

2007-08 Programme Package



**ENTREPRENEURSHIP
DEVELOPMENT INSTITUTE OF INDIA**
AHMEDABAD, GUJARAT, INDIA

2007-08 Programme Package



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DEVELOPMENT INSTITUTE OF INDIA**
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The 8th Convocation of EDI-PGPs was organised on 29th September, 2006. The Chief Guest of the function was Padmashree Ms. Lila Poonawala, Chairperson, DeLaval Pvt. Ltd. Seen during the Convocation is the Chief Guest Ms. Poonawala with (R -L) Shri V. P. Shetty, President, EDI and Chairman, IDBI and Dr. Dinesh Awasthi, Director, EDI.

Padmshree Ms. Poonawala delivering the Convocation Address.



Bharti Centre for Entrepreneurial Initiatives, set up at EDI, undertakes a host of activities to promote entrepreneurship among youth. Under the aegis of the Centre, the Second Lecture of the EDI - Bharti Annual Lecture Series was organised on 9th February, 2007. Padmabhushan Dr. J. J. Irani, Director, Tata Sons Ltd., was the distinguished speaker and the topic of his discourse was 'Is Indian Industry Ready to Take on the Rest of the World?' Hon'ble Minister of State for Industries and Mines, Govt. of Gujarat Shri Anil Patel presided over the event.

Seen on the dais are (R-L) Dr. Dinesh Awasthi, Director, EDI; Distinguished Speaker, Dr. J. J. Irani; President of the event, Shri Anil Patel and Shri Bipin Shah, Senior Faculty, EDI.

Inset : Padmabhushan Dr. Irani addressing the gathering.

As a consequence of the MoU signed during the visit of the Hon'ble Prime Minister of India, Dr. Manmohan Singh to Uzbek Republic in April, 2006 and at the instance of Eurasia Division of the Ministry of External Affairs, Govt. of India, a 3-member delegation led by the Director, EDI, Dr. Dinesh Awasthi visited Tashkent during March 5-9, 2007 to finalize the modalities of setting up 'Uzbekistan-India Entrepreneurship Development Centre' in Tashkent. During the delegation's visit, an Alumni Meet of Uzbek participants of EDI conducted ITEC sponsored programmes, was organised.

Seen here are the participants with (4th from left) EDI-Director, Dr. Dinesh Awasthi, (3rd from left) Mr. Sanjay Pal, Faculty, EDI and (2nd from right) Ms. L. Savithri, Under Secretary, Ministry of External Affairs, Govt. of India, New Delhi during the Alumni Meet.





EDI Governing Body Members (as on 15th April, 2007)

Shri V. P. Shetty

President-EDI
Chairman
Industrial Development
Bank of India
Mumbai

Dr. Yoginder K. Alagh

Vice Chairman &
Professor Emeritus
Sardar Patel Institute of
Economic & Social Research
Ahmedabad

Shri D.P. Bagchi, IAS (Retd.)

Ex-Chief Secretary-Orissa

Shri J. Chandrasekaran

Chief General Manager (SME)
State Bank of India
SME Business Unit
Mumbai

Mrs. K. Rama Devi

President
Association of Lady
Entrepreneurs of
Andhra Pradesh
Hyderabad

Dr. Chukka Kondaiah

Principal Director
National Institute of Small
Industry Extension
Training (NISIET)
Ministry of SSI
Government of India

Dr. Sailendra Narain

Chairman
Centre for SME Growth &
Development Finance
Navi Mumbai

Shri D. Rajagopalan

Principal Secretary
Industries & Mines
Department
Govt. of Gujarat
Gandhinagar

Shri P.H. Ravikumar

Managing Director & CEO
National Commodity &
Derivatives Exchange Ltd.
Mumbai

Shri B. Ravindranath

Executive Director
Industrial Development Bank
of India
Mumbai

Shri Rakesh Rewari

Deputy Managing Director
Small Industries
Development Bank of India
Lucknow

Dr. Y.S.P. Thorat

Chairperson
National Bank for Agriculture
& Rural Development
Mumbai

Shri P. S. Shenoy

Chairman
Board of Directors
IFCI Ltd.
Gandhinagar

Shri Jawahar Sircar

Additional Secretary and
Development Commissioner
(SSI & ARI)
Govt. of India
Ministry of Small Scale Industries
and Agro & Rural Industries
New Delhi

Dr. Dinesh Awasthi

Director
Entrepreneurship
Development Institute of
India
Ahmedabad



The Institute & Its Mission

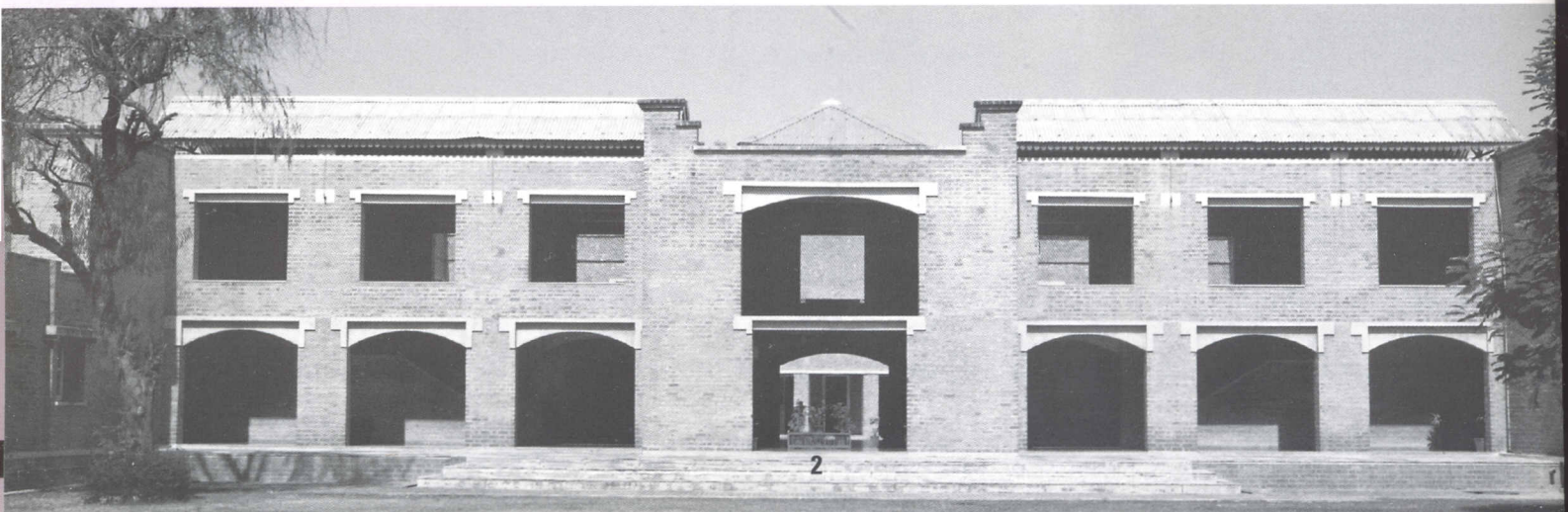


The Entrepreneurship Development Institute of India (EDI), a wholly autonomous and not-for-profit institute, set up in 1983, is sponsored by apex financial institutions; the Industrial Development Bank of India (IDBI), IFCI Ltd., ICICI Ltd., and State Bank of India (SBI). The Government of Gujarat pledged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

EDI's pioneering activities in entrepreneurship development training have established that people from all walks of life can become business owners. It has demolished the myth that entrepreneurs are born, and cannot be made. Through well-conceived training interventions and capacity building activities, over last 24 years, EDI has equipped thousands of people with entrepreneurial skills. To pursue its mission further, EDI has helped set up fourteen state-level exclusive entrepreneurship development centres and institutes.

EDI has been spearheading entrepreneurship movement throughout the nation with a belief that entrepreneurs need not necessarily be born, but can be developed through well-directed activities. This, in turn, led to the emergence of several training programmes, workshops and research projects under strategic thrust areas, thereby advancing the frontiers of theories and practices of entrepreneurship and effectively contributing to the nation's economic vitality.

Realising that the gigantic task of creating entrepreneurs nationally and internationally can only be accomplished with a collaborative effort, EDI has established linkages with a nationwide network of organisations and institutions committed to entrepreneurship development. Even though much has been realised, far more remains to be done and EDI continues with its mission of augmenting manifold the nation's aggregate capacity to develop its entrepreneurial potential.





Planning for the Year 2007-2008



EDI has been vested with the responsibility of spearheading entrepreneurship movement not only within but beyond the borders of the country. The year 2007-08, I would say, looks forward to once again invoking entrepreneurial impulses in certain new areas.

Setting up an Entrepreneurship Development Centre in Uzbekistan would build one more successful trajectory. The results at LAO PDR, Cambodia and Vietnam in terms of commissioning ED Centres became our ambassadors in South East Asia. Setting up a Centre at Tashkent (Uzbekistan) is a major developmental task. We are confident that with our result-oriented strategy, module and experience, we will be able to create an insignia of business and success.

Another major issue which the forthcoming year would address is the mushrooming of NGOs, all kinds and hues. We realised that a movement needs to be launched to strengthen the NGO or Non-Profit Sector as a vanguard of just and equitable society. I am happy to inform you that in collaboration with Janvikas, a leading NGO in the country, we have set up a 'Centre for Governance Studies in Non-Profits' to achieve this vision. I am sure, this centre will be able to contribute a great deal to the genuine growth of voluntary sector by addressing issues

related to governance. It will drive in an understanding of the governance issues and best practices so that NGOs stand by transparency and accountability.

While we are creating winning entrepreneurs who adhere to certain indispensable benchmarks to make a mark globally, we are also conscious of ushering in well being within the society by creating sustainable livelihood options for one and all. EDI has set for itself the responsibility of creating social entrepreneurs, or should I say, change agents who would devote themselves to transforming societies. 'EDI Centre for Social Entrepreneurship' would create social entrepreneurs who recognise new opportunities, leading to innovative developmental strategies. Besides, programmes to create social entrepreneurs, EDI would design tailor made training programmes to imbibe leadership skills and managerial competencies in existing social entrepreneurs so that their enterprises develop into cohesive, competitive and dynamic entities.

We are in sync with our mandate and are eagerly reaching out to our objectives under various thrust areas.

