit Indian Chamber of  
Commerce &  
Industry (DICCI)

**DR. ACHYUTA SAMANTA**  
Founder & Mentor  
Kalinga Institute of Industrial  
Technology (KIIT)  
KIIT University



**DR SUNIL SHUKLA**  
Director, EDII





**“ Strategizing to scale  
new heights ”  
Director says...**

“ **E** DII was set up in 1983 and after the initial years of evolution, the Institute had been able to successfully identify its key domains of operation, in consonance with the Institute's as well as the national mandates and goals. EDII identified six primary areas to achieve its strategic goals, and continued to evaluate them from time to time to employ and incorporate best policies & programmes. These domains were appropriately structured around the mandates of EDII, the emerging national & international markets and leveraged on EDII's leadership in the field. Over 35 years, the Institute pioneered distinguished interventions that have steered policy formulations and replicable development models. However, with uncertainties and risks weighing heavily on the National as well as global markets, EDII thought it prudent to revisit its work domain.

Thus, with an eye on customizing Institute's approaches and strategies to India & other emerging markets, maintaining the relevance of its initiatives in the changing context and crafting plans and policies which address the voids in the markets, EDII revisited its thrusts and domains. Strategizing assumed strength in the light

of government's initiatives to promote start-ups, identifying and stimulating unexploited entrepreneurial fervor, instilling entrepreneurial orientation in executives, students, women, disadvantaged groups & other sections, addressing the vulnerability of rural and urban micro enterprises, emphasizing on innovations, incubation and research.

Enhancing the spirit of entrepreneurship & levels of skills and opening up sustainable entrepreneurial paths based on proactive policies guided our role in reinstating an accelerating system for entrepreneurship. This has led us to five new departments, which include those of Public Advocacy, Knowledge and Research; Entrepreneurship Education; Projects; National Outreach & Business Development Services and Developing Economy Engagements.

Let me assure you that innovative projects, programmes and practices will remain the hallmark of this institute, and competitive entrepreneurship through education, novel projects, capacity-building, training, innovations and research for inclusive development will make a more conspicuous presence. ”

**SUNIL SHUKLA**



## The Institute

### **An acknowledged National Resource Institute for Entrepreneurship Education, Research, Training & Institution Building.**

Entrepreneurship Development Institute of India (EDII), an autonomous and not-for-profit institute, set up in 1983, is sponsored by apex financial institutions - the IDBI Bank Ltd., IFCI Ltd., ICICI Bank Ltd. and the State Bank of India (SBI). The Government of Gujarat pledged 23 acres of land on which stands the majestic and sprawling EDII campus.

To pursue its mission, EDII has helped set up 12 state-level exclusive Entrepreneurship Development Centres and Institutes. One of the satisfying achievements, however, was taking entrepreneurship to a large number of schools, colleges, science and technology institutions and management schools in several states by including entrepreneurship inputs in their curricula. In view of EDII's expertise in entrepreneurship, the University Grants Commission had also assigned EDII the task of developing curriculum on entrepreneurship and the Gujarat Textbook Board assigned to it the task of developing textbooks on entrepreneurship for 11<sup>th</sup> and 12<sup>th</sup> standards.

In order to broaden the frontiers of Entrepreneurship Research, EDII has established a Centre for Research in Entrepreneurship Education and Development (CREED), to investigate into a range of issues surrounding small and medium enterprise sector, and establish a network of researchers and trainers by conducting a biennial seminar on entrepreneurship education and research.

In the international arena, efforts to develop entrepreneurship by way of sharing resources and organising training programmes, have helped EDII earn accolades and support from the World Bank, Commonwealth Secretariat, UNIDO, ILO, FNSt, British Council, Ford Foundation, European Union, ASEAN Secretariat and several other renowned agencies.

The Ministry of External Affairs, Govt. of India assigned to EDII the task of setting up Entrepreneurship Development Centers in Cambodia, Lao PDR, Myanmar and Vietnam and Uzbekistan. Five such centres in African region will be established very soon.





## EDII Faculty

**Sunil Shukla, Director**  
Ph.D. (Psychology)  
director@ediindia.org



Dr. Sunil Shukla has over three decades of experience in entrepreneurship education, research and institution-building. Education being his core area, Dr. Shukla has been instrumental in institutionalizing 'entrepreneurship education' at EDII. An avid researcher, his findings have ably extended the frontiers of entrepreneurship & have made significant contribution in policymaking. Dr. Shukla has extensively worked for the Greater Mekong Subregion (GMS) countries, ensuring that the entrepreneurial potential of the region is unleashed for promotion of development and trade. He also leads the India Chapter of the largest annual study of entrepreneurial dynamics in the world - the Global Entrepreneurship Monitor (GEM) Survey. Dr. Shukla is also on the board of several institutions and organizations, extending advisory support to strengthen entrepreneurship.

**Manoj Mishra**  
Ph.D. (Economics)  
manoj@ediindia.org



Possesses 24 years of experience in the areas of rural development, promotion, conceptualising, implementing and providing business development and counselling services to micro enterprises. Engaged in conceptualising

and piloting policy framework for Start-up Village Entrepreneurship Program (SVEP) and unorganised-sector cluster development programme. Teaching, training and research interests pertain to development studies, strategic management, social research methods, sub-sector analysis, livelihoods, microfinance, log frame, institutional innovations in informal sector, agribusiness management, youth entrepreneurship, market potential, value chain and social entrepreneurship.



**Sanjay Pal**  
Ph.D. (Commerce); MBA (Marketing);  
sanjaypal@ediindia.org

Specialises in cluster development, business development services (BDS), market development, value chain and rural marketing. Presently managing activities pertaining to Sustainable Development of MSMEs in the country. He is also engaged in providing strategic and technical services to the cluster development organisations within and outside India. Conducted a series of cluster development executive programmes, capacity-building programmes for Business Membership Organisations (BMOs) and BDS. Teaching Rural and Agri Marketing in the PG programme. Carried out research on rural marketing, cluster, value chain, BDS market and presented papers in national and international conferences. Authored a book titled 'Supply Chain Management-Strategies & Evaluation'.

## EDII Faculty

### Jignasu Yagnik

Ph.D. (Management), DCO, MBA  
yagnik@ediindia.org



Specialises in the area of information technology, research method and statistical analysis. Associated with research and academics for over 24 years. Involved in several state and national-level research projects. Current interests include MIS, IT infrastructure management, big data, programming, quantitative techniques, research methods and data analysis. Besides two books, he has more than 20 articles and papers to his credit.

### S B Sareen

DIM, DIMO (Honours), DMM  
sareen@ediindia.org



A textile technologist with rich management background. Possesses over 37 years of teaching, training and consultancy experience in entrepreneurship at both national and international levels. Has been trained at the Netherlands International Institute for Management (RVB); University of California, Berkeley, USA; University of Texas, Austin, USA and Osaka, Japan on innovation, incubation and science & technology entrepreneurship. Has expertise in conducting new enterprise creation, faculty development and capacity building programmes for entrepreneurship development. Has worked in countries.

### Raman Gujral

Ph.D. (Commerce)  
ramangujral@ediindia.org



Over 28 years of experience in the field of entrepreneurship development. Has expertise in new enterprise creation and in extending support to the existing entrepreneurs. Has developed curriculum, modules and structures for various entrepreneurship development activities. Specialises in the areas of business opportunity identification and guidance, project report preparation and entrepreneurship. Worked on Micro Skill-

Preneurship Programme through CSR initiatives of corporates like Facebook, Accenture, HP and ITC in India. Has handled the task of networking and catalysing vital linkages between Implementing agencies and organisations like SIDBI, DST, and NABARD. Undertook entrepreneurship related projects in Laos, Tehran, Philippines, Comoros and Malaysia.



### Tarun Bedi

BE (Civil), MA (Sociology),  
MA (Rural Development)  
tarun@ediindia.org

Has over 23 years of experience in the field of entrepreneurship development. Engaged in areas of rural development, development of micro enterprises, implementing and providing hand-holding support to unorganised sectors like handloom, handicraft and village industries. He has also been engaged in action research, evaluation studies, etc. He also works as a Cluster Development Executive for Chanderi/Gwalior handloom clusters and is engaged in planning and implementation of the Start-up Village Entrepreneurship Programme (SVEP) of the Ministry of Rural Development, Gol.



### Satya Ranjan Acharya

Ph.D. (Economics), MBA, MFC  
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A business management professional with 19 years of teaching and consultancy experience in the areas of financial management, idea generation and business plan formulation. Trained in entrepreneurship teaching at Stanford Technology Venture Programmes and Indian School of Business, Hyderabad, Startup Accelerators in the Entrepreneurial Ecosystem at MASHAV - Israel's Agency for International Development Cooperation, Israel. Involved in entrepreneurship teaching and startup growth. Worked as a Research Fellow with the Centre for Innovation, Incubation and Entrepreneurship at IIM Ahmedabad. Trained in Application of Simulation for Entrepreneurship Teaching at the University of Tennessee, USA.

## EDII Faculty

### P Ganesh

BE (Mechanical), MBA  
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Senior management professional with over 30 years of varied and comprehensive experience, which includes top-of-the-line organisations like Tata Steel, Maruti Udyog Ltd, Apollo Tyres Ltd, Coats Viyella India Ltd, Arvind Mills Ltd and Ashima Ltd. His areas of interest include IT & MIS, ERP, data warehousing & business intelligence, production & operations, supply chain management and human resources management. He also handles entrepreneurship development and management development programmes and manages the Women Empowerment and Entrepreneurship Development Programmes. He has been actively engaged in academia as a visiting faculty in various management institutes in Ahmedabad.

### C R Patnaik

MA, PGDM  
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Over two decades of experience in promoting livelihood through development of micro enterprises. Imparting behavioural and other soft skill inputs for enhancement of employability. Involved in strategic R&R and CSR of large corporate houses, along with teaching and training in entrepreneurship development.

### Prakash Solanki

B.Sc., PGD PPT, PGD BM, PGD RD,  
LL.M., M.A. (Sociology)  
psolanki@ediindia.org



Specializes in conducting programmes for new enterprise creation and capacity building of development organisations. 19 years of experience in the field of entrepreneurship development through implementation of different Entrepreneurship Development activity models. Has expertise in entrepreneurship concept,

process and practice, business opportunity guidance, business plan and enterprise creation process. A seasoned teacher/trainer in the field conducting national and international programmes. Presently implementing DST-NIMAT project, a mega national project to promote S&T Entrepreneurship in the country, sponsored by the Ministry of Science and Technology, Govt.

### Pankaj Bharti

Ph.D. (Psychology)  
pbharti@ediindia.org



Specialises in social psychology, organisational behaviour and research methods. Trained in conceptualising and development of measurement tools for social science research. Has published four papers and a book - Dehumanisation of Urban and Rural Poor. Associated with over 20 national as well as international research projects. He is also a National Team Member of Global Entrepreneurship Monitor (GEM), India. Core competency lies in psychometric assessment administration and reporting.

### Amit K Dwivedi

Ph.D. (Commerce)  
akdwivedi@ediindia.org



Has over 12 years of teaching and research experience. Currently, he is a National Team Member of Global Entrepreneurship Monitor (GEM) India Consortium. He is associated with reputed national and international journals as editor and editorial board member. Dr Dwivedi has published research papers, reviews and text books. He is also one of the co-authors of GEM India Report 2014, 2015/16 and 2016/17. He has presented his research papers in national and international conferences in India and abroad. He participated in a training of trainers programme for teaching 'Business Simulation', organized by ILS, held at University of Tennessee, Texas, USA.

## EDII Faculty

**Avdhesh Jha**  
Ph.D. (Education), MEd  
avdhesh@ediindia.org



Possesses over 15 years of experience in teaching, training and research. An educational consultant, critic, reviewer, author and editor with over 20 books to his credit. Has presented and published more than 15 research papers at national and international conferences. Formerly a member of the inspection team of National Council for Teacher Education (NCTE), a lifetime member of All India Association for Educational Research (AIAER). Awarded with Charottar Gaurav Purashkar.

**Saji Kumar**  
Ph.D. (Economics)  
saji@ediindia.org



Has 22 years of experience in various branches of economics - international trade, international business, international marketing, economic development and growth models, micro and macro economics, business and social accounting managerial economics, business environment and Indian economy. Recipient of the Best Teachers Award for the year 2007-08 at IBS, Ahmedabad. Featured in Ahmedabad Times as the "coolest mentor" of Shanti Business School, Ahmedabad. He has published two books, edited by him, four research papers and 14 articles. He has presented papers at many national and international conferences.

**Suresh Malodia**  
Ph.D. (Management) / MBA  
FDP, IIM Ahmedabad  
suresh@ediindia.org



Worked as Faculty in marketing at the University of Petroleum & Energy Studies, Dehradun and Programme Head for undergraduate programme in oil and gas marketing. Research interests include energy conservation, green marketing and consumer behaviour.