The area of Education will continue to instil dynamism in children, youth and the faculty group. All programmes designed under this thrust area would target complex problems by citing 'entrepreneurship' as the panacea. The EDI-Bharti Centre for Entrepreneurial Initiatives through its various activities will continue to provide the necessary drive and motivation to youths towards pursuing entrepreneurship as a career. After so many years now, the task does not really push us at crossroads; on the contrary we are satisfied with previous results and have strategised, this year, in a way that the base gets broadened and results further concretised.

Most problems of rural areas bear a striking resemblance to those of the urban pockets; it is the approach, however, which has got to be different for different areas for impact making result. While our plan would address



the issue of urban poverty diligently; rural areas would also receive adequate attention in terms of raising entrepreneurial standards here.

Promotion of science and technology based enterprises; strengthening of marketing competencies; building capabilities for NGO functionaries; creating cadres of specialists who ensure growth of micro enterprises by extending mentoring support or even by setting up own agro-clinics are some major activities, among others, that seek to make this sector of India 'enabled in all respects'.

A remarkable feat of EDI has been in the area of bolstering the performance of clusters and thus of existing entrepreneurs. It is lucky to marshal support of several developmental organisations in this process as these have witnessed the 'turnaround' that EDI's cluster revitalisation model has ensued. An array of result-oriented practices will be introduced in the Handloom, Handicraft and the Auto parts' clusters to displace the 'growth-retarding' factors here. A series of activities has been planned to ensure competitiveness.

When we talk about growth of entrepreneurship, it has got to be in tandem with the rising encouragement of the 'Support System'. This area also gets due importance in the forthcoming year.

The Institute also continues developing entrepreneurship in foreign lands. With the revival of the UNIDO and Govt. of India sponsored Inter-Regional Centre (IRC) for Entrepreneurship an Investment Training, it has been putting several countries on an entrepreneurial path. Its thrust area of International Interactions continues to be result driven.

A vast country with varied issues and bewildering chapters we have tried to address them all to the extent possible. It's said solutions are always encased in problems; all we require is an eye to spot them. So we have brainstormed and tried to convert 'challenging situations' into 'promising opportunities'. And as always 'entrepreneurship' has been our ally. We now look forward to your support and encouragement to our plan.

- Dinesh Awasthi
Director, EDI





A Glimpse into Major Achievements of 2006-2007

Big leaps in Entrepreneurship Education

The 8th Convocation of the Institute's one year Post Graduate Diploma Programmes in Business Entrepreneurship and Management and in Management of NGOs was organised on 29th September, 2006. The occasion was marked with a distinct aura with the presence of Padmashree Ms. Lila Firoz Poonawalla, Chairperson, DeLaval India Pvt. Ltd. as the Chief Guest. In all 108 students were awarded the Diplomas.

In line with its motive EDI raised a powerful and encouraging toast to Entrepreneurship by organising a lecture by Dr. J. J. Irani on 'Is Indian Industry Ready to Take on the Rest of the World?' Hailing India as the fastest growing economy in the world after China, Dr. Irani highlighted the entrepreneurial competence of India. He added that India could leverage its many strengths such as its young population, political clout, developed competitiveness, and a huge consumer market to gain prominence in the world arena.

The Institute's efforts to bring academicians and researchers on a common platform to share new perspectives in entrepreneurship was realised with the organisation of 7th Biennial Conference on New Frontiers of Entrepreneurship. Faculty Development Programmes also successfully oriented teaching professionals towards entrepreneurship training. In all 1164 faculty members were trained.

The Summer Camps for Youth and Children also received excellent response and during the year 132 youths and children were goaded on to higher order achievements. The Institute's effort to create entrepreneurship awareness amongst students with technological background also continued successfully. Its Distance Education Programme further concretised the base of entrepreneurship across the country with linkages with 93 educational institutes and enrolment of 5900 learners till date.

Micro Enterprise and Micro Finance Development triggers innovative developments

Tough competition in the textile industry but at the same time the emerging opportunities demand that the

handloom weavers be facilitated to meet the challenges of a globalised environment. Ministry of Textile's Integrated Handloom Cluster Development Scheme envisages rejuvenating 20 select handloom clusters of the country. EDI as the National Resource Agency ensured successful strides by training cluster development executives; extending technical, managerial and needbased services; sensitising policy makers, etc. Interventions in the Varanasi Handloom Cluster, Gwalior, Chanderi and Sonapur Clusters are worth the mention.

Also as the technical agency of the Ministry of Agro and Rural Industries, Govt. of India for the Scheme of Fund for Regeneration of Traditional Industries, EDI assisted nodal agencies, viz. KVIC and Coir Board in identifying clusters of traditional coir industries. Capacity Building Programmes for cluster development agents and officials of implementing agencies also imparted knowledge on the importance of networking, cluster characteristics, cluster mapping, value chain analysis etc. EDI's involvement in extending support in the areas of marketing and technology to SIDBI assisted NGOs continued through its Rural Industries Programme. Total number of units promoted are 148 and total investment mobilized is 2.87 crore.

The training programme on Rural Business Service Providers also successfully trained 19 participants from Orissa, Bihar, Maharashtra and Rajasthan. Micro-enterprise and micro-finance development, cluster development strategies and promotion of rural industries were some of the areas particularly focussed upon.

The four-week SIDBI sponsored Advanced Trainers' Training Programme on Rural Entrepreneurship for NGO professionals' equipped 20 development functionaries with advanced principles of small/micro enterprise development and their application to rural / urban situations / local context.

The Institute also took mega leaps in the Ministry of Urban Poverty Alleviation, Govt. of India's project titled, 'Promotion of Micro Enterprises in Urban Areas' through entrepreneurship development strategy. Trainers' Training Programmes and Sensitisation Workshops exposed the participants to aspects like; identifying the right type of



resources and the key elements in feasibility analysis of a project, planning and implementing a training programme, problem solving skills etc.

Realising the need for NGOs to establish processes and structures which put in place the issues of governance and transparency, EDI in a landmark initiative set up the 'Centre for Governance Studies', in collaboration with Janvikas.' The Centre will develop conscientiousness among NGOs to define norms, ethical standards and processes towards effective governance.

Existing Entrepreneurs up-scale their performance

Adding pace to SME development, the Institute created a site, 'SME KNOWLEDGEBASE' as an assignment from the Commonwealth Secretariat and Govt of India. The site covers the entire gamut of knowledge / information, case studies, best practices and other relevant information on SMEs.

For women to reach out for higher order achievements is no longer a far cry. And the Institute contributed to this growing fact by successfully organizing a State Level Consultative Meet on Problems of, and Policies to Promote Women Entrepreneurs. The Meet identified the factors that pose hindrances for women to take to entrepreneurship and also brainstormed over the solutions to deal with these. The participation from women entrepreneurs, policy makers, officials of state nodal agencies, leading banks and government departments was overwhelming.

The Food Processing Project created an impact which would reverberate for years to come. The point,



Seen addressing the participants is Dr. P. K. Mohanty, Joint Secretary, Ministry of Urban Employment and Poverty Alleviation, Govt. of India and the Chief Guest of the Valediction of the Trainers' Training Programme organised as a part of the Ministry of Urban Poverty Alleviation, Govt. of India and UNDP sponsored project, 'Promotion of Micro Enterprises in Urban Areas Through Entrepreneurship Development Strategy'.



Mr. Raveen Bhatnagar of Bharti Cellular Ltd. presenting a memento to Shri Anil Patel, Hon'ble Minister of State for Industries and Mines, Govt. of Gujarat and President of the event, Second EDI-Bharti Annual Lecture.

entrepreneurs can be created through well conceived training interventions, was well taken in. The success rate, i.e. units initiated, employment opportunities generated and of investment made are indeed encouraging. The Government is considering a few more initiatives in the same line. Given the export potential of 'Bearing and Related Engineering Industries', the SIDBI sponsored Growth-cum-Counselling Programme was also successfully organised with tangible results. 20 Entrepreneurs in Jaipur benefitted from the programme.

Results were also in place in the Kudumbashree Project, under which a package of activities were implemented to help existing micro entrepreneurs enhance their performance. A total of 3665 existing micro entrepreneurs have been trained so far.

ED Organisations and Support System strengthen base

Presentation of 'Bharti Entrepreneur of the Year Award 2007' went a long way in motivating youths to the charms of being an entrepreneur. 'Crises should not deter' was the message that was driven in. Mr. Mitesh Talati, of M/s Shree Santram Engineering Works was honoured with the award.

In a specialised training programme on 'Project Appraisal, Entrepreneur Assessment and Credit Risk Assessment', 17 executives from nationalised banks and financial institutions were trained in formulating and appraising projects and assessing the entrepreneur behind these - *A need of the hour indeed !*

In a major development, an association has been established with Small Farmers' Agri-Business Consortium (SFAC) in preparing detailed project reports on opportunities in the agriculture sector.



International Center for Cluster Competitiveness and Growth

Under the DCSSI sponsored Auto Parts Cluster Project in Ludhiana, Jalandhar and Phagwara, appropriate technologies were introduced for product improvement and quality control. Also as a part of the responsibility to extend handholding support to 12 clusters, the institute achieved some major landmarks in the Gold Ornaments Cluster, Trichur; Brass and Bell Metal Cluster, Khurda; Leather Goods' Cluster, Shantiniketan; Readymade Cluster, Bangalore; Leather Footwear Cluster, Agra; Agricultural Implements' Cluster, Moga; and Ball Bearing Cluster, Jaipur. EDI's efforts have set in a distinct process of transformation for the clusters to live up to international trends and demands.

Interventions on the international plane

India's developing economy is faced with challenges.....challenges that make it wield the best of strategies to succeed. Entrepreneurship has emerged as a solution for several problems and finds place in national policies and procedures. EDI by virtue of being a National Resource Institute in the field, was selected by the ITEC division of the Ministry of External Affairs, Govt. of India to share its experiences with other developing countries. By successfully conducting six programmes on Entrepreneurship and Small Business Promotion, Management Education, Use of English Language in Business Communication, Business Development Service Providers for Micro Enterprise and Micro Finance Development, Computer Applications for SMEs and Industrial Project Preparation and Appraisal, contributed to the knowledgebase of foreign professionals besides strengthening bilateral relations. With this the institute has trained 525 officers from over 70 countries.

After the successful experience of having set up Entrepreneurship Development Centers (EDCs) in CLMV countries, EDI's strengths in institution building once again came into play with the assignment of commissioning an ED center in Uzbekistan. A team headed by EDI Director, Dr. Dinesh Awasthi, visited Uzbekistan to finalize the modalities of setting up Uzbekistan-India Entrepreneurship Development Center in Tashkent.

It is worth highlighting that the Inter Regional Center (IRC) for Entrepreneurship and Investment Training sponsored by UNIDO and Govt. of India is realising its targets in the countries of Mozambique, Sudan, Yemen and LAO PDR. In addition to New Enterprise Creation and Enterprise



Participants of an ITEC sponsored programme during classroom session

Upgradation getting a thrust, several result-oriented linkages have also been established between entrepreneurs in these countries and their Indian counterparts. It is also heartening to note that due to EDI's efforts, major policy changes have been initiated in Sudan. These are likely to lead to rapid industrial development.

In an appreciative move, EDI in partnership with Mekong Institute, Thailand, conducted a workshop to strengthen entrepreneurial skills in trade negotiations and regional trade integration in Greater Mekong Sub Region (GMS). The workshop attended by Senior Delegates from Cambodia, LAO PDR and Vietnam represented Ministers and officials from Public Sector, Chamber of Commerce, Industry Associations, Export Councils, Women Associations and Entrepreneurship Training Institutions. A conducive environment for development and international trade was created.

With its various initiatives, EDI is contributing towards creation of a sound economic structure not just nationally but also globally. The emerging opportunities and avenues are exploring the development potential to the hilt. *And there is still no looking back.*



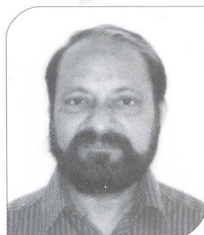
Students during the 8th PGPs' Convocation

EDI Faculty

Dinesh N. Awasthi

Ph. D. (Economics), Gujarat University.

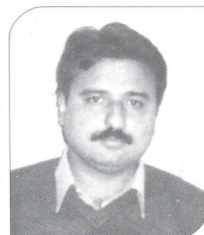
An Economist with extensive experience in Entrepreneurship training, teaching and research. Worked extensively on policy issues related to SMEs. Worked with several multilateral agencies like ILO, UNIDO, UNDP, as a Consultant on several international assignments. He has four books, about 45 research papers and 13 research reports to his credit. His areas of special interest are: policy research, cluster development, sub-sector analysis, micro-finance and rural banking, rural entrepreneurship and NGOs. Dr. Awasthi is a Member of various Apex Committees and Core Groups of Ministries of SSI & ARI, Urban Employment and Poverty Alleviation, Department of Science & Technology and Planning Commission, Govt. of Gujarat.



Tarun Bedi

B. E. (Civil), M. A. (Sociology)

Has 14 years of experience in the field of Entrepreneurship Development and two years of experience in working for rehabilitation of Adolescents engaged in hazardous occupation. Involved in the promotion of cultivation and processing of medicinal and aromatic plants through training and counselling for the last 7 years.



Pankaj Bharti

Ph. D. (Psychology)

Specialised in Social Psychology, Organisational Behaviour and Research Methods. Trained in conceptualising and developing measurement tools for Social Science Research. Associated in more than twelve national as well as international research projects. Current interests include preparation of cases and resource material and constructing tools for promoting entrepreneurial tendencies.



Meena Bilgi

M. Phil. (Social Work)

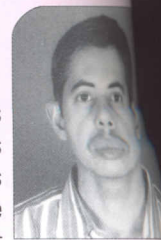
As Social and Gender Development Specialist, she has two decades of extensive experience in Rural Development in areas such as; Management of Natural Resources, Livelihood Enhancement and Entrepreneurship Development. She has worked on national and international projects funded by DFID, RNE, SDC, UN agencies, World Bank etc. She has many articles to her credit.



Saumil Dave

BE (Mech.), MBA (HRD), PGDMM

18 years of experience in various industries like paints, pharmaceuticals, dairy, beverages and water management. Covering various facets of industrial experience like maintenance, plant engineering, project implementation, purchase and stores, supply chain management and project engineering. At present, working with IC3G Cell involved in Cluster Development activities.



Ajay Dixit

B. A.

More than 3 decades of experience in the field of Entrepreneurship Development at national as well as international levels. An experienced Business Counsellor, specializing in training of trainers, training existing entrepreneurs for their growth, teaching 'Family Business Management'. Also providing capacity building support to NGOs and promoting Social Entrepreneurship.



Raman Gujaral

M. Com.

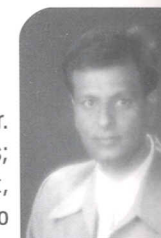
Specialises in small enterprise development, various aspects of industrial project identification to project formulation. 17 years of experience in the area of training and development of entrepreneurs. Has extensive experience of working on developing different modules on entrepreneurship development, development orientation programme for support system officials, etc. Associated with various publications on entrepreneurship and marketing of agro produces.



Prakash Jhurani

M. A., LL. B., D. Lib.

Specializes in the rural development sector. About 8 years experience in areas, such as; rural development, project management, project implementation in the area of micro credit & micro enterprise development through cluster development approach. Implemented various projects with several agencies in the sector of small & medium enterprise development.



Umesh K. Menon

M. Com., MBA (Finance), AICWA

Specialises in the areas of finance and accounts with 16 years experience in Government and Industry. Presently involved in counselling existing entrepreneurs for growth; training bankers and investment





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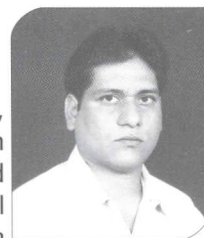
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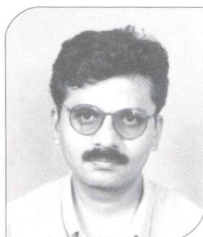


promotion officers in the area of project appraisal; teaching finance, accounts and small business management to PG students.

Manoj Mishra

PDFM, FRI, Dehradun

Specialises in the area of Rural Development. About 12 years of experience in providing support to social development, project management and co-ordination in the area of sustainable livelihood issues, Micro-enterprise Development (particularly farm and off-farm sector), Micro-finance, Social research methods and MIS for monitoring and evaluation. Is currently involved in conducting training in the field of agri-business, for rural & small business consultants and providing capacity building support to NGOs for best practices in micro-finance.



Sasi Misra

Ph.D. (Psychology)
University of California

Ford Scholar, Harvard Business School; Visiting Professor, McGill University, Canada; University of Munich and University of Bamberg, Germany. An Alexander Humboldt Fellow (Germany), Shastri Indo-Canadian Fellow (Canada) and Commonwealth Faculty Research Fellow (UK). Currently, he is Editor of The Journal of Entrepreneurship. Has over 50 publications in prestigious national and international journals. He has been Senior Professor of Organizational Behaviour at IIM-Ahmedabad for over three decades and Vice-Chancellor, Behrampur University, Orissa.



Ramkrishna Mistry

M. Com.

Was associated with research organisations and NGOs before joining EDI as a Faculty and Academic Coordinator for NGO Management programme. He has worked on various developmental issues with focus on HIV/AIDS and Reproductive and Child Health. Was actively involved in training, evaluation and NGO networking & coordination for various projects. Has fairly good experience in working with rural as well as urban communities in Gujarat.



V. Padmanand

M. Phil. CRENIEO, M. Phil., Cambridge, UK,
PGDMM

An Economist, specialising in business economics and management, applied macro economics and environmental economics. Currently engaged in research, consultancy and programmes related to growth and business strategy of small and medium enterprises. Elected to the status of fellow in national and international bodies.



Sanjay Pal

M. Sc. (Economics), MBA (Marketing)

Specializes in Cluster Development and Rural Marketing. Handling the activities of the International Centre for Cluster Competitiveness and Growth (IC3G) and also engaged in providing strategic support to the 12 SME cluster programmes in the country. Conducted series of Cluster Development Executives (CDE) Programme for the Govt. Officials and implementing agencies. Recently conducted a study on the Regional SME Development and Cluster/Value Chains & BDS Market. Also handling Rural Marketing Projects/Programmes targeting the NGO sector.



Anupriya Pandey

M. Com., Ph. D. (Commerce)

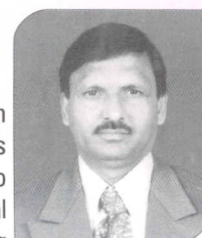
Specialises in managerial economics, finance, and business plan formulation and appraisal. About 7 years experience in lecturership. Currently involved in conducting various National and International Programmes in the field of entrepreneurship. She is the academic coordinator of PGDBEM.



Vinod Paratkar

B. Com., PGDM

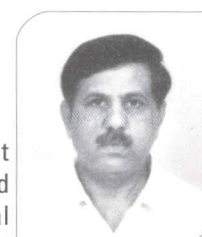
Involved for the last 18 years in research in HRM practices and business strategies, cross cultural aspects, studies in fruit and agro processing industries, TBI in India, potential survey, labour market survey for ILO, training of trainers & teachers. Presently, Advisor at the Lao India Entrepreneurship Development Centre (LIEDC), Vientiane, Lao PDR.



D. M. Parikh

B. E. (Mechanical),
M. Tech (Ind. Mgt; IIT, KGP)

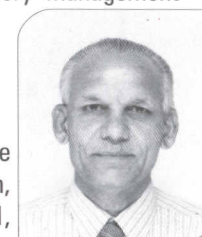
An engineer with Industrial Management Education at post-graduate level. Equipped with 28 years experience in industrial activities. About 7 years as an Industrial Engineer with exclusive experience on productivity improvement, line balancing as well as various diagnostic studies for facility improvement and improving efficiency of industrial resources. About 21 years extensive experience in all facets of Development Banking comprising project appraisal, financial services, merchant banking, recovery management and resource mobilization.



J. B. Patel

B. Sc. (Chem.), B. Sc. (Tech.)

More than 3 decades of experience in the areas of business opportunity identification, project formulation, project appraisal, counselling and guiding the entrepreneurs.





Conducted more than 10 international programmes and worked as an expert in a number of developing countries in the above fields. Also Local Representative for the Netherland Senior Experts Organisation.

C. R. Patnaik

PGDM

19 years of experience in conducting Rural Entrepreneurship Development Programmes. Currently involved in imparting behavioural inputs in REDPs.