He is associated with organisations such as Agriculture Finance Corporation, MANAGE, IOCL and ISPE for various consulting assignments. He has designed and conducted training modules for working professionals at HPCL and ISPE. He was awarded the Best Professor Teaching Marketing Management by Dainik Bhaskar in 2010.



**Lalit Sharma**  
Ph.D. (Youth Entrepreneurship)  
lalit@ediindia.org

Guides FPM scholars, teaches post-graduate students, grooms budding entrepreneurs and conducts research in the areas of youth entrepreneurship and entrepreneurship education. Specializes in Entrepreneurship Theory & Practice, Entrepreneurial Lab, Creativity & Innovations and Entrepreneurial Effectiveness. Actively engaged in the national research projects of the Government of India on entrepreneurship development, he is also well-recognised as a corporate trainer by industrial associations like BIA. His research articles on entrepreneurship have been widely published in several reputed international journals.



**Kavita Saxena**  
Ph.D. - Retail Management  
PGDBM (Marketing)  
kavita@ediindia.org

An educator in the area of marketing for startups, retail & general management with over 14 years of experience in academia and industry. She has co-authored a book on "Emerging Trends in Entrepreneurship Research - Review of The Journal of Entrepreneurship" and has published many research papers and articles in journals and magazines of national and international repute. Currently she is involved in a DST sponsored research project "Women Entrepreneurship in India: Key Challenges & Critical Success Factors. She is also coordinating two National Projects sponsored by NSTEDB, DST, GovernmentZ of India.



## EDII Faculty

**Rajesh Gupta**  
M.Com, PGDBM  
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A business management professional with more than 2 decades of work experience in industry and development sector. During last 10 years, he has worked extensively in the areas of creative co creation in livelihoods and has promoted rural micro-enterprises in various sectors including the handloom and handicraft clusters. Currently under the Ministry of Rural Development Project, he is involved in promoting nano enterprises in rural areas spread across 42 blocks in 11 states across the country. His thematic areas of interest include development studies, sub-sector analysis, livelihoods, institutional innovations in informal sector, value chain, new product & design development and social entrepreneurship.

**PN Srivastava**  
M.Com  
pnsrivastava@ediindia.org



Over 24 years of work experience in providing training inputs in various programs like REDP, EDP, TEDP, TTP, NGO-Banker Interface, IMCDS, RIP, STED, MEPP, Total Sanitation Program of UNICEF, DRIP, Cluster Development Programme, REGP, PMEGP, FDP and also in coordinating field projects in the northern region.

**Ranvijay Sinha**  
Ph.D. (International Relations),  
Masters in Chinese Language and Studies  
ranvijay@ediindia.org



Represented India at the Chinese Bridge, a Chinese language speech contest held in Beijing. He has been involved in numerous GoI programmes as an interpreter. He has had the honour of serving as an Interpreter for the ex-president of India Smt Pratibha Devisingh Patil. He has

been a part of various Track II dialogues between India and China, functioning as a resource person for various meetings, government agencies and diplomatic dialogues. He has published research articles in international journals, including South Asian Studies. He is currently heading China-India Entrepreneurship Development Centre at Kunming, China.



**Gautam Mazumdar**  
PGDBM (International Business),  
Fellowship (Social Enterprise)  
gautam@ediindia.org

Job experience in project implementation, evaluation, action based research and knowledge development at national and international level in domain area of Livelihood and Entrepreneurship for the Pro-Poor / Informal Sector [Start-Ups at Village Level] and Disability. Co-ordination of key projects of organizations viz. Bill and Melinda Gates Foundation, VSO (UK)/British Council, Rockefeller Foundation, Villgro, NRLM Projects under MoRD Govt. of India



**Smita Chetia Talukdar**  
Ph.D. (Biotechnology)  
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Possesses over 13 years of teaching and research experience in areas such as tissue culture, biochemistry and molecular biology, and has six papers to her credit. She has served as the Head of Department, Biotechnology at Central IT College, Sikkim Manipal University and Regional College of Higher Education, North-Eastern Hill University. As an expert in project designing, implementation and monitoring, she has worked as Project Manager in Employment Generation Mission, Government of Assam for a period of five years. She has experience of handling various livelihood and skill development projects of GoA for generating employment and upgrading the skills of youth.

## EDII Faculty

### **Nirali Pandit**

Ph.D. (Commerce),  
MBA (Human Resource Management)  
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Has been granted with a Doctoral Fellowship Award from Indian Council of Social Science and Research, New Delhi for PhD work. Has corporate work experience of five years as a trainer in service industry and 13 years of experience in post-graduate level teaching. Research interests include areas related to behavioural science, human resource management, entrepreneurship and small business management. She has given consultation on new business projects or on-going business projects for pre-, mid- and post-project evaluation. Apart from this, she has also provided consultation to B-school students on corporate grooming and soft-skills training. She has more than 20 research papers to her credit, in journals of national and international repute and has authored two books.

### **Sivan Ambattu**

PGDRD, MSW  
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An expert in project management and entrepreneurship, he specialises in strategy formulation, donor management, partnership development and in establishing rural business institutions. He brought international training programmes like EYB and SIYB to India. He has worked with multilateral agencies. His specialisation includes value-chain development, cluster development, youth entrepreneurship, and group & women entrepreneurship. He has published one book, 11 manuals and two reports.

### **Bishnu Prasad Panda**

LLB, MBA (Financial Management), CSWA  
bishnu@ediindia.org



Possesses over 28 years of experience in microfinance, micro enterprise promotion, livelihood and cluster development programmes. Has worked extensively with

national and international agencies like Centre for Youth & Social Development, Rashtriya Gramin Vikas Nidhi, CARE India and ACCESS Development Services on enhancing the capacities of national-level NGOs, CBOs and BMOs. Has also worked as a Consultant for a brief period in a World Bank study on Pani Panchayat, SHG and PRIs. Has in-depth understanding on microfinance sector and incubated models in various states.



### **Riken Shah**

BE (Mechanical), MBA (Finance)  
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Possesses over 12 years of industrial experience in project planning and implementation, with special reference to MSMEs. Specialises in cluster development, BDS market development, value-chain analysis and lean manufacturing. He is empanelled as a Lean Manufacturing Consultant & ZED Consultant. He has worked for the project Implementing Business Development Services in Dyes & Chemicals cluster at Ahmedabad, supported by World Bank, DFID and SIDBI. He also implemented various industrial clusters in Gujarat with the support of Industries Dept., Govt. of Gujarat. He is currently associated with cluster development project at Rajkot Engineering Cluster and is anchoring Gujarat state for interventions under YES Bank CSR project 'Say YES to Sustainable MSMEs'.



### **Mohammad Hanif Mevati**

Ph.D. (Sociology), MSW, ICWA (Inter)  
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Has 21 years of experience in the field of entrepreneurship, skill development and capacity-building training. Has experience of planning and implementing various projects to his credit, especially creating sustainable livelihood through non-hazardous vocational training to adolescents and parents of child labour families under Indus Child Labour Project, jointly funded by International Labour Organization (ILO), Department of Labour, USA and Ministry of Labour & Employment, Government of India. Micro enterprise creation, capacity-building of rural,

## EDII Faculty

urban, and tribal women groups on income-generating activities, institution building, community building, CSR activities are his areas of specialization.

**Kaushik Mukherjee**  
MBA, MPhil (Marketing)  
kaushik@ediindia.org



A marketing management professional, he has worked extensively at the grassroots in marketing research industry and academics to promote a range of revenue-generating activities. Specialises in social sector development and has significant experience in local economic development, cluster development and evaluation-related projects across a wide spectrum of manufacturing clusters. He has previously worked with AC Nielsen, El India Ltd and Miracle School of Management.

**Ishwar Kumar**

Ph.D. (Management), PGDBA (Marketing),  
MA (Criminology), PGDHR (Human Rights)  
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Teaching and research interests include innovation and new product development, brand management, strategic design management, positive deviance and social sciences related to management. Presently attached with the Centre for Cluster Competitiveness, Growth and Technology at EDII and also engaged in managing CSR-related projects at various locations in India. Awarded with the Highly-Commended Emerald/AIMA Indian Management Research Fund Award in 2010.

**Shibin Mohamed T.K**

M.E (Aeronautical), B.Tech (Mechanical)  
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An academician with 5 years of experience in guiding various technology based startups across the state of Kerala. Pioneered in institutionalizing IEDCs in various colleges. Being a UN certified Empretec Programme graduate, mentored potential and existing student entrepreneurs across the state. Area of Interest includes Techno Entrepreneurship, Internet of Things, Innovations and Life Skills Development.



**Ganapathi Batthini**  
MLISc (NET Qualified)  
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A library and information science professional, with close to three decades of experience, he heads EDII's library and information centre. His work comprises developing, managing and disseminating information in business management, entrepreneurship, social and engineering sectors. He is the Editor of the conference proceedings of MANLIBNET 2013: International Conference on Entrepreneurial Approaches to Librarianship, Editor of the conference proceedings of Biennial Conference on Entrepreneurship and Principal Author of Emerging trends in entrepreneurship research review of the Journal of Entrepreneurship. He has authored 22 research papers for conferences and scholarly journals.



**Sasi Misra**  
Ph.D. (Psychology),  
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He is Institute Professor at EDII and Editor of The Journal of Entrepreneurship. Also, he chairs the Centre for Research in Entrepreneurship Education and Development (CREED) and Biennial Conferences on Entrepreneurship. He was previously a professor of organisational behaviour at IIM Ahmedabad; Vice-Chancellor, Berhampur University, Odisha; Visiting Professor, McGill University (Canada) and University of Munich (Germany) and Bamberg University (Germany). He is a recipient of the prestigious Alexander von Humboldt Fellowship (Germany), Commonwealth Faculty Research Fellowship (UK) and Shastri Indo-Canadian Fellowship (Canada). He was a Visiting Scholar at Harvard Business School (USA). His publications (including books, chapters and journal articles) are numerous. He is an educationist of repute and a behavioural scientist of distinction. He serves on Boards and Governing Councils of several institutions of higher education.

## EDII Faculty

**Mayank Upadhyay**  
ACWA  
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Specialises in the areas of finance, accounting, project planning and strategic management, with extensive experience in development banking, commercial banking, management consulting and NGO management. Involved in conceptualising and conducting of a number of national and international programmes in corporate financial strategic planning and management, project formulation and appraisal, microfinance and management control systems.

**JB Patel**  
BSc (Chemistry), BSc (Technology)  
jbpatel@ediindia.org



Over three decades of experience in the areas of business opportunity identification, project formulation, project appraisal, counselling and guiding entrepreneurs. Conducted more than 10 international programmes and worked as an expert in a number of developing countries in the above-mentioned fields. He is also the Local Representative for the Netherlands Senior Experts Organisation.

**Umesh Menon**  
MCom, MBA (Finance), FCMA  
umeshmenon@ediindia.org



A business management expert, specialising in the areas of business planning, financial management and financial and cost accounting, with 25 years of experience in government, development sector and private sector. He has been working with entrepreneurs for growth and performance improvement, and has also trained bankers and investment promotion officers. He has worked in many industrial and artisan clusters across India. Has also been advising countries/states on investment promotion strategies. He has worked with UNIDO, UNDP, ILO, European Commission and many other bilateral and multilateral agencies in over 25 countries. He is on Boards of four companies and two NGOs.



**V S Sukumaran**  
LLB, PGDHRD, PGDTD, PGDM, MBA  
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Development consultant with over 26 years of experience. Provided training and consultancy to Kudumbashree, the Kerala State Poverty Eradication Mission for establishing micro enterprises at grassroots level and developing Micro Enterprise Consultants for implementing National Rural Livelihood and Urban Livelihood projects. Actively involved in institutionalising entrepreneurship in various organisations. An expert in cluster and business development, and project formulation. Developed strategy for entrepreneurship in education in association with the Start-up Mission, Government of Kerala.



**K K Shaw**  
BE Honours (Mechanical), PGDBM  
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Over 44 years of experience in design engineering, manufacturing processes, metallurgy, surface engineering and engineering failure analysis. His experience includes advising entrepreneurs on improvement in productivity and quality. He is currently engaged in developing clusters like steel re-rolling mills, engineering, home pipe manufacturing, rice mill clusters and several other engineering ones. His responsibility also includes saving energy in the engineering sector.