Rajkumar Phatate

B. Com., MBA (Marketing and Finance)

A seasoned entrepreneurship trainer/teacher with more than 22 years of experience in facilitating and training in the areas of new enterprise creation, capacity building of existing entrepreneurs and ETMs. His areas of interest include group enterprise development, cluster development, facilitating knowledge ventures, entrepreneurship education and performance improvement and growth of existing SMEs.



N. Ramesh

M. Sc. (Chemistry)

Specializes in identifying business opportunities in the areas of Food Processing, Electronics and IT. 22 years of work experience as an Entrepreneur Trainer Motivator.



Arvind Sahay

Ph.D (Com.), M.Sc. (Stat), PGDCA

Specializes in micro enterprise creation and entrepreneurship development activities. 12 years of work experience in Entrepreneurship Development with specialization in training and development of entrepreneurs by coordinating "Science & Technology Entrepreneurship Development Project" and "Rural Industries Programmes" with special focus on project evaluation.

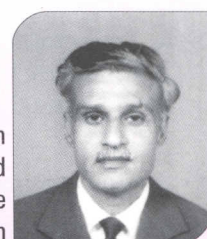


Presently based at Northern Regional office at Lucknow.

S. B. Sareen

Diploma in Textile Technology, D.I.M., D.I.M.O. (Hons.), D.M.M.

Twenty three years of experience in conducting entrepreneurship related training programmes on New Enterprise Creation, Business Counselling and Growth for Existing Entrepreneurs and Faculty Development. Specialises in training Resource Persons (trainers) at national and international levels.



Worked in various countries and has been involved as Country Director Sudan in the Inter Regional Investment Promotion Programme of UNIDO.

Visiting faculty at DA-IICT, NID and IIFT, New Delhi. Member of State Level Advisory Committee of SISI, Govt. of India and Member of the National Expert Committee of NSTEDB, Dept. of Science & Technology, Govt. of India.

Bipin H. Shah

B. Sc. (Chem.), MBA (Finance)

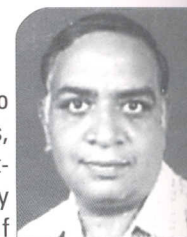
A business management specialist with 32 years of experience in consultancy and industry in the areas of project formulation and appraisal, project planning and implementation and enterprise management. Has been Managing Director of Gujarat Industrial & Technical Consultancy Organisation Ltd. and Member of the Governing Council of CDC, Ministry of Science & Technology, Govt. of India. He is on Expert panel of EXIM Bank of India. Specialises in plastic industry and has exposure in chemical and pharma sectors.



K. K. Shaw

B. E. (Hons.) Mechanical, PGDBM

Specialisation in technology related to design and development, forging, castings, machining, fabrication, metallurgy, heat-treatment and plating science. Presently engaged in cluster development of engineering sectors. Experience in transfer of technology from advanced countries for manufacturing hi-tech aerospace equipments, machine tools and automobiles in India.



Keerti Sharma

M. Phil., MBA (Finance), Ph.D. (Entrepreneurship)

Specializes in the areas of Women Entrepreneurship, Economic Administration and Financial Management. Involved with training and research related to women entrepreneurs. Associated with EDI's Open Learning Programme in Business Entrepreneurship.



Dr. Sunil Shukla

Ph.D. (Psychology), Utkal University

Behavioural scientist, engaged in entrepreneurship teaching, training, research and consulting. Has been working for medium to large size companies for strategic planning and capacity building of people to convert their managers as intrapreneurs and help create conducive climate for corporate entrepreneurship. Currently involved in a project aimed at creating awareness for entrepreneurship and foreign trade in Greater Mekong Subregion countries.

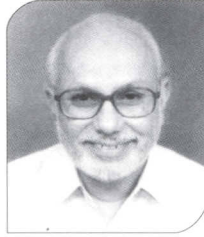




B. B. Siddiqui

Ph. D. (Psychology) Gujarat University

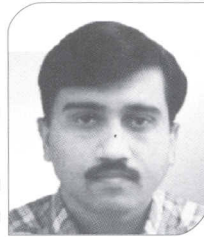
Specialises in Clinical and Organisational Psychology. Trained to conduct personal growth laboratory training programmes and group dynamics. Currently involved in programmes on HRD, Organisational Behaviour, Personality and Leadership Development. A registered Counsellor-Psychologist with Rehabilitation Council of India, New Delhi.



Prakash Solanki

B.Sc. (Chem.), PGDPPT, PGDBM, PGDRD, LL.M.

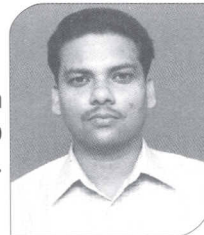
Specialises in new enterprise creation and entrepreneurship development activities. 9 years extensive experience in entrepreneurship development through different ED activity models. Expertise in implementation of ED programmes and capacity building of NGOs. Presently involved in the national project on food processing industries sponsored by the Ministry of Food Processing Industries, Govt. of India & Urban Poverty Alleviation Project sponsored by Govt. of India & UNDP.



Promod Srivastava

M. A. (Economics)

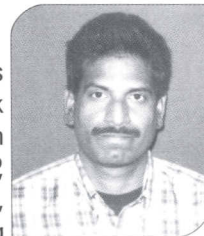
Specialises in promoting micro enterprises in rural areas and provides extensive back-up support to NGOs in their capacity building. Presently working in the N E region.



P. N. Srivastava

M. Com.

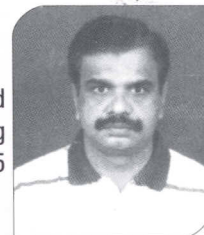
Involved in successful organisation of REDPs in Bihar and Jharkhand. 14 years of work experience in providing training inputs in various programmes of EDI like REDP, EDP, TIP, NGO Banker Interface, IMCDS, RIP, STEDs, Sanitation Project for UNICEF and coordinating field projects.



V. S. Sukumaran

MBA (Finance), PGDTD, PGDHRD, LL. B.

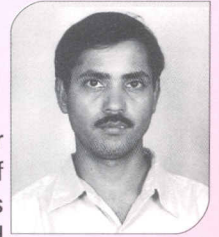
Specialist in Group Entrepreneurship and Micro Credit. Presently involved in counselling and training of existing entrepreneurs. 15 years experience in NGO networking.



Dr. Subhransu Tripathy

Ph D (Economics), JNU New Delhi
M. A. (Sociology)

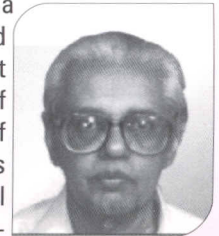
Has worked as Assistant Professor, Centre for Rural Studies at the LBS National Academy of Administration, Mussoorie for seven years and worked as Researcher in reputed Economic Research Organization for one year. Completed research on rural development, participatory approaches, micro finance, land reforms and the NPO sector. Areas of interest are Econometrics, Micro & Macro Economics and Development Economics.



D. D. Trivedi

M. Com., B. A.

A Management Consultant, associated as a Distinguished Visiting Faculty with EDI and has been associated with Management Institutions like IIM-A, MDI, UTI Institute of Capital Market. He is on the Board of Directors of a number of companies. He is actively involved in Non-governmental Organisations working in the fields of micro-finance and micro-insurance. His areas of specialisation are Financial Management and Corporate Strategy.



Mayank Upadhyay

ACWA

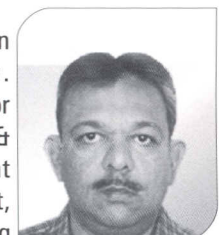
Specialises in the areas of finance, management accounting, project planning and strategic management with extensive experience in Development Banking and Commercial Banking. Involved in conceptualising and conducting a number of national and international programmes in corporate financial strategy formulation and management, investment decisions, risk analysis, and control systems.



Jignasu Yagnik

M. Sc. DCO, MBA

Specialises in the areas of information technology and statistical analysis. Associated with research and academics for more than 18 years. Involved in many state & national level research projects. Current interests include; data-base management, computer aided data analysis, data mining and e-CRM.





ENTREPRENEURSHIP EDUCATION

Core Competence

- Capacity building of the faculty group from across the country to equip them with skills to teach the course, 'Entrepreneurship' effectively at college and school levels
- Entrepreneurial orientation to youth and children.
- A key resource centre for New Enterprise Creation curriculum design, development of teaching material, textbooks and human resources.
- Developing youth to set up own enterprises through regular and distance learning programmes.

A positive change in the educational scenario in India can be sparked by empowering youths with entrepreneurial skills. While the system, structures and policies are vigorously pursuing the advantages of globalisation and liberalisation, they certainly require young entrepreneurial brains to make it big. EDI's one-year Post Graduate Diploma in Business Entrepreneurship and Management addresses the need of arming youths with ideal performance standards and good entrepreneurial qualities in a self owned organisation. It is this solid base of competencies that make the trained youths stand tall in front of daunting tasks in business. The course Post Graduate Diploma in Management of NGOs evolves individuals in social development. The professional wisdom and profound social welfare inclinations that are imbibed in students ensure that they become 'Messiah of Change and Development'.

Well into the twelfth year, the Institute's Open Learning Programme in Entrepreneurship is another landmark initiative to reach potential entrepreneurs in the remotest areas of the country and be an encouraging succour towards making the environment sensitive to entrepreneurship education.

EDI, however, does not confine itself to training a few potential entrepreneurs alone, it also ensures that such a process of development becomes continuous with some leaders who take the onus of cultivating entrepreneurial potential. Faculty Development Programmes train the faculty group in a way that they impart an understanding to students on entrepreneurship and encourage them to adopt it to succeed.

The launch of the 4 year Integrated Programme in Entrepreneurship and Family Business Management in association with the Jain Group of Institutions, Bangalore would prove useful in imbibing distinct entrepreneurial skills and behaviour in individuals. This new initiative is sure to develop successors of family business into competitive individuals.

For our Children and Youths to take charge of the country we have to groom them into 'responsible' and 'thinking' individuals. The Summer Camps for Children and Youths motivate them to take up 'achieving feats' by fostering entrepreneurial traits.

In the same vein, it is just apt at this point to state the mandate of the Bharti Centre of Entrepreneurial Initiatives at the Institute. The Centre triggers creative entrepreneurial responses through activities such as 'Bharti Entrepreneur of the Year', 'Bharti Student of the Year', 'Fellowships for Post Graduate Students' and 'Lectures by Leading Personalities.'

EDI envisages a future on the premise of entrepreneurship. It is heartening that the 'concept' is fast gaining acceptance. That entrepreneurship is the fact of the time has also been endorsed by the Government which is intervening to make it mainstream in educational curricula. Presentations at different platforms by the Institute have successfully bolstered the process. *We do see an entrepreneurial world ahead !*



Participants of the Faculty Development Programme seen with (5th From L) Dr. Sunil Shukla, Chief Faculty, (6th from L) Dr. Dinesh Awasthi, Director, EDI, (7th from L) Dr. Anupriya Pandey Programme Director and other EDI Faculty Members



THRUST AREA I : ENTREPRENEURSHIP EDUCATION

Sr. No.	Activity	Location	Duration/ Period	Target Group	Objectives & Outcome
1.1 Educational Programmes					
1.1.1	Post Graduate Programmes : (a) Post Graduate Diploma in Business Entrepreneurship & Management (PGDBEM) - 10th Batch (b) Post Graduate Diploma in Management of NGOs (PGDMN) - 8th Batch	EDI Campus	1 year	Graduates, Family Business Wards, Employees, NGO Nominees (for PGDMN)	To train and motivate students to set up their own enterprises/manage family businesses effectively. The PGDMN course develops students to set up/manage an NGO.
1.1.2	4-year Integrated Programme in Entrepreneurship & Family Business Management (IPEFBM)	Jain Group of Institutions (JGI), Bangalore & EDI Campus	4 years	Commerce Students of JGI interested in joining their family business	A new course to train a select group of commerce students in joining their Family Businesses . A joint initiative of EDI and JGI.
3	Open Learning Diploma in Business Entrepreneurship (OLPE)	National	1 year	Graduates & Under Graduates with three years experience	To continue reaching out to a large number of learners through collaboration with academic/ professional institutions.
1.1.4	Orientation Programme for OLPE Counsellors	EDI Campus	3 days III Quarter	OLPE Counsellors (New)	To orient counsellors on course management and enhance their counselling & marketing skills.
1.1.5	Convention of OLPE Learners	EDI Campus	1 day II Quarter	OLPE Learners	An interactive forum to take feedback and gauge the progress of learners so that the effectiveness of the programme could be enhanced.
1.2 Sensitization of Youth and Children : 'Catch Them Young'					
1.2.1	Entrepreneurship Awareness Camps (100 Nos.)	Northern Region Bangalore	3 days each Throughout the year	College Students	To sensitize the students' community towards the 'Charms of Being an Entrepreneur' and orient them towards entrepreneurship and self employment.
1.2.2	14th National Summer Camp on Entrepreneurial Stimulation for School Children	EDI Campus	1 week Apr 29- May 4, 2007	12-16 yr. old Students (7th - 10th std.)	To inculcate entrepreneurial values among children at a tender age.
3	16th National Summer Camp on Entrepreneurial Adventures for College Going Youth	EDI Campus	2 weeks May 7-16, 2007	HSC & 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.
1.2.4	Orientation Visits of students to the Institute	EDI Campus	1 day each Throughout the year	School & College Students (including B-Schools, Engg. Colleges, etc.)	To orient students towards the 'Charms of Becoming an Entrepreneur' as also motivate them to become self-employed.
1.3 Capacity Building Programmes in Entrepreneurship Education					
1.3.1	Faculty Development Programmes (10 Nos.)	EDI Campus (2 Nos.) Aligarh, Bhopal Chennai , Haridwar Hyderabad, Puri Shillong, Udaipur	2 weeks each	Teachers of Universities, Engg. Colleges, B- Schools, etc.	To develop professional skills in teachers of higher education for teaching the subject 'Entrepreneurship' effectively.

(contd. on page no. 21)



MICRO ENTERPRISE AND MICRO FINANCE DEVELOPMENT

Core Competence

- Capacity building of NGO functionaries to equip them with skills in :
 - Rural Entrepreneurship Development
 - Sub-sector focused Entrepreneurship Development
 - Group Entrepreneurship Development
 - Rural Marketing Management
 - Micro-Enterprise and Micro-Finance Development
- Artisanal Cluster Development by creating a cadre of 'Change Agents' with skills to revitalize clusters
- Promotion of science & technology based rural enterprises

EDI, working towards bringing about an 'entrepreneurial change', is concerned about proliferation of 'entrepreneurship' in the society as a whole-be it urban or rural. Realising that widespread poverty and unemployment have put-in 'decreased risk taking ability', and 'scepticism about anything new' among the folks, EDI has particularly accelerated its economic and social upliftment plans in certain less privileged sectors. These have become the prime objectives of micro enterprise and micro finance strategies. The Institute's Rural Entrepreneurship Development Programmes have the tested and the essential element of turning the rural folk into entrepreneurs. Unfortunately, the economic reality of rural India is not quite distanced from the term 'bitter'. But the encouraging sign is that agencies like DST, SIDBI, NABARD are stepping forward to make a difference. The STED project of the Department of Science and technology (DST), orchestrated by EDI, promotes enterprises with a strong technical base. The Rural Industries Programme (RIP) sponsored by Small Industries Development Bank of India (SIDBI) is yet another means to economically empower the disadvantaged section.

The Institute's network with over 500 NGOs across the country has added fillip to the Rural Entrepreneurship Development movement. NGOs have become the most dynamic players in social change. These NGOs have been the partners of EDI in raising a clarion call to development. EDI ensures their effectiveness by mounting capacity building programmes for their functionaries to enhance the impact and spread of their initiatives. EDI also provides a platform to NGOs and

bankers for brainstorming so that access of the poor to credit is facilitated.

Entrepreneurs can withstand global pressure only when they are progressively market-oriented and understand the significance of marketing. The Rural Marketing Programme develops a cadre of trained professionals from the NGO sector to assist rural entrepreneurs in marketing their products.

The strategies for growth and management need to be designed in cognisance with the requirements of the SME sector. EDI's 12 week programme titled, 'Certificate Course for Rural Business Development Service Providers' creates professionals who can promote rural entrepreneurship by aiding SMEs in rural India. *The 6-week programme on setting up Agro-clinic trains agriculture graduates to set up agri enterprises on the premise on agri technologies.*

Urban areas abound with infinite opportunities and have a history of entrepreneurship emerging from various possibilities. EDI with sponsorship support of Ministry of Urban Poverty Alleviation, Govt. of India, has launched a project titled 'Promotion of Micro Enterprises in Urban Areas' to motivate and train people to take up entrepreneurial roles.

The Handloom and the Handicraft sectors are in dire need of novel and innovative procedures and processes so that their unobtrusive image can be made over into a contemporary, front runner one. EDI has intervened with growth strategies to refurbish the sectors under the Integrated Handloom Cluster Development Scheme and the Scheme of Fund for Regeneration of Traditional Industries (SFURTI) of the Government of India respectively. The Institute has established the benefits of addressing SMEs in clusters as these make a noticeable contribution to technology and allow stricter supervision of products and production processes.

Seminars, workshops and research initiatives enhance the competitiveness set in by other endeavours. In association with Deshpande Foundation, the Institute will spur this area.

The thrust area 'Micro Enterprise and Micro Finance Development', through its various developmental programmes has resulted in positive impact in the rural sector.



THRUST AREA II : MICRO ENTERPRISE & MICRO FINANCE DEVELOPMENT

Sr. No.	Activity	Location	Duration/Period	Target Group	Objectives & Outcome
2.1 Rural and Micro Enterprise Related Programmes					
2.1.1	SIDBI-sponsored REDPs (20 Nos.)	Regional	4-6 weeks each Throughout the year	Rural & Urban Youth	Promotion of micro enterprises in rural areas through NGOs.
2.1.2	Action Research Project on Group Entrepreneurship & Business Development Services	Regional	2 years	Rural Youth	Promotion of micro enterprises in rural areas through Group Entrepreneurship.
2.1.3	Establishment of Science and Technology Entrepreneurship Development (STED) Projects	Firozabad Udhamsingh Nagar	4 years	Artisans/ Entrepreneurs	A long term on-going project to ensure setting up of at least 50 enterprises, in a year, based on S&T inputs in each of the STED project.
2.1.4	Rural Industries Project (RIP) Support to SIDBI	Rae Bareli Kushi Nagar	5 years	Artisans	To extend marketing and technological support to beneficiaries of the training programmes organized by SIDBI-assisted NGOs in the district of Rae Bareli (U.P.).
2.1.5	Micro Enterprise Development Programmes (5 Nos.)	Kollam Dist. (Kerala)	Throughout the year	Tsunami Affected Community	Providing employment opportunities to Tsunami victims
2.1.6	Skill-cum-Technology Development Programme (12 Nos.)	Regional	3 months to 12 months Throughout the year	Artisans/ Entrepreneurs	To provide new technology and upgrade skills of artisans/rural entrepreneurs in enhancing their productivity.
2.1.7	Sector based Integrated EDPs (2 Nos.)	Regional	1 year	Entrepreneurs	To develop existing clusters through business counselling/technology upgradation
2.1.8	EDPs for SC/ST Candidates (7 Nos.)	Regional	12 weeks each Throughout the year	SC/ST Group	To train a group of 175-200 SC/ST candidates to become successful entrepreneurs
2.1.9	Micro Enterprise Development Programmes (20 Nos.)	Karnataka	1 month each Throughout the year	Hewlett Packard	To support growth of micro enterprises through trained NGO officials particularly amongst communities experiencing high unemployment and economical decline.
2.2 Capacity Building Programmes For Micro Enterprise and Micro Finance Development					
2.2.1	Advanced Trainers' Training Programme for Professionals of NGOs (2 Nos.)	Regional	2 weeks each II Quarter	NGO Functionaries/ RIP Agencies	To sharpen skills of NGOs for organizing REDPs.
2.2.2	Training Programme to develop a cadre of Rural Business Development Service Providers / Consultants	EDI Campus	8 weeks II Quarter	Fresh Graduates / NGO Nominees/ Operating Consultants	To develop a cadre of micro enterprise consultants who could provide business development services to micro entrepreneurs and also extend professional support to NGOs
2.3 Professionalisation of NGOs					
2.3.1	Training Programme on Marketing of Rural Products (2)	EDI Campus	1 week each IV Quarter	NGO Functionaries	To build capacities of NGOs in marketing rural products in an effective way.
2.3.2	Programme on Setting up Agro-Clinics	EDI Campus	6 weeks I Quarter	Agriculture Graduates	To equip agriculture graduates with knowledge on latest technologies as also management techniques, to facilitate new ventures creation in agro-sector.
2.4 Sensitization of Environment and Support System					
2.4.1	NGO - Banker Interface (2 Nos.)	Regional	3 days each II Quarter	NGOs and Bankers	To sensitize bankers towards the needs of REDP trainees and help NGOs establish linkages with banks.