**Chandan Chatterjee**  
Ph.D. (Textile Technology), PG Diploma  
(Business Management), Fellow,  
Institute of Engineers (India) Fellow,  
Textile Association (India)  
chandan@ediindia.org

A Chartered Engineer with 41 years of professional experience in the industry for operations, project planning, R&D, cluster development, industry-responsive skill and entrepreneurship and formulation of industrial policy for

## EDII Faculty

the state of Gujarat. He has held senior positions with leading Textile Industries in the country and also with the Government of Gujarat in the capacity of General Manager (Technical) at iNDEXTb(Industrial Promotional Arm of Govt. of Gujarat), Chief Technical Advisor (Chemical) at Industries Commissionerate (Gujarat) and Director, Centre for Entrepreneurship Development, Gujarat. He has presented papers on Industries & Business in countries like, Israel, Canada, Germany, Thailand and others. Has published over 200 articles and reports on technology, industries and business.



**Shailesh Modi**  
PGDBA  
ssmodi@ediindia.org

A practising management consultant with a multi-disciplinary work record. His experience encompasses work on SME sector, social entrepreneurship, energy, hospitality, tourism, textiles, transport and food processing sectors, in addition to the development sector. Has also worked extensively in the areas of business plans, market research, sectoral studies, cluster diagnosis and design & management of development programmes for large companies, bilateral and multilateral agencies, Indian development institutions, and state & central governments. He was an independent director on the Board of some private companies and has worked as the Planning Advisor for a large urban transport government company. Has authored two manuals on direct help to small entrepreneurs.



**Bhasker Jani**  
BE (Electronics and Communication)  
bhasker@ediindia.org

A practitioner with over 35 years of experience in initiating and successfully managing various industries, including that in manufacturing of mechanical and electro-mechanical components and sub-assemblies, industrial valves, fabrication shop, foundry, etc. He is also involved in

mentoring potential and existing entrepreneurs. Holds position as Director, M/s. Odhav Estate Infrastructure Development Ltd.



**PG Makhija**  
M.Com, LLB, ACS  
pgmakhija@ediindia.org

A practicing management consultant and mentor, he has an industry experience of over 38 years, including 18 years in the top-management level as CEO of Bombay Dyeing & Manufacturing Company Ltd and Executive Director of Gujarat Ambuja Exports Ltd. Has worked across diverse industries, including textiles, edible oils, industrial automation, pharmaceuticals, engineering plastics and banking. Advises SMEs on consolidation and growth strategy, and helps in its operationalization. Also mentors youngsters of business families. His current research covers the dynamics of time devotion pattern of the entrepreneurs.



**Padmin Buch**  
B.Pharm, MBA, CMC, PG Diploma  
(Patents Law)  
padmin@ediindia.org

A senior project and management consultant as also an IPR domain expert, he holds about 31 years of combined experience of project management, corporate industry, consultancy, entrepreneurship, IPR and academics. He was Managing Director, GITCO before associating with EDII. New project identification and selection, project formulation and feasibility, market research, project appraisal are some of his expertise areas. He is one of the national experts in the IPR domain. He is on the Boards of Troikaa Pharmaceuticals and Bhagwati Autocast Ltd. Associated with apex business and management institutes being Member, Governing Council, AMA; Chairman, USIIC Council on IPR; Co-chairman, Foreign Trade Committee, GCCI and Member, MSME Core Group, CII. Has traveled widely on official assignments, which includes his travels to USA, France, China, South-East Asia and all India.



## Department of Entrepreneurship Education

The growing interface between entrepreneurship and education is bridging the chasms which make entrepreneurship a distant career option. Lately entrepreneurship education has emerged as a significant instrument for harnessing entrepreneurial potential and ensuring enterprise success. And encouragingly enough, today society has also started manifesting trust in this discipline. Entrepreneurship education was pioneered by EDII in India, in 1995. EDII also launched the first ever Fellow Programme in Entrepreneurship to strengthen the entrepreneurship education & research ecosystem. Following suit and endorsing entrepreneurship, today there are several institutions which offer courses of different duration in this discipline. This only confirms that today's youth is keen on putting their energies & ideas to productive use by adopting entrepreneurship as a career.

### Department of Entrepreneurship Education focuses on:

- Industry relevant long term, duly approved courses with curriculum that encourages experiential learning, problem solving, project-based learning, creativity and team work.
- Short term entrepreneurship courses to sensitize society at large and imbibe the spirit of entrepreneurship at a young age.
- Doctoral programme in entrepreneurship to create a cadre of educators, resource persons and researchers in entrepreneurship.

Priti joined the PG course at EDII with hopes in her eyes. She later ventured into diamond jewellery business and took small steps to reach atop. Crises and setbacks didn't leave her side but Priti's determination and learning saw her through. After working for a while she started her own enterprise. Today, her venture, Awesome Sparklers has crossed a turnover of Rs 80 Crore, won several prestigious awards and is a sought after brand.



**Priti Bhatia**

Awesome Sparklers

PGDM - Business Entrepreneurship: 2003-2004

Tejas Merh grew up close to nature as her father was a Geohydrogeologist and travelled extensively to the far interiors of Saurashtra. The suffering of people that she saw from close quarters, developed in her the desire to contribute to the development sector. After completing the NGO Management course at EDII, Tejas worked for sometime in the sector before floating her own venture Avkaash. Currently she is developing an NGO Finance Network which would serve as a knowledge sharing platform for finance professionals working with NGOs.



**Tejas Merh**

Post Graduate Diploma in Management : 2000 - 2001



- Programmes to build an ecosystem in entrepreneurship education by sensitizing the academia.
- Curriculum development on entrepreneurship showcasing innovations in context, pedagogy and other aspects of entrepreneurship education.

#### The Year 2018 -19:

- New programmes will be evolved in view of government's focus on start-ups, policies and initiatives promoting start-ups.
- Training material will be developed on entrepreneurship education for school level teaching.
- Collaborations will be struck with global entrepreneurship institutions to offer joint programmes.
- Innovative technology-based ideas will be nurtured to ensure that these crystallize into sustainable entities. E-commerce would be particularly underlined to enhance prospects for Startups, especially that of EDII alumni, in the fast emerging digital world of business.
- The process of setting up a university in entrepreneurship will be initiated to decisively impact the entrepreneurship landscape.



"I thank OLPE for helping me fulfil my dream of setting up an enterprise. I floated Sarjan Industries in 2017. It offers complete exterior designing and weather shading solutions and I am glad to mention that in just a span of one year, our turnover has reached Rs. 75 lacs. We have also been recognized as a startup by the Department of Industrial Policy and Promotion"

**Gaurav Acharya**  
Open Learning Programme  
in Entrepreneurship : 2005-2006



"I was always worried about my daughter's development. I had been aware about the need to inculcate the traits of a go-getter in children but despite my best efforts, I couldn't impart this habit to my daughter. This camp did that task. Today I see a distinct change in her. She values 'knowledge' and has an attitude to be creative, thinks out-of-the box and doesn't turn her back on challenges. Thank you, EDII."

**Devanshu Gandhi**  
Managing Director  
Vadilal Industries Limited



## Achievement



- 1486 students have graduated from EDII's long term programmes till date, with 78 percent success rate; out of the students who have set up their own enterprises or have contributed to diversification of family business, the estimated percentage of students with turnover upto Rs. 25 cr. is 69 %; 18 % are in the range of Rs. 25 to Rs. 50 cr.; 2% are between Rs. 50 to 100 cr. and around 1 % above Rs.100 cr.
- Introduced the pioneering 'Fellow Programme in Management' to encourage research in entrepreneurship. 15 researchers have enrolled in four batches.
- Developed more than 3000 teachers of higher education across the country through 98 Faculty Development Programmes.



## Academic Collaboration Between



Entrepreneurship  
Development  
Institute of India  
Ahmedabad, Gujarat



SURANA COLLEGE  
GRADE 'A' ACCREDITED BY NAAC  
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Drive us...

- Sensitized/trained over 8 lakh students, together with about 500 higher learning institutions in the country (on behalf of DST, Gol, since 2008 – 09).
- Commissioned by CBSE, revising curriculum on entrepreneurship for 11th & 12th standards for CBSE schools and is also developing the text books (19000 schools).
- Got designated by the Govt. of Gujarat as the Nodal Institute for Promoting Start-ups and has been appointed as the Anchor Institute to strengthen entrepreneurship in the state.
- Reached across the country through 87 batches of 'Open Learning Programme in Entrepreneurship', thus training 13350 learners.
- Institutionalized informal training models (national summer camps for children and youth) for instilling entrepreneurial spirit in 3602 children and youth.





## Department of Entrepreneurship Education

### Annual Plan of Activities - 2018-19

Sr. No.	Activity	Location	Duration	Target Group	Objectives & Outcome
1.0	<b>Long-term Programmes/Projects</b>				
1.1	Fellow Programme in Management (FPM) 2018-22	EDII Campus	4 Year	Academicians / Professionals	To orient doctoral students to investigate synergy between theory and practice of entrepreneurship to strengthen the entrepreneurship education and research ecosystem in the country.
1.2	Post Graduate Diploma in Management- Business Entrepreneurship (PGDM-BE)- 2018-20	EDII Campus	2 Years	Family Business Successors and Startups	To train students to set up their own business, become entrepreneurial managers or join their family business.
1.3	Post Graduate Diploma in Management- Development Studies (PGDM-DS) - 2018-20	EDII Campus	2 Years	Graduates, Employees, NGO Nominees	Prepare students as effective social entrepreneurs and change-agents. After completion of the course, they should either take-up entrepreneurial career in social entrepreneurship as an entrepreneur or as developmental executives.
1.4	Open Learning Programme in Entrepreneurship (OLPE)	National	1 Year	Graduates, Diploma holders, Professionals, Employees	To develop entrepreneurial skills through open learning, project counselling and mentoring support so that time and distance do not become hindering factors for those willing to become entrepreneurs.

For programme dates, write at [binduprashanth@ediindia.org](mailto:binduprashanth@ediindia.org)/[bdc@ediindia.org](mailto:bdc@ediindia.org) or visit : [www.ediindia.org](http://www.ediindia.org)

Sr. No.	Activity	Location	Duration	Target Group	Objectives & Outcome
1.5	Advanced Business Hindi Certificate Course (ABHC) (International)	EDII Campus	9 Months	Students	Programme is designed specially for Chinese students to train them in Business Hindi course.
1.6	Advanced Business Hindi Certificate Course (ABHC) (International)	EDII Campus	15 Months	Students	To promote and extend the national language along with entrepreneurship education internationally.
1.7	Certificate Programme on Accreditation for Entrepreneurship Educators and Mentors [Jointly with AIMA]	EDII Campus	3 Months	Educators and Mentors	To train and equip educators and mentors with requisite skills and competencies to conduct entrepreneurship courses, entrepreneurship awareness programmes and entrepreneurship development programmes.
1.8	Certificate Course on Entrepreneurship & Business Management (Jointly with IIM Kozhikode)	Kerala	1 Year	Startup Students and Potential Entrepreneurs	To harness the knowledge and skill of start up students and potential entrepreneurs to become owners of ventures.
1.9	PG Diploma for B.Tech Graduates (Part-time evening - jointly with Cochin University of Science & Technology)	Kerala	3 Years	Engineering Graduates of Cochin University of Science & Technology	To develop the mindset and knowledge of engineering graduates to become owners of business.
1.10	E-Learning Programmes	Kerala	1 Year	Students, Professionals, Entrepreneurs	To strengthen the entrepreneurial community through e-Learning. This will strengthen the entrepreneurial ecosystem.
1.11	Entrepreneurship Module in Bachelor of Vocational Programme (Tourism Management) [To be conducted by Tata Institute of Social Sciences (TISS)]	HO	15 months	Students	To promote and extend the national language along with entrepreneurship education internationally. Target: 20 students
1.12	Online Entrepreneurship Course (Massive Open Online Courses (MOOC)/ Open Courseware)	EDII Campus	6 Months	Students, Professionals, Entrepreneurs	An online version of distance learning programme in entrepreneurship. The course would have online classrooms and examination.
1.13	6-month Entrepreneurship Course (for students of Finplan HB International Education Pvt. Ltd.)	EDII campus & Finplan Mumbai	6 Months	Students	Three level Entrepreneurship Education Programmes for students to orient them towards entrepreneurship and strengthen their entrepreneurial behaviour and decision making.
1.14	Technopreneurship Course (for Networking students of D-LINK & JET-KING)	Academic Campuses	1 Year	Technology Students	To develop students as entrepreneurial individuals by equipping them with entrepreneurial capabilities to create a new venture.
1.15	Kaziranga University-EDII Centre of Excellence in Entrepreneurship and Innovation (KUECEEI)	Assam	1 Year	Entrepreneurs, Students, Faculty	To groom students as entrepreneurs, entrepreneurial managers and family business successors. Classroom teaching to be complemented with international tie-ups, students' research projects, seminars and publications.