(contd. on page no. 19)



PERFORMANCE & GROWTH OF EXISTING ENTERPRISES & SUPPORT SYSTEM

Core Competence

- Organisational restructuring after due performance and potential audit of existing ventures
- Counselling and consultancy support for growth, diversification and technology upgradation of existing enterprises
- Cluster development approach to give marketing, technological and bargaining leverages to the identified clusters through experience sharing, mutual learning, and deliberations on strategic and tactical methodologies
- Intrapreneurship Development to upgrade entrepreneurial skills of managers & executives of corporate houses
- Creation of an environment conducive to entrepreneurship
- Capacity building of ED Institutions.
- Creation of EDI - like Centres of Excellence
- Sensitization of policy-makers and planners

Success of any enterprise is mirrored in the capabilities of its entrepreneur. Drawing on the experiences of prosperous and growing businesses, one can say that at any point in time, an entrepreneur is faced with the challenges of maintaining a position of advantage amidst rapid changes in the global economic order. Only entrepreneurs aware of the peripeteias- in the global economy, and thus workable growth measures are successfully able to bolster the performance of their firms.

EDI has initiated Growth-cum-Counsellors' Programmes for existing entrepreneurs to hone their skills and direct their perceptions and strategies towards achieving the desired competitive position. On the same lines, In-Company Executive Development Programmes broaden perceptions and inculcate winning attributes in working professionals.

EDI's Cluster Development Model has successfully depicted that if entrepreneurs facing common challenges as also opportunities are addressed collectively and brought together in a conglomeration, edge and

advantages increase for all, the responsiveness to change and overall efficiency of these firms is improved and their operational deficiencies are removed. After writing success sagas in many a cluster, the Institute will now refurbish the Autoparts Cluster, besides extending need based support to 12 other clusters across 12 states of the country. But these new rules to govern competition which the SMEs in a cluster master, are certainly not a 'one time mantra'. Such a critical eye for success has to become a part of an entrepreneur's inherent behaviour. Cluster Development Executives step in as the saviours here. These are trained at EDI to monitor/guide clusters in a way that these burgeon without any setbacks. The International Centre for Cluster Competitiveness and Growth monitors all cluster activities.

Government of Kerala's Kudumbashree Project is a State Poverty Eradication Mission that aims at lessening the rigours of poverty in a span of 10 years. EDI's interventions in this project have become significant in the areas of Capacity Building of Implementing Agencies, Rural Entrepreneurship Development Programmes and Appreciation Workshops. It has led to stabilising and improving the performance of existing micro enterprises.

Against the backdrop of the significance of knowledge generation through research, the Institute has also envisioned to bring out a researched document on first generation successful entrepreneurs.

Entrepreneurship scenario has changed dramatically in today's globalised world. Although avenues have opened up, it requires intelligent exploration of possibilities and opportunities to succeed. The approach to identification of opportunities, developing a business plan and their appraisal, requires to be systematic to pave the way to industrial development. The Institute addresses this concern.

Activities under this thrust area aim at grooming entrepreneurs to cope up with the vicissitudes in business. The competencies imbibed reinforce the winning streaks in entrepreneurs.



THRUST AREA III : PERFORMANCE & GROWTH OF EXISTING ENTERPRISES & SUPPORT SYSTEM

Sr. No.	Activity	Location	Duration/Period	Target Group	Objectives & Outcome
3.1 SME Growth & Revitalization					
3.1.1	Consolidated Project for Cluster-Twinning in India : Target Cluster - Leather Goods & Leather Shoes	Shantiniketan & Agra	4 years	Existing SMEs in Leather Cluster	To bring about cluster twinning of Indian leather cluster with that of Italy thereby facilitating investment and technology promotion.
3.1.2	Creation of R&D Centre for Diesel Engine Cluster	Rajkot	3 years	SMEs in Diesel Engine Cluster	To establish a centre with R&D facilities to bring about technology upgradation would be brought about in the existing SMEs leading to export promotion.
3.2 Capacity Building					
3.2.1	Training Programme of Cluster Development Executives	EDI Campus	3 months (3 Phases)	Govt. Officials	Capacity building of state and central government officials to help induce dynamism in various clusters of the state through appropriate interventions.
3.3 Recognizing the Contribution of EDP-trained First Generation Entrepreneurs					
3.3.1	Bharti Entrepreneur of the Year Award	EDI Campus	1 day II Quarter	First Generation Entrepreneurs developed through EDPs	To establish the credibility and impact of entrepreneurship development programmes and ED institutions.
3.4 Kudumbashree : An Integrated Development Approach for Entrepreneurship Development in Kerala					
3.4.1	A package consisting of Appreciation Workshop/ Trainers' Programme / REDPs/ Performance Improvement Programmes/ Business Counsellors' Programme, etc.	Kerala	3 years	Existing Entrepreneurs	A special project with an integrated package for development and sustenance of Group Entrepreneurship in Kerala.
3.5 Programme for Support System					
3.5.1	Training Programme on Project Appraisal and Entrepreneur Assessment	EDI Campus/Bank Training Centre	1 week III Quarter	Project Appraisal Officers of Banks/ Financial Institutions	To strengthen the capabilities of officials from banks and financial institutions in the areas of Project Formulation, Appraisal and Entrepreneur Assessment.

INTERNATIONAL CENTRE FOR CLUSTER COMPETITIVENESS AND GROWTH (IC³G)

Sr. No.	Activity	Location	Duration/Period	Target Group	Objectives & Outcome
3.6 Strategic Interventions in the Select Clusters under the purview of Cluster Development Programme					
3.6.1	Cluster Development Programme in the Auto Parts Cluster	Jalandhar, Ludhiana Phagwara	3 years	Entrepreneurs	Holistic development of the clusters through interventions in the areas of technology, enterprise upgradation, personal counselling and training programmes.
3.6.2	Hand holding, training, networking and technical support to 12 selected clusters	12 Selected Clusters	Throughout the year	Existing Entrepreneurs	Activities such as: designing marketing prospects establishing marketing linkager, linking BDS/ enterprises, developing data bank at BDSPs, organizing buyer-seller meets. Seminar and workshops to involve cluster actors, enterprise upgrading programmes, visits, etc. will be carried out.



INTERNATIONAL CENTRE FOR CLUSTER COMPETITIVENESS AND GROWTH (IC³G)

3.7 Technology based Programmes and Workshops					
3.7.1	Exposure of standards of grey iron to foundry men	Jalandhar, Ludhiana Phagwara	3 years	Entrepreneurs	Adoption of national & international standards for producing quality casting
3.7.2	Defects in castings & their elimination	Jalandhar, Ludhiana Phagwara	3 years	Entrepreneurs	Minimising rejection of cast components
3.7.3	Application of software technologies in foundry	Jalandhar, Ludhiana Phagwara	3 years	Entrepreneurs	Automation in foundry
3.7.4	Production of graded castings in foundry	Jalandhar, Ludhiana Phagwara	3 years	Entrepreneurs	Expanding product application
3.7.5	Technology of roto finishing and selection of appropriate machines	Jalandhar Ludhiana Phagwara	3 years	Entrepreneurs	Modernization of technology in the cluster
3.7.6	Selection of appropriate chips, components and media for barreling technology	Jalandhar, Ludhiana Phagwara	3 years	Entrepreneurs	Improving production performance
3.7.7	Design of auto components in line with national and international standards	Jalandhar, Ludhiana Phagwara	3 years	Entrepreneurs	Exposure to national and international standards
3.7.8	Design engineering principals of auto parts components	Jalandhar, Ludhiana Phagwara	3 years	Entrepreneurs	Practices for adoption in the cluster
3.7.9	Application of solvent technology in the degreasing of auto parts	Jalandhar, Ludhiana Phagwara	3 years	Entrepreneurs	Better cleaning efficiency thus improving productivity
3.7.10	Manganese Phosphating of auto parts	Jalandhar, Ludhiana Phagwara	3 years	Entrepreneurs	Anti corrosion treatment and therefore improvement in quality of auto components
3.7.11	Blackening of auto parts	Jalandhar, Ludhiana Phagwara	3 years	Entrepreneurs	Improved aesthetics of auto components
3.7.12	CLCSS scheme of Government of India	Jalandhar, Ludhiana Phagwara	3 years	Entrepreneurs	Availability of subsidies for technology upgradation
3.7.13	Exposure of national & international standards related to design, material, quality & productivity	Jalandhar, Ludhiana Phagwara	3 years	Entrepreneurs	Adoption of standards of national and international quality.
3.8 Establishing CFC and Technology Upgradation Centre					
3.8.1	Consolidated project for SME development in the Ball Bearing Cluster, Jaipur.	Jaipur	3 years	SMEs in the ball bearing cluster, Jaipur	The main objectives of the project are: (1) Cluster twinning. (2) Investment & Technology Promotion (3) Mutual Credit Guarantee Schemes.



THRUST AREA II : MICRO ENTERPRISE & MICRO FINANCE DEVELOPMENT

(contd. from page no. 15)

Sr. No.	Activity	Location	Duration/Period	Target Group	Objectives & Outcome
2.5 Project on Sustainable Urban Poverty Alleviation through Micro Enterprise Development					
2.5.1	A package consisting of Stakeholders, Workshops/ Business Counsellors' Programme / MEDPs/ Dissemination Workshops, etc	7 states	I & II Quarters	SJSRY Functionaries,	An integrated package for alleviating Urban Poverty DWCUA Groups through micro enterprises in 7 states of the country.
2.6 Integrated Cluster Development Programme in Handloom Sector					
2.6.1	Interventions in Handloom Clusters at Varanasi, Sonapur, Gwalior	Varanasi Sonapur Gwalior	4 years	Handloom Sector	An integrated package of skill upgradation, market related interventions, consortium formation, promotion of Public-Private Partnerships, exports development, design related interventions etc., to revitalize the Handloom Clusters.
2.6.2	Act as a 'National Resource Agency' for 20 Pilot Clusters under the Integrated Handloom Cluster Development Scheme	National	4 years	Handloom Sector	Hand-holding and mentoring support to implementing agencies involved in IHCDP at 20 pilot handloom clusters identified by Govt. of India.
2.7 Project under Scheme of Fund for Regeneration of Traditional Industries (SFRUTI) for Khadi & Village Industries Clusters					
2.7.1	Capacity Building Programme of Cluster Development Executives for Khadi Clusters	National	4 years	Khadi Industries	To develop capacities of Cluster Development Executives of agencies involved in implementing the Scheme of Fund for Regeneration of Traditional Industries (SFRUTI).
2.7.2	Handholding & Mentoring Support to 10 Khadi Clusters (to act as Technical Agency for select Implementing Agencies in West & East Zones)	National	4 years	Khadi Industries	To provide handholding and mentoring support to implementing agencies for Cluster Development Executive Training, validation of cluster plan, monitoring & evaluation and linkage networking for implementing cluster development programme in Khadi & Village Industries Clusters.
2.8 Activities under Deshpande Foundation					
2.8.1	Seminars on 'Problems & Prospects of Promoting Rural Entrepreneurship' (6 Nos.)	6 Dist. H.Qs of North-West Karnataka	1 day each II & III Quarters	NGOs/Govt. Officers/ Bankers/ College Lecturers/ Existing & Potential Entrepreneurs	To assess the training needs of beneficiaries and also to develop networking with support system in the region for the benefit of trained entrepreneurs.
2.8.2	Preparation of Project Profiles for North-West Karnataka Region	North-West Karnataka	3 months II Quarter	Material for both Trainers & Trainees	These project profiles would help EDP trainees in finalizing their projects in terms of skills and finance available with them.



SOCIAL ENTREPRENEURSHIP & CORPORATE SOCIAL RESPONSIBILITY

Core Competence

- Capacity building of socially inclined functionaries to turn them into result-oriented 'agents of societal change'
- Strategizing and Implementing activities to ensue sustainable livelihood options for people by developing social entrepreneurs.

If some entrepreneurs shape the economy of a nation, it is also true that yet others create sustainable livelihood options and contribute to social development. These are social entrepreneurs who devise breakthrough strategies that usher in sweeping changes in societal well-being. Creating social entrepreneurs has, therefore, now become an important aspect of EDI's prime orientations. The Institute commits itself in creating social entrepreneurs to bring about significant social change. It seeks to float activities under the Centre for Social Entrepreneurship to be institutionalised at EDI.

Social entrepreneurs are change agents devoted to transforming societies by

- Recognising and relentlessly pursuing new opportunities leading to innovative developmental strategies.
- Involving themselves in the process of innovation, adaptation and learning to give a new dimension to livelihood conditions of people.
- Exhibiting best practices in terms of accountability and transparency towards the outcomes of their endeavours.

A spirit of volunteerism is what forms the premise of their mission. Their unique foresight guides them through opportunities which they tap to establish a new world order. Getting bogged down by functional and bureaucratic hindrances is not the nature of social entrepreneurs; instead they seek alternatives in times of failure of one approach to improve the basic material and social well-being of folks. Social enterprise development programme to be conducted under this thrust area would spearhead social entrepreneurship, thus creating social entrepreneurs who recognise the inherent disadvantages rooted in the society and come out with innovative rectification measures that re-shape the social landscape of the country. The six month programme would, therefore, develop skillful and competent social entrepreneurs who would formulate holistic and

sustained initiatives towards development. The programme would also assist these entrepreneurs by helping them identify their area of inclination and setting up these social enterprises.

The Institute is also conscious about instilling dynamism in existing social entrepreneurs. A triumphant social entrepreneur does not succumb to pressures; rather he/she looks forward to putting up a challenge. EDI would therefore design tailor made training programmes to imbibe such leadership skills and managerial competencies in existing social entrepreneurs so that their enterprises develop into dynamic entities.

Sensitisation workshops in universities and colleges across the country have also been planned to give an upsurge to the field of social entrepreneurship and to create awareness about the concept among youth.

Research and documentation in any field is important as these help catch the anomalies so that they can be addressed and transformed into best practices. The Institute would, therefore, also focus on bringing out case studies and success stories on social entrepreneurs across the country. A documentation of exemplary performances would sure give the necessary thrust to the movement.

Leading corporates have today come to play a very important role in creating developed, wholesome societies. Corporate Social Responsibilities (CSR) as an area, has attracted the sensitivities of many a big national business hero. EDI has stepped forward to support corporate houses in promoting social development through projects under the corporate social responsibility segment.

A social vision, concern and awareness guides the efforts of EDI under this thrust area. The programmes are aimed at creating social entrepreneurs who display the ability to cope with myriad social issues and turmoils plaguing the society.

Social entrepreneurs will no longer work in seclusion; through an innovative and focussed approach, EDI seeks to mainstream the discipline of Social Entrepreneurship and those devoted to societal well being.



THRUST AREA IV : SOCIAL ENTREPRENEURSHIP & CORPORATE SOCIAL RESPONSIBILITY

Sr. No.	Activity	Location	Duration/Period	Target Group	Objectives & Outcome
4.1 EDI Centre for Social Entrepreneurship					
4.1.1	Establishment of the Centre for Social Entrepreneurship	EDI Campus	1 Quarter		To promote the concept of social entrepreneurship through awareness programmes, training, sensitisation workshops.
4.1.2.	Social Enterprise Development Programme (SEDP)	EDI Campus	6 months	Engineers, Doctors Teachers, Students, Housewives, Management consultants, other professionals, owners of existing NGOs, persons who have a strong urge to bring about social change	To develop a cadre of hard core professionals who can work as social entrepreneurs and create social enterprises of their own to bring about social change in transforming the society.
4.1.3	1-day Workshops for assessing the training needs of Ashoka Fellows	EDI Campus	1 day I Quarter	Existing Ashoka Fellows	To understand their needs and offer them specific inputs through training programmes for their personal and organizational growth.
4.1.4	Sensitization Workshops in Universities & Colleges	Regional	1 day each I & II Quarters	Graduates & Under-graduates	To create an awareness among student(s) community at large about social entrepreneurship.
4.1.5	Growth Programmes for Social Entrepreneurs of Ashoka Group (3 Nos.)	EDI Campus	1 week each II & III Quarters	Existing Senior Fellows, Global Fellows and SIV Fellows of Ashoka	To help existing Ashoka fellows in India and Asian region in charting out their growth plans systematically by strengthening their managerial competencies for reaching newer heights.
4.2 Corporate Social Responsibility & EDI					
4.2.1	Special Events/Programmes to promote Corporate Social Responsibility	Throughout the Country	II-IV Quarters	Corporate Houses	To generate awareness among corporate houses about their responsibilities towards the society at large as also to explore the possibility of getting their support in EDI's social entrepreneurship movement.

THRUST AREA I : ENTREPRENEURSHIP EDUCATION

(contd. from page no. 13)

Sr. No.	Activity	Location	Duration/Period	Target Group	Objectives & Outcome
1.3.2	Sensitization Workshop on Promoting Entrepreneurship in S & T Institutions	Nainital	1 day I Quarter	Vice Chancellors, Heads of Universities, Directors, Principals & Sr. Professors of Engg. Colleges, B.Schools, etc.	To debate, deliberate and explore options to promote Entrepreneurship in Science & Technology Institutions of Uttar Pradesh and Uttarakhand.
1.4 Others					
1.4.1	Bharti Centre for Entrepreneurial Initiatives	EDI Campus	1 year Throughout the year	PG Students, EDP Trained Entrepreneurs	To motivate as also to sensitise youth through a host of activities, to take up Entrepreneurship as a career option. The various activities include - Award for Best EDP trained Entrepreneur, Best PG Student, Fellowships for PG students, maintaining an Archive on Achievers and Annual Lecture by an eminent person.
1.4.2.	Vocational Guidance & Skill Development Programme	BBSR	8 months I-III Quarters	Displaced Families	A combination of soft skill development inputs along with vocational training and entrepreneurship education would help prepare a batch of displaced families in the Lanjigarh area of Orissa towards self-employment / gainful employment.



INTERNATIONAL INTERACTIONS

Core Competence

- Country capacity building in the areas of :
 - Project identification, formulation and screening
 - Identification of business opportunities and preparation of project profiles
 - New enterprise creation
 - Industrial Project Preparation and appraisal
 - Technology sourcing and evaluation
 - Enterprise upgradation / growth

thus leading to installation of Investment Advisory Centre

New economic reforms and removal of trade barriers have spurred economic performance across the globe, leading to an environment favourable for business. However, economic forces and encouraging trends have had a blurred impact on 'entrepreneurship' per se in developing countries. It is thus important for these countries to enhance their entrepreneurial strength.

EDI has taken upon its shoulders the onus of spearheading entrepreneurship globally. In its endeavours, it has been supported by United Nations Industrial Development Organisation, Commonwealth Secretariat, Ministry of External Affairs, Govt. of India, International Labour Organisation, European Union, World Bank and governments of several developing countries. The Institute has initiated customised programmes and projects to impart expertise in entrepreneurship development and new enterprise creation in keeping with the nature and scope of international business standards. The support of Indian Technical and Economic Co-operation, Ministry of External Affairs, Govt. of India towards inviting developing countries to get an exposure to Indian developing experience and maintaining bilateral relations with them is indeed commendable.

Streamlining the process of entrepreneurship development necessitates constant monitoring of activities to evolve strategies that give the necessary thrust. A strong monitoring mechanism in the form of E D Centre is, therefore, a must in the targeted region. EDI extends a helping hand to lesser-developed regions on the front of concretising entrepreneurship. Under the project assigned by the ASEAN Division of the Ministry of External Affairs, EDI is working towards setting up

Entrepreneurship Development Centre in Uzbekistan. This closely follows the successful feat of arming Myanmar, Cambodia, Lao PDR and Vietnam with strategic competencies. The ED Centres at these locations ensure sustainability. EDI, therefore, advocates the strategy of institution building for stabilising entrepreneurship. For commissioning an ED Centre at Uzbekistan, EDI's all-encompassing strategy would cover need assessment survey, working out of options for planned interventions, identification of viable opportunities, policy framework for promotion of SMEs and proposing organisational framework for the proposed ED centre.