Sr. No.	Activity	Location	Duration	Target Group	Objectives & Outcome
1.16	Entrepreneurship Module for Students of Higher Secondary Schools and for Teachers (Non-residential Teacher's Training Program) under Centre for School Entrepreneurship	EDII Campus and other locations	1 Year	School Students	To orient and develop school students to take up entrepreneurship as a career, and to inculcate entrepreneurial values among children at a tender age.
1.17	PGDM- (BE) Accreditation by AMBA and AIU FPM	EDII Campus	1 Year	EDII	By getting accreditation from AIU and AMBA, the PGDM-BE programme will enable students in more impactful ways. AIU approval for the FPM will enable it to get equivalence to the PhD degree.
1.18	Bio-Technopreneur Programme	EDII Campus	10 Months	Students/Professionals interested in Bio-technology Entrepreneurship	To facilitate potential bio-technology based entrepreneurs.
<b>Sensitisation and Capacity Building Programmes</b>					
1.19	Faculty Development Programme & Interventions for Quality Improvement in Higher Education	Bhopal (MP)	2 Weeks (3 Phase)	Faculty Members of PG Colleges	To develop skills among faculty of higher education to introduce overall quality improvement in the field. The learning would focus on training on global teaching standards, launching of need-based courses, industry interaction and orienting them to conduct research and consultancies.
1.20	Faculty Development Programmes on Startup	Kerala	12 Days	IEDC Coordinators of Engineering Colleges	To orient coordinators of Innovation & Entrepreneurship Development Cells (IEDCs) on entrepreneurship and start ups to promote entrepreneurial activities.
1.21	Virtual Training Programmes on Entrepreneurship Education	313 Blocks of Madhya Pradesh	1 Year	Students, Unemployed Youth, Working Youth	Short-term virtual training on Entrepreneurship to promote entrepreneurship awareness among youth.
1.22	Technopreneurship Module (Minor) [Jointly with Kerala Technological University]	Kerala	3 Months	B. Tech Students	To inculcate entrepreneurship education among B. Tech students.
1.23	Entrepreneurship Module (Value-added programme) to be conducted at Surana College)	Bangalore	3 Hour Sessions	UG/PG Students	To groom students of Surana College as entrepreneurs, entrepreneurial managers and family business successors.
1.24	Student Startup and Innovation Policy (SSIP)	EDII Campus	1 Year	Potential Startups	To build Startups and develop 'innovation culture' across universities. The programme is part of the Startup India Action Plan.

Sr. No.	Activity	Location	Duration	Target Group	Objectives & Outcome
1.25	National Summer Camps on Entrepreneurial Stimulation for School Children	29th April - 4th May 20th May - 25th May	2 Weeks	School Students	To inculcate entrepreneurial values among children at a tender age. A forum to interact with parents as well.
1.26	National Summer Camps on Entrepreneurial Adventures for College-going youth	7th May - 16th May - 28th May - 6th June	1 Week	HSC and College Students	To help youth identify innovative and challenging career options and plan it entrepreneurially. A good opportunity for youth to tap their latent potential for achievement.
1.27	Children Summer Camp on Entrepreneurship	Bhopal (MP)	3 Days	School Students	Personality development, career counselling and achievement motivation of school students.
1.28	Youth Summer Camp on Entrepreneurship	Bhopal (MP)	5 Days	School Students	Personality development, career counselling and achievement motivation of youth with special orientation towards yoga & martial arts.
1.29	Entrepreneurship Modules in Schools	Kerala	15 Days	School Students	To initiate efforts towards incorporating entrepreneurship modules in schools, and thereby imparting skills in entrepreneurship to school students.
1.30	Vocational Education and Guidance for Career Counseling	Odisha	1 Year	Youth from villages in the mining areas	Provide vocational guidance to youth of peripheral villages in mining areas, so as to enable them to venture into skill-based enterprises.
1.31	Student-Investor Interface (Event)	EDII Campus	2 Days	PG Students & Entrepreneurs	A forum wherein equity and term-lending investors will be invited to interact with students in terms of funding their innovative business ideas.
1.32	Entrepreneurship Development and Management Training Programme for Scientists and Technologists working with Govt. Sector (EDMT)	EDII Campus	2 Weeks	Scientists and Technologists working with Govt. Sector	To arouse interest among scientists & technologists about entrepreneurship, sensitize them towards this discipline, and establish the importance of owning knowledge-based innovative business ventures.
1.33	National Training Programme on Entrepreneurship Development & Management for Women Scientists & Technologists with Government Sector	EDII Campus	1 Week	Women Scientists & Technologists	To sensitize women scientists & technologists towards entrepreneurship and entrepreneurial behaviour.
1.34	Certified Course of IICA Certified Professionals (ICPs)	EDII Campus	1 Year	Working Professionals, Students, Government Employees	To train and certify participants as CSR professionals to implement CSR activities at various levels.
1.35	Orientation visit of Students to the Institute	EDII Campus	1 Day	School and College Students	To orient students towards the 'Charms of Becoming an Entrepreneur' and motivate them to think of entrepreneurship as a career choice.



## Department of Policy Advocacy, Knowledge & Research

EDII strategically engages in developing a set of parameters for policy advocacy, which involves understanding the variables at play and comprehending their interrelation to develop a conceptual structure. The emphasis on Policy Advocacy is essential as EDII seeks to broadbase entrepreneurship nationally by creating an ecosystem which nurtures legal and regulatory aspects related to entrepreneurship.

The Institute has implemented policy advocacy as a fountainhead of innovative programmes/ideas in working with the government, public and private sector. Over the years the EDII has evolved innovative policy theories, intervened in the existing models and opened scope for research initiatives. Through systematic research, analysis, dissemination of findings and appropriate interventions, the Institute has greatly contributed to enhancing its stock of knowledge. EDII has instituted a robust knowledge management system to drive innovations and spearhead entrepreneurship far and wide. Department of Policy Advocacy, Knowledge and Research works to influence crucial policy decisions taken by the Central and State governments particularly in areas such as MSMEs, Food Processing, Microfinance, Skill training etc. The Department will make in-roads into policy advocacy by means of creating required channels of communication with governments and by strengthening its knowledge management and research.



The GEM India Consortium comprising EDII, Centre for Entrepreneurship Development Madhya Pradesh (CEDMAP), Bhopal and Jammu & Kashmir Entrepreneurship Development Institute (JKEDI) has been consistently putting in efforts to enable a clear conception of the entrepreneurial ecosystem prevailing in the country. The GEM India Report 2016-17 throws light on the trends and changes in entrepreneurship landscape.

"Looking at the range of topics included in the Biennial Conference, we can say that entrepreneurship research has come of age. EDII has been arranging this conference since long, providing a platform to researchers, practitioners and educators of entrepreneurship to share their ideas, beliefs and work with other experts."



**Prof Pradip Khandwalla**  
Former Director, IIM-A

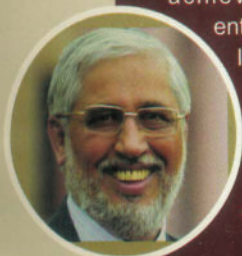


**Department of Policy Advocacy, Knowledge and Research focuses on:**

- Providing conceptual underpinnings to national and international entrepreneurship policies by engaging self-help groups and informal grassroots networks in participatory processes
- Assisting policy makers and other stakeholders in their efforts to promote equitable entrepreneurship opportunities
- Calling upon government bodies and private organizations to recognize and integrate entrepreneurship in their development policies, such that it emerges as an explicit focus of policy design and implementation

**The year 2018 -19:**

- A strong knowledge base will be created based on project studies undertaken by the department. This think-tank will guide decisions at macro level.
- Knowledge dissemination and sharing of best practices will be undertaken at National level.
- The Department will assist and engage Central government, State government, and other industrial bodies over strategic decisions on their development programmes.
- The Department will conduct evaluation of internal and external policies of those sectors and fields that the institute works in. Impact assessment studies will be focused upon.
- Deliberations among key stakeholders, thought-leaders and entrepreneurs will be promoted to strengthen institute's research agenda.



"I appreciate that EDII faculty members have achieved milestones in the area of entrepreneurship, and believe that the Institute can play a major role in realising the Hon'ble Prime Minister's vision of 'Start-up India, Stand-up India'. The entrepreneurial eco system which EDII has so ably created, must be continuously strengthened."

**Prof. Anil D. Sahasrabudhe,**  
Chairman, AICTE

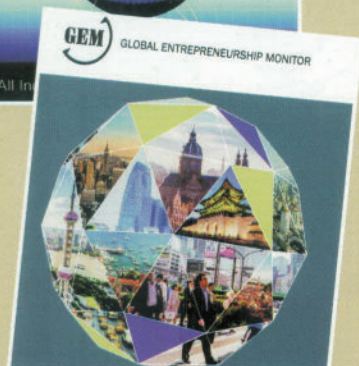


"Entrepreneurship has been visualized as one of the strategic development interventions to accelerate socio-economic development process of underdeveloped areas. For sustainable growth and development, there is a need to inculcate the spirit of entrepreneurship, with emphasis on science & technology, among local youth. Gladly, policy interventions are also favouring this trend. DST, through its various projects, implemented by EDII, aims at instituting a new generation of job creators in the mainland and the hinterlands of India."

**Dr. Neeraj Sharma**  
Advisor & Head, Technology Development & Transfer, Policy Research Centre, DST, Govt.

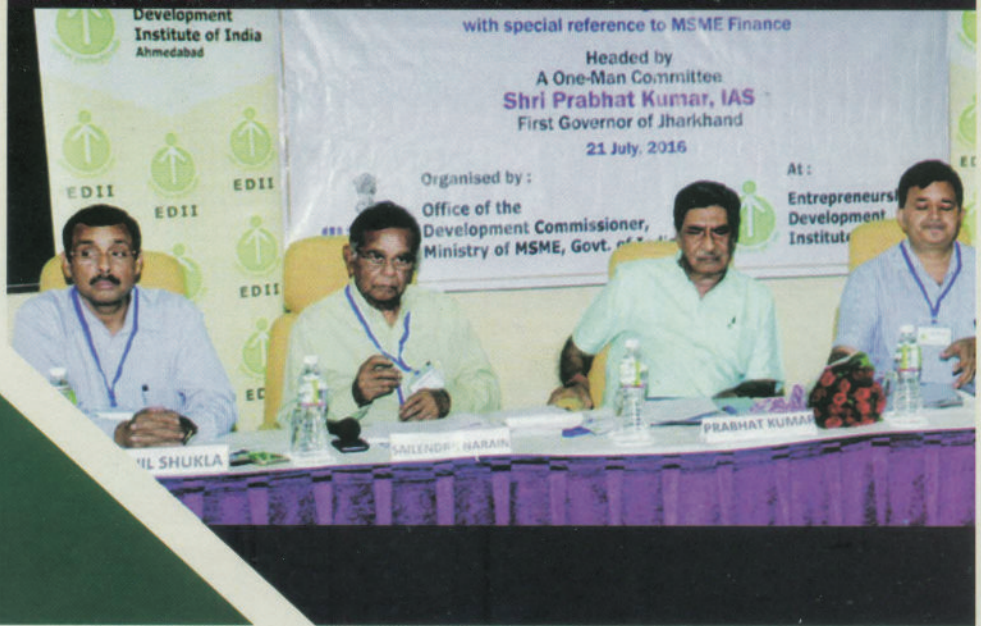


## Achievements



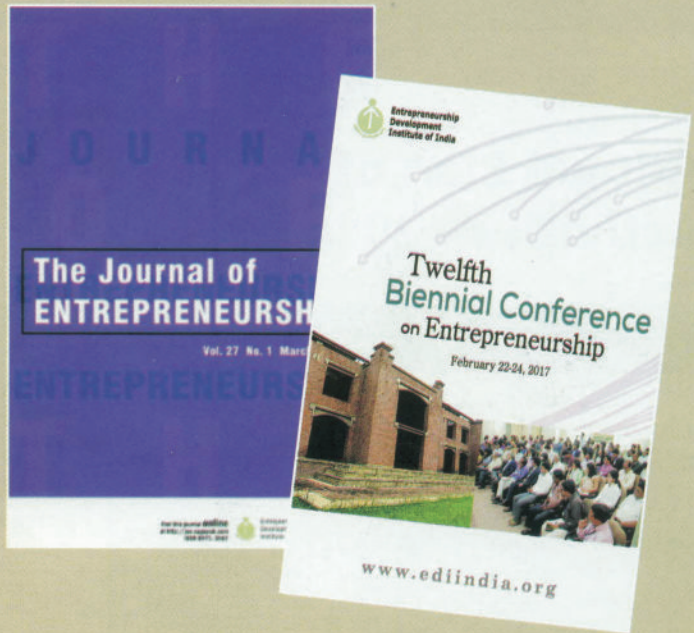
- **Commissioned by the Central / State Governments to prepare**
  - > National Policy for Entrepreneurship
  - > AICTE Start-up Policy Document 2016
  - > Start-up Vision Document 2020
- Led to the formation of a scheme on Cluster Development after introducing the cluster development model
- Leads the world's largest study in Entrepreneurship, 'Global Entrepreneurship Monitor' for its India Chapter .





Drive us...

- The International Biennial Conferences on Entrepreneurship Research, organized by EDII provide a powerful platform to researchers to explore the various facets of entrepreneurship. 12 Conferences witnessed participation from 1000 delegates including 73 from 33 foreign countries.
- The Journal of Entrepreneurship, brought out by EDII since 1992, is a sought after publication in the field and is internationally acclaimed.
- Floated policy level interventions for entrepreneurship development in Cambodia, Laos, Myanmar and Vietnam.





**Department of  
Policy Advocacy,  
Knowledge &  
Research**

## Annual Plan of Activities - 2018-19

Sr. No.	Activity	Location	Duration	Target Group	Objectives & Outcome
2.1	Global Entrepreneurship Monitor Report (GEM - India)	EDII Campus	Through out the Year	Policy makers, Researchers	To continue with the internationally acclaimed survey and come up with findings relevant for India. The report to be used as a valuable reference on the status of entrepreneurial index in the country.
2.2	Cottage and Rural Industries Policy	New States under SVEP Programme	3 Years	Policy makers, Rural Entrepreneurs	To formulate 'Cottage and Rural Industries Policy' for selected states. To facilitate and hasten the process of action framework for cottage and rural Industries.
<b>2.3</b>	<b>Centre for Research in Entrepreneurship Education &amp; Development (CREED)</b>				
2.3.1	Journal of Entrepreneurship	EDII Campus	Bi-annual	Academic Fraternity	To share research findings with the academic fraternity and enhance the boundaries of knowledge in entrepreneurship.
2.3.2	13th Biennial Conference on Entrepreneurship	EDII Campus	20-22 Feb., 2019	Researchers	To motivate researchers who undertake research in the field of entrepreneurship. The Biennial Conference accepts and publishes selected papers in Conference proceedings. Target: 300 papers

For programme dates, write at [binduprashanth@ediindia.org](mailto:binduprashanth@ediindia.org)/[bdc@ediindia.org](mailto:bdc@ediindia.org) or visit : [www.ediindia.org](http://www.ediindia.org)

Sr. No.	Activity	Location	Duration	Target Group	Objectives & Outcome
2.3.3	Short-term Fellowships in Entrepreneurship Research	EDII Campus	15 - 60 days each	Researchers	The Institute offers fellowships to ED trainers, teachers and researchers to encourage them to work on specific themes related to entrepreneurship.
<b>2.4</b>	<b>Research and Publications</b>				
2.4.1	Working papers, Monographs, Case Studies, Manuals, etc.	National	Through out the Year	Faculty Members of EDII	To develop research interest among faculty and staff at EDII. This activity would strengthen research outcomes of national and international repute.
2.4.2	Cluster, BDS & Value Chain	EDII Campus	Through out the Year	Policy makers	For knowledge generation and dissemination.
2.5	Case Study Development	National	Through out the Year	Researchers	A set of case studies will be developed to understand successful entrepreneurship interventions made by EDII in the past.
2.6	Publication of Alumni Success Stories	EDII Campus	Through out the Year	EDII Alumni	To document and highlight the achievements of EDII alumni which would motivate the younger generation towards the charms of entrepreneurship.
2.7	Developing 50 Cases Studies from EDII Interventions in 3 decades	EDII Campus	Through out the Year	Students, Professionals, Entrepreneurs	To compile and create a pool of successful cases from among EDII programmes/projects. This would serve as an effective teaching material.
2.8	Study on Indicators of Technology Entrepreneurship	EDII Campus	Through out the Year	Startups	To explore and identify indicators that have emerged from technology entrepreneurship.
2.9	Policy Research Centre in S&T Entrepreneurship - Research Projects to be undertaken under DST	EDII Campus	Through out the Year	S&T Entrepreneurs & Institutions	To promote and strengthen S&T Entrepreneurship in the country. The Centre will help create an ecosystem for promotion of S&T entrepreneurship.
2.9.1	Role of Innovations in making Indian MSMEs Globally Competitive	EDII Campus	Through out the Year	MSMEs	To identify innovative MSMEs in India.
2.9.2	Role of Existing Mechanism in Technology Transfer & Assessing the Need for Setting Up National Technology Transfer Centres in India	EDII Campus	Through out the Year	Technology Transfer Intermediaries, Government Agencies, Private Insurance Companies	To develop a concrete and efficient mechanism for establishing technology transfer centers across the country
2.9.3	Women Entrepreneurship in India: Key Challenges & Critical Success Factors	EDII Campus	Through out the Year	Women Entrepreneurs, Financial Regulators & Stakeholders in the Ecosystem	To identify the enablers and barriers of women entrepreneurship in India.
2.10	National Study on 'Potential of Entrepreneurship & Technology Commercialisation of Projects funded under SSTP Programmes'	National	Through out the Year	DST supported R&D Institutions	To evaluate the funded projects, develop compendium of technologies developed, and explore the potential for commercialisation



## Department of Projects

Through various projects under the categories of Government-sponsored and Corporate-sponsored, EDII seeks to develop knowledge that encourages innovation and replicable models. Institute's projects, across the country, have covered diverse sectors and target groups, and have made a unique contribution to economic and entrepreneurial transformations. These projects have emanated development and growth for important segments of society.

The projects within the ambit of EDII include those assigned by the Central & the State Governments, development organizations and public enterprises. In each case, skill training, new enterprise creation, MSME sector development, employment generation and innovation have become a norm. EDII also works closely with Corporate Houses to train their employees in intrapreneurship skills and to undertake Corporate Social Responsibility projects for social good.

### Department of Projects focuses on:

- Partnering with governments at the state and national levels to initiate and implement innovation-led projects that spawn viable and highly scalable business models.
- Focussing on S&T entrepreneurship so that knowledge based, technology-led enterprises become the order of the day.

### GOVERNMENT SPONSORED PROJECTS

#### Sector-based Entrepreneurship Development Programmes

- Food Processing
- Handlooms and handicrafts
- Tourism

#### Programmes for Existing Entrepreneurs

- Skill Development
- Enterprise Upgradation

#### Science and Technology Entrepreneurship Development

- NSTEDB, DST, GoI
- Technology based S&T Entrepreneurship
- Bio-technopreneur programme

#### Programmes for Potential Entrepreneurs

- Startup Village Entrepreneurship Project

### CORPORATE –SPONSORED PROJECTS

| Corporate Social Responsibility | Social Entrepreneurship | Intrapreneurship Development  
| Essel Group | Facebook | Yes Bank | Accenture | ITC | Hewlett Packard



- Institutionalising S&T entrepreneurship, capacity building of academia and specialised institutions created for promoting entrepreneurship
- Ensuring progression of entrepreneurial capabilities in sectors such as; agriculture, food processing, handlooms, traditional crafts, travel and tourism etc.
- Ensuring effective skill training of potential entrepreneurs and capacity development of existing entrepreneurs in different trades and sectors
- Collaborating with Corporates to build intrapreneurial skills among their employees and to implement the projects of corporates for the larger good of society

#### The year 2018 -19 :

- The project work output will be extensively documented to create a rich pool of knowledge.
- Focus will be strengthened on skill building, training and capacity building projects for development organizations, corporates and government.
- Consultancy Projects under the aegis of National Centre for Rural Entrepreneurship in collaboration with Ministry of Rural Development, Govt. of India, will be promoted.
- Collaborations will be struck with various National and State Governments to partake in various state and national level projects.

EDII's Startup Village Entrepreneurship Programme (SVEP) in Madhya Pradesh, focuses on Rajpur block's Sangoan village, Barwani, where most of the SHG families earn less than INR 3000/- monthly, via daily wage and agriculture. With SVEP's technical and entrepreneurial skill training; a CEF loan of 5 lakhs and an additional loan of 3 lakhs from the Village Organisation, eight women started their production unit, "Shree Ganesh Agarbatti Udhog", with 5 machines.

Within 5 months of inception, they have achieved 95% of their maximum production capacity. Currently, they are producing 350 to 400kgs. of incense stick per day, with a daily turnover of INR 18,000/- to INR 22,000/- and a daily profit of INR 3,600/- to INR 4,000/.

#### The Entrepreneurial Spirit Makes a Headway....

Life was uncomfortable for Karnali Sarkar....trying to make ends meet. Half-heartedly, hoping for some change in life, she joined an EDP under DST - NIMAT project to learn about doing business. This one decision changed her life. Today Karnali is the proud owner of a Beauty Parlour, with four people working under her. She not just learnt about setting up & managing her business but also managed finances through bank loans.





## Achievement



- Functioning as a National Startup and Monitoring Cell for NewGen IEDCs (New Generation Innovations Entrepreneurship Development Centres) – an initiative of DST, Govt. of India
- As DST's National Implementing and Monitoring Agency for Training, conducted 590 workshops and programmes, thus sensitizing 24,750 beneficiaries, training 1075 youths & 1250 women on entrepreneurship. While the Technical EDPs trained 1725 youths and the Faculty Development Programmes groomed 1960 academicians.
- As a Nodal Agency for Innovation-Science and Technology based Entrepreneurship Development (i-STED) Project, North East Region (NER), supported by DST, trained 5230 potential and existing entrepreneurs through technical trainings and technology demonstrations.

Drive us...



- Sharpened entrepreneurial skills of 1000 youths from the tourism sector, under the project supported by Tourism Corporation of Gujarat Ltd
- Piloted a replicable rehabilitation model for natural disaster struck regions.
- Evolved Entrepreneurship Development Programme Model which is being practised by several development organizations to ensure enterprise creation and employment generation.
- Working with MSMEs in collaboration with departments/ ministries of the State & Central Govts and national & international organizations.





## Achievement



- Has worked with 295 NGOs, training 3208 trainers who in turn have trained 41,960 persons, leading to 24,819 rural enterprises.
- As the National Resource Organization in the project titled, 'Start-up Village Entrepreneurship Programme (SVEP), by the Ministry of Rural Development, Govt. of India, EDII is working in 11 States & 42 blocks to promote 34000 micro & small enterprises over four years.
- Conducted 443 EDPs in Food Processing Sector, trained 11100 entrepreneurs across 22 states out of which 5463 have established their enterprises, generating 19221 direct employment opportunities and mobilizing investment of Rs. 15060.99 lakh. The project was supported by the Ministry of Food Processing, Govt.
- Skilled 20200 entrepreneurs from small and medium businesses across 15 states to facilitate growth of their businesses online under the Project - Boost Your Business Programme - with Facebook.



Drive us...



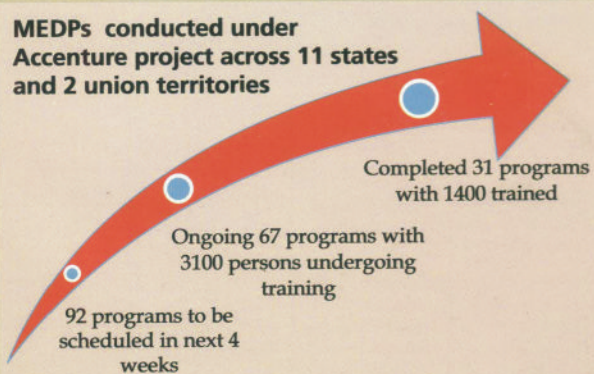
**Skill Development Programme at Karnali (adopted by Hon'ble Union Finance Minister, Shri Arun Jaitley, under Sansad Adarsh Gram Yojana)**

- 393 beneficiaries received capacity building training in various trades as part of skill and entrepreneurship development interventions
- 24 beneficiaries were provided financial handholding support amounting to Rs. 9,40,640 for setting up micro ventures.



- Developed employability skills among 2342 youths in 1 year in Bihar, under the Bihar Skill Development Programme

**MEDPs conducted under Accenture project across 11 states and 2 union territories**





## Department of Projects

### Annual Plan of Activities - 2018-19

Sr. No.	Activity	Location	Duration	Target Group	Objectives & Outcome
<b>(A) Projects with Governments</b>					
<b>3.1 Projects with Department of Science &amp; Technology, Govt. of India</b>					
3.1.1	DST-NIMAT Project Management	National	Through out the Year	Educational Institutions, ED Organisations, Specialised Institutions for Entrepreneurship Development	A long-term project to promote S&T Entrepreneurs amongst potential target groups and to streamline ED activities in organisations.
<b>3.1.2 Programmes under DST, NIMAT</b>					
3.1.2 (a)	Science & Technology Entrepreneurship Development Programmes (S&T EDPs)	National	4 Weeks each	Potential Entrepreneurs	To promote enterprises based on Science & Technology inputs in the country.
3.1.2 (b)	Technology-based S & T Entrepreneurship Development Programmes (TEDPs)	National	6 Weeks each	Potential Entrepreneurs	To encourage and motivate potential entrepreneurs to set up technology-based new units through Entrepreneurship Development Programme Strategy.
3.1.2 (c)	Faculty Development Programmes	National	12 Days	Teachers of Universities, Engg. Colleges, B- Schools etc.	To develop skills in teachers of higher education towards teaching courses on 'Entrepreneurship' effectively as well as orienting them to research in the field.

For programme dates, write at [binduprashanth@ediindia.org/bdc@ediindia.org](mailto:binduprashanth@ediindia.org/bdc@ediindia.org) or visit : [www.ediindia.org](http://www.ediindia.org)

Sr. No.	Activity	Location	Duration	Target Group	Objectives & Outcome
3.1.2 (d)	Women Entrepreneurship Development Programmes	National	4 Weeks	Potential Women Entrepreneurs	To equip women participants with requisite skills and knowledge on various aspects of business decision-making process, setting up and sustaining an enterprise.
3.1.2 (e)	Entrepreneurship Awareness Camps	National	3 Days	College Students	To sensitize the students towards the 'Charms of Being an Entrepreneur' and orient them towards entrepreneurship and self-employment.
3.1.3	i-STED Project in North East Region	North East Region	5 Years	S&T Entrepreneurs	An effort to bring about socio-economic development in the region by connecting S&T interventions and innovative solutions with entrepreneurial opportunities. The programmes would result in new sustainable enterprises and large scale employment.
3.1.4	DST – NewGen IEDC	National	Through out the Year	Institutions offering S&T Streams and have capability to promote Entrepreneurship	To promote S&T entrepreneurship among students with S&T background. (10 new NewGen IEDCs)
3.1.5	Student Start-up NIDHI Project	National	Through out the Year	Students of Institutions hosting IEDC/NewGen IEDC	To facilitate and encourage potential startups to convert their business ideas into commercial activity.
<b>3.2</b>	<b>Projects with Ministry of Rural Development, Govt. of India</b>				
3.2.1	National Resource Organization (NRO) for Start Up Village Entrepreneurship Program [SVEP]	EDII Campus	4 Years	State Rural Livelihood Mission, Community Based Resource Persons and State Missions	To facilitate effective implementation of SVEP in states.
3.2.2	Programme Implementation Agency as NRO in 11 states	Gujarat, Madhya Pradesh, Odisha, Jharkhand, Jammu & Kashmir, West Bengal, Haryana, Uttar Pradesh, Telangana, Chhattisgarh, Punjab	4 Years	State Rural Livelihood Mission, Community Based Resource Persons and State Missions	To provide specialized support to SRLM and also act as Project Management Unit.
3.2.3	Support to states for block outreach and strengthening of Project Implementation Agency (PIA)	States under SVEP Programme	3 Years	Organizations / Institutions / NGOs	To provide support to the State Rural Livelihood Missions in identification and strengthening of Project Implementing Agencies.
3.2.4	Software support to Micro Enterprises for Market Potential Assessment and Enterprise Tracking	EDII Campus	Through out the Year	Rural Entrepreneurs	To develop application to assess potential of Micro Enterprises and also GIS-enabled tracking for enterprises and appraisal of new enterprises.

Sr. No.	Activity	Location	Duration	Target Group	Objectives & Outcome
3.2.5	Action Research for Sub-Sectors - SVEP	Across States	3 years	Rural Entrepreneurs	Specific Action Research to be undertaken under the ambit of SVEP implementation.
3.2.6	Deen Dayal Upadhyaya Grameen Kaushalya Yojana (DDU-GKY)	Gorakhpur & Kushinagar	3 years	Unemployed Youth	To train youth for enterprise creation and employment.
<b>3.3</b>	<b>Projects with Ministry of Skill Development &amp; Entrepreneurship, Govt. of India</b>				
3.3.1	PM YUVA Yojana	Pan India	5 Years	Potential Social Entrepreneurs	To promote Social Entrepreneurship to facilitate inclusive and holistic growth of the local economy.
3.3.2	Setting up Pradhan Mantri Kaushal Vikas Kendra	Kushinagar, Gorakhpur, Azamgarh, Varanasi & Lucknow	3 Years	Unemployed Youth	Imparting skills to youth and training them for enterprise creation and self-employment.
<b>3.4</b>	<b>Projects with State Governments/Departments/Agencies</b>				
3.4.1	Bihar Skill Development Programme	Bihar	Through out the Year	Students	To develop students with employability skills viz. IT skills, Soft Skills for employment as also communication skills.
3.4.2	Activities under Global Skill Park	Bhopal	Through out the Year	Skilled Youth	To provide entrepreneurship and incubation support to skilled youth.
3.4.3	Micro Enterprise & Programme Planning (MEPP)	Varanasi, Haldwani, Deoria / Azamgarh	5 Years	Unemployed Youth	A long-term ongoing project to create self-employment by promoting entrepreneurship among rural and urban population by targeting enterprises selected from either Manufacturing or Services sector. Being implemented in Varanasi and proposed in Haldwani and Deoria.
3.4.4	Entrepreneurial Growth of Youth	EDII Campus	18 Months	Youth from SC/ST, Weaker Sections and SHGs	To promote entrepreneurship among youth of Ahmedabad.
<b>(B) Projects with Corporates</b>					
3.5	New Enterprise Creation Programme for SC/ST	Pune (Maharashtra)	4 Years 6 Months	SC/ST, Weaker sections and SHG Members	To promote entrepreneurship among individuals and SHGs from affirmative action communities in Pune. In this phase, followup support will be provided to 200 trained entrepreneurs.

Sr. No.	Activity	Location	Duration	Target Group	Objectives & Outcome
3.6	'Skills to Succeed 2020 Goal' - Accenture MEDPs	Telangana, Andhra Pradesh, Maharashtra, Uttarakhand, Madhya Pradesh, Goa, Tamil Nadu, Kerala, Puducherry, Assam, Meghalaya, Tripura, Karnataka	1 Month	Rural Youth and Women	To develop micro entrepreneurs among rural youth and women and help in income generation and employment generation in rural areas.
3.7	Initiative to improve India's Agricultural Landscape through Women Agriculturists - Agro Management Programme	Amaravati and Pune	1 Month	New Women Groups and Joint Liability Groups (JLG)	Provide training for new women groups and Joint Liability Groups (JLG) to start new CHCs.
3.8	'Boost Your Business' Programme	Pan India	3 Hours	Micro / Small Entrepreneurs	To sensitise nano/ micro/ SMEs across India to use Facebook as an effective tool for their business promotion.
3.9	Digital Education Through HP World on Wheels (WoW) Project	Andhra Pradesh, Uttar Pradesh, Madhya Pradesh, Gujarat, Odisha, Bihar, Madhya Pradesh	Throughout the Year	Students	To equip students with IT skills, digital literacy, e-Pathshala and computer related skills. Currently being implemented in 5 states, and the scope of implementation in the states of Bihar and Madhya Pradesh is being explored.





## Department of Business Development Services & National Outreach

### Rationale

MSMEs, critical to an economy, have been rightly called the 'Engines of Growth' or the 'Catalysts of Socio-Economic Growth of a Country'. They have emerged as veritable answers for generating employment, deploying indigenous resources, harnessing entrepreneurial potential and promoting innovations and efficiency. However, these small businesses operate on relatively smaller budgets and amidst volatile times they might easily descend. With India depending largely on MSMEs, housing more than 6000 clusters of MSMEs, it becomes urgent to extend professional support that enable the sector to become competitive and productive. EDII has emerged as providers of quality Business Development Services to address the issues facing the MSMEs across sectors. Going beyond generic services, the Institute has also started providing value added quality business development services in different domains including; production, marketing, technology, productivity, diversification, value chain upgradation, brand building etc. As a National Resource Institute, EDII also bears the onus of institutionalising entrepreneurship nationally by undertaking projects/ programmes across the country and by ensuring setting up of EDII-like institutions in other states.

### Department of BDS and National Outreach focuses on:

- Initiating activities at the state, regional, and local levels, to sensitize the eco-system and undertake activities for promoting entrepreneurship and accelerating start-ups, thus ensuring business sustainability and growth.

"Entrepreneurs covered under the project - *Implementing Business Development Services in Santiniketan Leather Cluster* - were taken to Chennai and Agra Leather Clusters for understanding mechanized production process. Besides serving its main purpose, the visits also gave us an idea of product diversification. This has helped us in improving our existing products and introducing new products in the market which brought us many significant purchase orders. Here, the Project also helped us in getting finance to meet the orders either from the bank or under the Prime Minister's Employment Guarantee Scheme. Leather producers also started using Tera-Kota Leather, instead of East India tanned leather to manufacture quality products. Now we are getting orders from leading leather goods marketers and exporters, like; Manjusha, Bongeshree and other Govt. retail outlets.



Earlier each individual artisan was working on his or her own. But now we have formed a consortium as we know the advantages of working in a group. We now purchase raw material in bulk, invest in machinery, produce quality items and negotiate with potential buyers to reap the benefits of working together in a cluster."

**Mr. Manik Ghosh**

State Award Winner for Innovative Leather Products,  
Bolpur, Dist. Birhum, West Bengal



- Dialoguing with state governments, support organisations and undertaking development projects.
- Developing a cadre of Business Development Service (BDS) Providers and extending strategic BDS to MSMEs, organisations for productivity improvement.
- Ensuring technology upgradation and enhancing/expanding productivity, quality, market and exports and operational efficiency of enterprises.
- Supporting clusters of MSMEs & individual businesses for holistic development and improved competitiveness.
- Influencing state governments to set up Institute of Entrepreneurship Development (IED)/ Centre for Entrepreneurship Development (CED) in respective states in a concept to completion approach
- Undertaking capacity building of existing state IEDs/CEDs

**The year 2018 -19:**

- Considering the significance of and the rising demand for strategic business development services, MSMEs operating in clusters, industrial areas, value chain sectors, producer groups and SHG federations and vendor groups will be provided business development services at nominal fees.
- EDII's national expanse will be utilized for extending support to MSMEs and other organizations for operational and management efficiency.
- EDII like centres to be established in newly formed states in concept-to-completion mode.
- BDS support system will be remodelled to serve start-ups, incubatees and high-impact enterprises.

"The entrepreneurs got useful information in the area of responsible production, besides knowledge on cleaner production techniques, space management and work area maintenance. For instance, the entrepreneurs packed dyes & chemicals in minimum 1 kg. bags, thus making it difficult for entrepreneurs to cater to smaller requirements. Today they have started the practice of packing in less than one kg bags. This has benefitted the producers by increasing their business as customers have started purchasing as per their requirements."



**Mr. Rayji Patel**

President - Naroda Industrial Association  
 (As opined on EDII's interventions in the project-  
 Implementing Business Development Services,  
 Ahmedabad Dyes & Chemicals Cluster



## Achievement



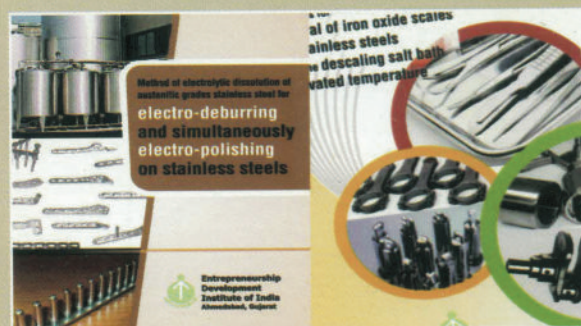
- Pioneered the implementation on Business Development Services (BDS) market in India, thus giving recognition to the BDS market development approach in the country.
- Created a cadre of 799 Cluster Development Executives (CDEs) to nurture cluster initiatives.
- Implemented, monitored and extended technical support to clusters and MSMEs across country, thus revitalizing more than 200 industrial and artisanal clusters on the fronts of technology, markets, productivity, quality, export and value chain upgradation.
- Worked towards improving operational and management practices of organisations in the domain of public and private sector.
- Registered two Patents & has applied for eight more.





Drive us...

- Worked as a National Resource Organisation with the Central Ministries and as Project Management Consultant with State Government to spearhead MSME cluster development in the target region/state.
- Functioning as Technical Agency for Khadi and Village Industries Commission [KVIC], Ministry of MSME, Government of India by providing support for developing 18 handicraft/Village industries clusters (12 clusters of Uttar Pradesh, 5 in MP and 1 in Gujarat).
- Functioned as National Resource Agency for 20 handloom clusters across India; out of these 3 were directly implemented by EDII (Varanasi, Chanderi & Sonapur)
- Revitalized Handloom Cluster at Sivasagar & Handicraft Cluster at Srinagar.





## Department of Business Development Services & National Outreach

### Annual Plan of Activities - 2018-19

Sr. No.	Activity	Location	Duration	Target Group	Objectives & Outcome
<b>(A) National Outreach</b>					
4.1	Consultancy Support to State Startup Mission	Odisha	Through out the Year	Incubatees associated with State Startup Mission	To provide mentoring and hand-holding support to the incubatees associated with State Startup Mission for enterprise creation.
4.2	IT Enabled Services (ITES) and solutions in collaboration with Aptech Ltd.	Madhya Pradesh Chhattisgarh Rajasthan	Through out the Year	SMEs, PSUs, Corporates, Academic Institutions	To provide IT enabled services including assessment of examinations for various academic institutions.
4.3	Workshop on Valuation of Startups under Kerala Startup Mission	Kerala	2 Days	Startups associated with Kerala Technological University	To provide inputs on how to decide net worth of startups.
4.4	FDP & Soft Skills Development Programme under the aegis of Infosys Campus Connect Programme	Kerala	Through out the Year	MBA Faculty / B.Tech Students	To develop skills of teachers on how to teach entrepreneurship; developing soft skills among students.
4.5	Family Business Management Programme	Kerala	5 Days	Family Business Successors	To provide skills sets on successfully managing family businesses.
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For programme dates, write at [binduprashanth@ediindia.org](mailto:binduprashanth@ediindia.org)/bdc@ediindia.org or visit : [www.ediindia.org](http://www.ediindia.org)

Sr. No.	Activity	Location	Duration	Target Group	Objectives & Outcome
4.6	Self Financed Digital Marketing Programme	Kerala	1 Day	Entrepreneurs/ Business Owners	To impart digital marketing skills to the entrepreneurs.
4.7	Vocational cum Entrepreneurship Development Programme under Skill Development Initiative (SDI)	Gorakhpur, Kushinagar, Azamgarh, Varanasi, Lucknow & other places	6 Months each	Unemployed Youth	To impart vocational and entrepreneurial skills to unemployed youth and facilitate their micro enterprise establishment.
4.8	Vocational cum Entrepreneurship Development Programme under Skill Development Initiative (SDI) with a focus on Agricultural implements	Nainital, Almorah & Udhamshingh Nagar	6 Weeks	Unemployed Youth	To impart vocational and entrepreneurial skills to unemployed youth and facilitate their micro enterprise establishment in agricultural implements sector.
4.9	Soft Skills Training to Handicraft Artisans under Handicrafts Mega Cluster Mission (HMCM)	Uttar Pradesh	Through out the Year	Artisans	To provide soft skill inputs to the artisans producing handicraft items in the areas of entrepreneurship, business plan, micro business management, marketing, negotiation and communication etc.
4.10	Entrepreneurship Training to the Beneficiaries of Skill Development Initiatives managed by DICs	Kerala	10 Days	Youth	To provide inputs on entrepreneurship and support for enterprise establishment to the beneficiaries of Skill Development Initiative managed by DICs.
4.11	Support to Incubators under Livelihood Business Incubator Programme of Local Self Governments	Kerala	3 Years	Potential Entrepreneurs	To identify potential entrepreneurs and help them in business startup with support of Kerala Institute of Local Administration (KILA), Govt. of Kerala.
4.12	Advanced Entrepreneurship cum Exposure Programme	Assam	1 Month	Potential and Existing Entrepreneurs	To impart training to the potential and existing entrepreneurs for enterprise establishment and growth.
4.13	Establishing Women Entrepreneurship Development Cell under Gwalior Smart City Development Programme	Gwalior	3 Years	Potential Women Entrepreneurs	To provide training, mentoring and handholding support for enterprise establishment to the women representing underprivileged sections of the society of Gwalior.
4.14	Training Programme for Officers of Central Bank of India and Potential & Existing Entrepreneurs	Madhya Pradesh	Through out the Year	Officers of Central Bank of India & Educated Youth	To conduct training need analysis and a) impart training to the officers of Central Bank of India on provisioning of BDS to the SMEs b) Conduct training on enterprise set up and enterprise management (including succession planning) targeting educated youth.
4.15	Mentoring & hand-holding of the incubatees associated with Agri-Business Incubator set up by Central Institute of Fisheries Technology (CIFT)	Kerala	2 Years	Agri Business Incubatees under CIFT	To promote entrepreneurs specialising in agriculture and fishery sector.
4.16	Vocational Training to Unemployed Youth	Kushinagar	5 Years	Unemployed Youth	To provide vocational training to unemployed youth through special training centre in Kushinagar.

Sr. No.	Activity	Location	Duration	Target Group	Objectives & Outcome
<b>(A) National Outreach</b>					
4.17	Mentoring & hand-holding to the incubatees associated with Incubation Centre promoted by CEED	Kerala	Through out the Year	Incubatees	To provide mentoring and hand-holding support to the incubatees for promoting tech startups.
4.18	Capacity Building Programme for Producer Organisations/ Producer Companies	Kerala	10 Days	Producer Organisations/ Producer Companies	To inculcate a culture of professionalism and quality management practices to the producer organisations/producer companies.
4.19	Business Clinics for Incubatees	Kerala	Through out the Year	Incubatees of DICs	To provide support in terms of identifying, training, mentoring and handholding to the incubatees associated with DICs.
4.20	Technical Agency under Scheme of Fund for Regeneration of Traditional Industries (SFURTI)	Gorakhpur & Varanasi	3 Years	Rural Artisans	To provide broad spectrum support to the artisans for their sustainability and growth under the Cluster Development Approach (5 clusters)
4.21	Implementing Cluster Development Programme under SFURTI	Gorakhpur & Varanasi	3 Years	Rural Artisans	To create awareness about the SFURTI scheme and enhance productivity of the artisans through joint initiatives.
4.22	Cluster Development Programme in Pottery Cluster	Barhalganj, Gorakhpur	5 Years	Artisans engaged in Pottery	To facilitate holistic development of pottery cluster.
4.23	Cluster Development Programme with special focus on Hard Interventions	Gulariya, Gorakhpur	3 Years	Artisans	To facilitate holistic development of pottery cluster and establishment of Common Facility Centre (CFC)
4.24	Cluster Development Programme in Wooden Toys Making Sector	Varanasi	5 Years	Artisans	To facilitate holistic development of wooden toys cluster.
4.25	Promoting Energy Efficiency & Occupational Health & Safety (OHS) Measures in Clusters under Climate Change Initiative	Gujarat, Madhya Pradesh, Karnataka, West Bengal, Maharashtra, Tamilnadu, Telangana, Uttar Pradesh	Through out the Year	Cluster MSMEs & their employees	To make MSMEs operating in clusters energy efficient and OHS compliant.
4.26	Lean Manufacturing Programme	Kolkata	18 Months	Shoe manufacturing units of Janbazar Footwear Cluster	To improve production planning and quality control of the units manufacturing footwear at Janbazar.
4.27	MSME Cluster Intervention Programme (M-CIP Project)	Agartala & Rajkot	32 Months	MSMEs operating in Clusters	To ensure holistic development and improve competitiveness of the cluster.
4.28	Revival of Traditional Art - Patola	Surendranagar (Gujarat)	2 Years	Artisans of the Cluster	To improve quality and productivity of the cluster and facilitate local economic development.
4.29	Cluster Development under SFURTI	Kerala	3 Years	Rural Producers/ Artisans	To support primary stakeholders of the cluster by imparting hard and soft skills, extend overall management support for establishing Common Facility Centre (CFC).

Sr. No.	Activity	Location	Duration	Target Group	Objectives & Outcome
<b>(A) National Outreach</b>					
4.30	Developing Coir Cluster	Kerala	3 Years	Coir Artisans	To support primary stakeholders of the cluster by imparting hard and soft skills; extend overall management support for establishing Common Facility Centre (CFC).
4.31	Management and Handholding Support to Upcoming Clusters	Kerala	Through out the Year	Cluster Artisans	To provide technical support on developing nano clusters to the Industries Department, Govt. of Kerala.
4.32	Scoping Study on Pottery/Terracotta Cluster	18 Districts of Uttar Pradesh	6 Months	Stakeholders associated with Pottery / Terracotta Cluster	To understand the prevalent problems of the cluster, decide ways of mitigating those problems and explore possibilities of holistic development.
4.33	Providing Consultancy Services for Developing Existing Organisations - Producer Groups/ Producer Companies/Farmer Producers Organisations (FPOs)	Odisha	Through out the Year	Producer Groups/Producer Companies / Farmer Producer Organisations	To develop the vision of various organisations, build their capacity, strengthen institutional structure and governance framework, facilitate MIS development, and enhance stakeholders' efficiency.
4.34	Project Management Consultancy Support to spearhead MSME Cluster Development in West Bengal	West Bengal	Through out the Year	MSMEs in WB	To facilitate holistic development and productivity improvement of the MSMEs operating in clusters in West Bengal.
4.35	Project Management Consultancy Support to spearhead MSME Cluster Development in Tripura and Uttarakhand	Tripura / Uttarakhand	Through out the Year	MSMEs in Tripura / Uttarakhand	To facilitate holistic development and productivity improvement of the MSMEs operating in clusters in West Bengal.
4.36	Consultancy Support in Tourism Cluster Development	West Bengal	Through out the Year	Stakeholders associated with Tourism Industry in West Bengal	To facilitate capacity building of the stakeholders and promotion of Tourism Cluster.
4.37	Providing Consultancy Support in Cluster Development - Odisha Tourism	Odisha	Through out the Year	Stakeholders associated with Tourism Industry in Odisha	To spearhead cluster development in the state while working as a Technical Agency, to strengthen stakeholders' efficiency and add value to their services.
4.38	Integrated Marketing Support Project (IMSP)	Agartala (Tripura)	3 Months	Cluster Artisans / Micro Entrepreneurs	To provide marketing support to cluster artisans.
4.39	Ethno Tourism Cluster Development & Training Programme for Stakeholders in Tourism Industry	Tamil Nadu / Gujarat	2 years	Local Artisans, Micro / Small Business Owners & Stakeholders associated with Tourism Industry.	To facilitate holistic development of Ethno Tourism cluster and capacity building of stakeholders associated with Tourism Industry.
4.40	Skill and Entrepreneurship Development Programme for Youth	Odisha	Through out the Year	Youth	To develop entrepreneurial and employability skills among youth, provide them support to launch and sustain their ventures.

Sr. No.	Activity	Location	Duration	Target Group	Objectives & Outcome
<b>(B) Business Development Services</b>					
4.41	Training Programme on Creativity & Innovation for Startups & Corporate Managers	EDII Campus	2-3 Days	Startups & Corporate Managers	To train the participants on latest techniques to promote creativity & innovation in their organizations.
4.42	Startup Clinic / Bootcamps	National	1 Day	Aspiring Entrepreneurs, Start-ups, Students	To orient youth towards entrepreneurship as a career option.
4.43	Technical Agency under SFURTI	Madhya Pradesh	3 Years	Artisans	To provide technical support to selected agencies of KVIC, develop artisans through cluster development approach.
4.44	As a Technical Agency Developing Agri Tools Cluster	Gujarat	3 Years	Stakeholders of Agri Tools Cluster, Bardoli	To create awareness about the scheme (SFURTI), identify implementing agencies, prepare DPR for CFC etc.
4.45	Joint Programme with EDII, PWC & FICCI on Developing National Occupational Standards (NoS) in select sectors	PAN India	3 Years	Artisans/Small Producers/ITI Students	To support in development of NOS for selected sector skills councils.
4.56	Capacity Building of National Urban Livelihood Mission (NULM) Functionaries	Ahmedabad	12 Days	NULM Functionaries, Officers & Field Workers	To build capacity of NULM functionaries through 'Training of Trainers' Programme so as to enable them implement self employment programmes of NULM.
4.57	Workshops on Micro Enterprise and Sustainable Livelihood	EDII Campus	1 Day	Officials from CSR Foundations, Functionaries of NGOs	To deliberate upon the strategic direction for incorporating entrepreneurship development programmes.
4.58	Management Development Programmes for Farmer Producer Organisations (FPOs)	EDII Campus	5 Days each	Key Functionaries of FPOs	To improve management practices of Farmer Producer Organisations. To link with National Centre for Rural Enterprises.

Sr. No.	Activity	Location	Duration	Target Group	Objectives & Outcome
<b>(A) National Outreach</b>					
4.59	Training Programme on Business Development Services	EDII Campus	5 Days each	Business Development Service Providers	To develop an understanding on the impact of BDS in promotion of Socially Responsible Businesses.
4.60	Training Programme for Senior Managers of SMEs	EDII Campus	1 Week	Senior Executives/ Leaders of SMEs	To facilitate SME business leaders to grow, expand and sustain their businesses.
4.61	Management Development Programme (MDP) on Design Thinking for Entrepreneurs and Managers	EDII Campus	3 Days	MSME Entrepreneurs and Corporate Executives	To train entrepreneurs/executives on application of design thinking in mitigating problems and ensuring entrepreneurial creativity.
4.62	E-commerce Training Programme	Pan-India	Through out the Year	Manufacturers, Traders, Retailers & Consultants	To develop skills of marketing products/services through E-commerce platform.
4.63	Awareness on Zero Effect & Zero Defect	Pan-India	Through out the Year	MSME Units	To ensure that MSMEs adopt zero defect and environment friendly manufacturing practices.
4.64	Training Programme on Business Opportunity Identification & Business Plan Preparation for Potential Women Entrepreneurs	EDII Campus	3 Days	Potential Women entrepreneurs	To facilitate potential women entrepreneurs to prepare business plans.
4.65	Support to Training & Employment Programme (STEP)	Pan India	2 Years	Women	To provide competencies and skills to enable women to become self-employed/entrepreneurs.
4.66	Project Management Consultant (PMC) for Setting up Carpet Park	Madhya Pradesh	5 Years	Artisans	To provide technical support in setting up of carpet park and facilitate cluster development.
4.67	Mentorship support to Women Entrepreneurs	EDII Campus	7 Days	Existing Micro/ Small Women Entrepreneurs	To provide mentorship support to existing women entrepreneurs.
4.68	Developing Integrated Cluster Action Plan & DPR in the capacity of State Technical Support Agency under Shyama Prasad Mukherjee National Rurban Mission (SPMNRuM)	Madhya Pradesh	3 Years	Stakeholders in the identified Rurban Clusters	To prepare Integrated Cluster Action Plan (ICAPs) and Detailed Project Reports (DPRs).
4.69	Sector Specific Entrepreneurship Development Programme	EDII Campus	6 Days	Housewives, College-going Students	To provide entrepreneurial training and capacity building to the target group for self-employment. Target: 60 trainees



## Department of Developing Economy Engagement

### RATIONALE

Entrepreneurs are the backbone of the developing world; however the challenges of a developing economy sometimes make entrepreneurship an arduous task. Availability of mentorship, funding and training can make the path smooth and worth traversing for many a wannabe entrepreneurs. EDII, a national resource institute in the field, also shoulders the responsibility of placing several developing countries on the entrepreneurial route. The Institute achieves this by focusing on developing an entrepreneurial ecosystem which has a strong base of academia, training and Government institutions and corporates who work in consonance with each other. This it seeks to achieve through various locational interventions and by setting up Entrepreneurship Development Centres in various countries. Innovation driven entrepreneurship, human resource development, entrepreneur friendly regulatory framework and policy research become the order of the day.

### Department of Developing Economy Engagement focuses on:

- Forging strategic partnerships for promoting enterprise development in developing economies for improving the entrepreneurial ecosystem.
- Sensitizing support system in developing economies and collaborating with them to adopt a coordinated and inclusive approach to promote entrepreneurship.
- Implementing country-focused programmes in close partnership with local governments and leading local partners, so that capacity building is ensured in the areas of entrepreneurship



"I urge the participants to introduce new systems, learnings and paradigms in their country so that the people at large benefit and the knowledge infiltrates through various layers of the social structure. Institutions like EDII are helping us spread knowledge far & wide, and I am sure our mandate will certainly get fulfilled."

**Shri Dinkar Asthana,**  
Joint Secretary (DPA-II), Ministry of External Affairs



"It is said that 'Give a person a fish and you will feed that person for a day. Give him / her a fishing rod and the person will never go hungry again'. I believe EDII has given us the recipe of making fishing rods. I wish to continue the legacy of EDII by sharing the knowledge I have gained here with my society and government.

**Ms Pauline Kusimba, Kenya**  
(Participant of the programme  
- Entrepreneurship & Small Business Promotion)





education, cluster development, women entrepreneurship, micro enterprise development as also organizational capacity building of local partners.

- Introducing Indian entrepreneurs, both existing and potential, to a broad range of insights and best practices in the developed world, and encouraging the use of these in strengthening communities and growing economies.
- Evolving 'Concept- to- Completion' approach for setting up Entrepreneurship Development centres, internationally.

#### The year 2018 – 19 :

- Collaborations will be worked out with governments in developing economies to set a vision for improving the incidence of entrepreneurship by using local experience, knowledge, and networks to provide training and mentorship to budding entrepreneurs
- Governments will be encouraged to take a coordinated and inclusive approach to promote entrepreneurship by instituting Centres of Entrepreneurship Development
- Capacity building programmes will be undertaken to hone skills of developing economy personnel in entrepreneurship and related areas.

"We have really enriched ourselves in Business Hindi and the culture of India. We will play an instrumental role in strengthening the relationship between India and China. With India-China economic ties becoming strong, cultural exchange between the two countries will also help make a huge difference leading to cordial relations."



**Ma Sha**  
Yunnan Minzu University, China

"India and Malaysia have lot of similarities with regard to culture, tradition and entrepreneurial ecosystem. I am glad that the two countries are working together on the prestigious project - Fostering Innovation and Refueling Entrepreneurship (FIRE). Experiences shared by the participants of FIRE have convinced me that EDII in India is the right partner for Malaysia as far as promoting entrepreneurship is concerned. We believe this partnership shall create employment opportunities and bring prosperity to the people of Malaysia"



**HE Dato' Hidayat Abdul Hamid,**  
High Commissioner of Malaysia to India



## Achievement

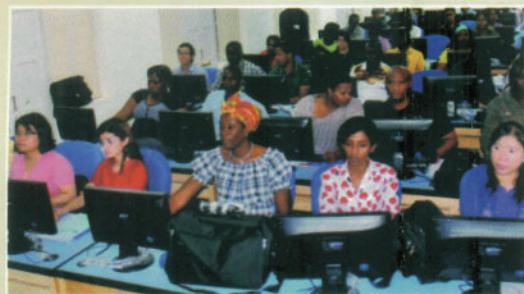


- Trained a sizeable number of participants from the Greater Mekong Sub Region (GMS) ensuring that the entrepreneurial potential of the region is unleashed for promotion of development and trade.
- Set up Entrepreneurship Development Centres (EDCs) in Cambodia, Lao PDR, Myanmar & Vietnam and work is in progress towards establishing such EDCs in Uzbekistan, Rwanda and four other selected African Countries.
- Conducted 10 Entrepreneur Trainer-Motivators' Programmes under the support of Commonwealth Secretariat. A cadre of 178 Resource Persons has been instituted.
- Implemented projects with support from the World Bank, Commonwealth Secretariat, UNIDO, ILO, FNSI, British Council, Ford Foundation, European Union, ASEAN Secretariat, SDC etc.
- Has emerged as an International Resource Centre and a Centre of Excellence as declared by the United Nations Economic and Political Commission for Asia and the Pacific (UNESCAP), Bangkok, Thailand.



EDII has tied up with Human Resource Development Fund under Ministry of HRD, Malaysia to assist Malaysian Government in ensuring 35% skilled Malaysian workforce by 2020.

Drive us...



- United Nations Industrial Development Organization (UNIDO) set up its first overseas centre, the Inter Regional Centre in Entrepreneurship, at EDII under which entrepreneurship was institutionalized through training of resource persons, entrepreneurs, support system officials and by setting up of ED centres.
- Since 2001-02, organizing International Capacity Building Programs under ITEC, Ministry of External Affairs, Govt. Grooms close to 400 international delegates annually.
- Institutionalized entrepreneurship education in technical and vocational streams in developing economies
- Conducted 4 programmes for Instructors' Training Centre (ITC) - The Vocational Training Organisation (TVTO), Iran, to institute a cadre of 120 resource persons to institutionalize entrepreneurship in Iran.



## Department of Developing Economy Engagement

### Annual Plan of Activities - 2018-19

Sr. No.	Activity	Location	Duration	Target Group	Objectives & Outcome
<b>Long-term Programmes/Projects</b>					
5.1	Setting up EDC in Rwanda / Uzbekistan	Rwanda / Uzbekistan	3 Years	Potential & Existing Entrepreneurs in host countries	Promoting entrepreneurship, acquaint beneficiaries, entrepreneurship development institutions, with various interventions to strengthen the ecosystem for entrepreneurship in the country.
<b>Short-term Programmes/Projects</b>					
5.2	Entrepreneurship Education to Strengthen Emerging Economies	EDII Campus	6 Weeks	Faculty from schools/colleges/ universities, Government/ private sector Officials engaged in entrepreneurship activities	To equip international participants with tools and pedagogy to conduct entrepreneurship programme in academic institutions.
5.3	Entrepreneurial Management	EDII Campus	6 Weeks	Policy Makers, Business Owners, Professionals with Business and Industry, Management Associations, Chambers of Commerce & Industry	To develop entrepreneurial capacity among middle level managers and officials so that they can act intrapreneurially in their firms.

For programme dates, write at [binduprashanth@ediindia.org](mailto:binduprashanth@ediindia.org)/[bdc@ediindia.org](mailto:bdc@ediindia.org) or visit : [www.ediindia.org](http://www.ediindia.org)

Sr. No.	Activity	Location	Duration	Target Group	Objectives & Outcome
<b>Long-term Programmes/Projects</b>					
5.4	Business Research Methodology & Data Analysis-International	EDII Campus	8 Weeks	Entrepreneurs/ Middle & Senior level Executives of SMEs/ Professionals engaged in Small Business Promotion	To enable participants from developing countries to carry out research and improve their proficiency in selection of analytical tools and interpretation of statistical data to solve business problems.
5.5	Doing Business in Emerging Markets	EDII Campus	6 Weeks	Small and Medium Entrepreneurs, Officials from Government Departments related to Foreign Trade	To provide specialized skill set to the target group, thus enhancing their ability to take decisions in international business environment.
5.6	Technopreneurship: Creating Technology Enabled Startups and Ecosystem	EDII Campus	6 Weeks	Policy Makers, Business owners, Research & Development Professionals	To introduce the participants to technology venture creation and management through a mix of experiential learning, skill building & mindset shift.
5.7	Informal Sector Enterprise, Entrepreneurship & Local Economic Development	EDII Campus	6 Weeks	Professionals with Funding Agencies focussing on Informal Sector/Entrepreneurship, Government Officials involved in Local Economic Development Programmes	To develop a cadre of professionals in developing countries practicing value chain related interventions in informal sector and engaged in LED.
5.8	Sustainable Livelihoods & Mainstreaming with Market	EDII Campus	6 Weeks	NGO Functionaries, Professionals in Funding Agencies, Research Organizations	To enable non-profit organizations/ NGOs to achieve highest standards of excellence in governance and management practices.
5.9	Agri-Entrepreneurship & Supply Chain Management	EDII Campus	6 Weeks	Govt. Officials & Professionals engaged in Agriculture related activities/ Officials from Agri-commodities market	To train entrepreneurs in agriculture sector to develop agrarian prosperity, thereby transforming communities into a contributory resource for economic development.
5.10	Promoting Innovations and Entrepreneurship through Incubation	EDII Campus	6 Weeks	Incubation Managers and Officials of Academic Institutions intending to set up Incubation Centres	To help business incubation managers build their capacity in the areas of incubation practices, identify support mechanisms for incubator technology commercialization and financing strategies for supporting clients in developing countries.

Sr. No.	Activity	Location	Duration	Target Group	Objectives & Outcome
5.11	Capital Markets & Investment Banking	EDII Campus	6 Weeks	Senior & Middle level Officials from Ministries of Finance/ Industry, Representatives from Brokerage Firms, Investment Bankers	To help business incubation managers build their capacity in the areas of incubation practices, identify support mechanisms for incubator technology commercialization and financing strategies for supporting clients in developing countries.
5.12	SME Banking & Financial Services	EDII Campus	6 Weeks	Executives / Officials of financial intermediaries, government, regulators	To provide specialized skill sets to the target group, thus enhancing their decision making ability to facilitate development and growth of SME sector.
5.13	Entrepreneurship & Small Business Promotion	EDII Campus	6 Weeks	Small Business Counsellors, Entrepreneurship Trainer-Motivators, Small Business Promotion Officers, Bankers/Officials of Financial Institutions	To develop a cadre of hardcore professionals who will work for the promotion of economic activities in developing countries.
5.14	Industrial, Infrastructure and Sustainable Project Preparation and Appraisal	EDII Campus	6 Weeks	Bankers, Business Development Officers of Financial Institutions	To upgrade appraisal techniques and improve the decision-making process so that there is improved viability and increased returns.
5.15	Cluster Development Executives Training Programme	EDII Campus	6 Weeks	Senior and Middle Level Professionals/Officials from Ministry/ Department of Small and Medium Enterprise, Professionals from Cluster Development Supporting / Implementing Agencies	Capacity building of Cluster Development Executives from developing countries.
5.16	Cluster Development Executives Training Programme	EDII Campus	6 Weeks	Entrepreneur-Trainer Motivators, Business Promotion Officers, Consultants, Academicians, Corporate trainers	To sensitise and develop a cadre of effective women entrepreneur trainer-motivators who can initiate, plan and implement entrepreneurship development activities for women entrepreneurs in their respective countries.





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