Another step towards creating resilient entrepreneurs and globally competitive economies is the setting up of the Inter Regional Centre for Entrepreneurship and Investment Training at EDI. Under its aegis, EDI will help Mozambique, Sudan, Yemen and Lao PDR in institutionalising entrepreneurship as a strategy for SME development.

Countries across the globe are holding on firmly to entrepreneurship as a tool to development. EDI is not just developing entrepreneurial tendencies but also ensuring that entrepreneurship in planning development comes a full circle.



EDI conducted a workshop in partnership with Mekong Institute, Thailand with the objective of strengthening entrepreneurial skills in trade negotiations and regional trade integration in GMS countries. Seen above are (R-L) Prof. Ramon C. Sevilla, Academic Director, Mekong Institute, Thailand, Dr. Sailendra Narain, Regional Advisor, GISD-SDC and Dr. Dinesh Awasthi, Director-EDI during the review meeting after the Workshop.



THRUST AREA V : INTERNATIONAL INTERACTIONS

Sr. No.	Activity	Location	Duration/Period	Target Group	Objectives & Outcome
5.1 Institutionalisation of ED & Investment Promotion under IRC Project sponsored by GoI & UNIDO					
5.1.1	Partnership Promotion & B2B Linkages, Monitoring & Follow-up	Mozambique Lao PDR Sudan Yemen	9 months	New Enterprises	To facilitate technology transfer/joint ventures and market arrangement with Indian partners resulting into creation of 10 - 15 new enterprises and establishment of 5 - 10 partnerships with Indian enterprises in each of the four target countries
5.1.2	Enterprise Upgradation & Cluster Strengthening	Mozambique Lao PDR Sudan Yemen	9 months	Existing Enterprises	To improve the competitiveness of 10-15 existing enterprises and facilitate establishment of 5-10 partnerships with Indian enterprises in each of the four target countries.
5.2 International Training Programmes					
5.2.1	Governance & Management of Non-Profit Organizations (NPOs)/NGOs	EDI Campus	6 weeks Aug 13- Sept 21, 2007	Members of Governing Body/ CEOs/Officers of Non-Profit Organizations/ Employees of Donor Agencies	To enable Non-profit Organizations/NGOs to achieve the highest standards of excellence for inculcating good governance and best management practices.
5.2.2	Gender-centric Entrepreneurship & Economic Development	EDI Campus	6 weeks Aug 13- Sept 21, 2007	Middle/Senior Development Managers & Professionals of ED institutions	To provide participants an exposure to various innovative tools used in gender mainstreaming, thereby preparing them for initiating planned change process in micro enterprise development and micro finance programmes.
5.2.3	Use of English Language in Business Communication	EDI Campus	6 weeks Sept 24- Nov 2, 2007	Managers/Executives/ Owner-Managers from developing countries	For entrepreneurs and managers/executives of corporate houses to sharpen their communication skills (with emphasis on English language) in business transactions.
5.2.4	Business Development Service Providers for Micro Enterprise & Micro Finance Development	EDI Campus	6 weeks Jan 07- Feb 15, 2008	Senior Officials/ Functionaries of NGOs in developing countries	To develop a cadre of professionals in developing countries who could organize micro enterprise and micro finance related programmes.
5.2.5	Entrepreneurship and Small Business Promotion	EDI Campus	6 weeks Jan 07- Feb 15, 2008	Professionals engaged in Small Business Promotion	A comprehensive training package to train Entrepreneur Trainer-Motivators and Business Counsellors of developing countries for initiating, planning and implementing ED activities and to groom them for effective business counselling. Indian experiences on Small Enterprise Creation will be shared.
5.2.6	Computer Applications for SMEs	EDI Campus	6 weeks Feb 18- Mar 28, 2008	Entrepreneurs/ Middle & Senior level executives of SMEs	For entrepreneurs and middle/senior level executives of SMEs to update their knowledge in the area of computer applications for enhancing the productivity levels of enterprises.
5.2.7	Industrial and Infrastructure Project Preparation & Appraisal	EDI Campus	6 weeks Feb 18- Mar 28, 2008	Bankers, Business Development Officers	To upgrade appraisal techniques and improve decision making process of Financial Institutions .



5.3 Institution Building for Entrepreneurship Development in Uzbekistan					
5.3.1	<i>Preparatory Activities :</i>				
5.3.1 (a)	Feasibility Study for the Setting Up of an Apex ED Institution in Uzbekistan	Uzbekistan & India	1 week May 2007	Key policy- makers/ bureaucrats/ entrepreneurs/ Officials from ministries/ donor agencies	With a view to getting a feel of entrepreneurial climate and identifying the activity profile of the proposed institution in Uzbekistan, a feasibility study for Uzbekistan-India Entrepreneurship Development Centre (UIEDC) would be carried out through extensive interactions with key stakeholders
5.3.1 (b)	Entrepreneurship Appreciation Workshop	EDI Campus	3 days To be decided	Key Policy- makers/ Planners/Heads of Lead Commercial Banks/Financial Institutions	To acquaint the delegates with various interventions to promote and strengthen SMEs and help them understand the pre-requisites of an enabling environment to promote entrepreneurship in their country and the need for setting up an Institute similar to EDI.
5.3.1 (c)	Entrepreneurship Appreciation Workshops for operational-level officials	4 Provinces of Uzbekistan	3 days each To be decided	Senior/Middle level officials of relevant ministries/ financial institutions/ business advisory services	To deliberate on successful interventions for entrepreneurship development; roles of relevant stakeholders; and necessary & sufficient conditions for creating a conducive environment for implementing ED by knitting together all relevant stakeholders for mobilising support.
5.3.2	<i>Capacity Building :</i>				
5.3.2 (a)	Training of Trainers for Uzbekistan	EDI Campus	8 weeks To be decided	Professionals engaged in small business promotion in Uzbekistan	Developing a resource pool of trainers to facilitate New Enterprise Creation; assist existing entrepreneurs in taking their businesses to greater heights and help develop industrial/artisan clusters.
5.3.2 (b)	Business Opportunity Identification (BOI) Process	Uzbekistan & India	2 months Aug-Sept, 2007	Potential/ Existing Entrepreneurs	The exercise will lead to listing out viable business opportunities relevant to local conditions followed by preparation of at least 50 project profiles.
5.3.3	<i>New Enterprise Creation :</i>				
5.3.3	Launching of the First New Enterprise Creation (NEC) Programme	Tashkent (Uzbekistan)	3 Phases stretched over 6 months Oct 2007- March 2008	Potential Entrepreneurs	A group of 25 indigenous entrepreneurs will be developed to take up small business ventures in Uzbekistan. The first programme will be launched in November 2007 to coincide with the inauguration of Entrepreneurship Development Centre (EDC) in Tashkent, Uzbekistan.



CENTRE FOR RESEARCH IN ENTREPRENEURSHIP EDUCATION & DEVELOPMENT (CREED)

Core competence

- Undertakes research in education, innovations in training methodology, impact of industrial policies, rural entrepreneurship and innovative credit delivery system in the field of entrepreneurship
- Dissemination of valuable research finding to the academic fraternity at large through 'The Journal of Entrepreneurship'

The Centre has been vested with the responsibility of serving as a bridge between academia and training and consultancy in the field of 'Entrepreneurship'. Applied research and consultancy needs to be effectively supported by solid theoretical insights, if the entrepreneurship movement is to be institutionalised throughout the globe. The Centre encourages inquiries into education, innovations in training methodology, impact of industrial policies, rural entrepreneurship and innovative credit delivery system in the field of Entrepreneurship. Several research projects believed to be crucial to the growth of small & medium enterprises have been initiated by the Centre.

One of the major objectives of the Centre is to catalyse the process of building network of researchers and institutions in

the sphere of entrepreneurship. 'The Journal of Entrepreneurship', a reputed academic publication of the Centre, has established its credibility and identity among scholars in India and abroad as a unique forum to disseminate their valuable research findings, both theoretical and empirical to the academic fraternity at large.

Further, the Centre, through its short term research fellowship programmes, encourages young researchers to make use of the intellectual and other resources at the Centre in their pursuit to extend the frontiers of knowledge of entrepreneurship.

CREED envisages to promote collaborative research endeavours with institutions and individuals outside the Centre. It organises a national seminar biennially, where scholars from across the country come together to share their views on issues related to entrepreneurship that are of contemporary relevance and interest. The Biennial Conference on Advances and Trends in Entrepreneurial Research aims at providing a forum to researchers, educationists and professionals to share their research findings and experiences in the field of entrepreneurship. Against the backdrop that there is a dearth of professionals who could take up research based activities in organisations involved in entrepreneurship development, the institute organised the first ever two-week training programme on research methodology which was very well received.

Sr. No.	Activity	Location	Duration/Period	Target Group	Objectives & Outcome
1	Journal of Entrepreneurship	-	Bi-annual	Academic Community	To share research findings with the academic community and enhance the boundaries of knowledge in entrepreneurship.
2	Short-term Fellowships in Entrepreneurship Research	EDI Campus	2-12 weeks each	Researchers	Up to 5 fellowships to ED trainers, teachers, researchers to work on specific themes.
	Annual Lecture on Entrepreneurship	1day	III/IV Quarter	All Interested Individuals	To spread the message of entrepreneurship amongst the society at large. A distinguished speaker will be invited to deliver an annual lecture on a specific theme.
Research & Dissemination					
4	A Sectoral Study on Alternative Livelihood Project for Tsunami Affected Areas of Kanyakumari and Kollam Dists.	Kanyakumari Dist. (T.N.) Kollam Dist. (Kerala)	3 months I Quarter	Tsunami Affected Communities in the two districts	To find out entrepreneurial potential among the community, identification of business opportunities to empower vulnerable groups such as, female-headed households, physically/mentally challenged and under-privileged sections of the society.
5	Developing Cases on First Generation Successful Entrepreneurs (Bharti Award Winners)		1 year	Students of EDI-PG Programmes & Beneficiaries of EDPs/REDPs	To be used as a teaching material in training programmes and PG Programmes.
6	Success Stories of Social Entrepreneurs in local languages	EDI Campus	6 months II & III Quarters	Existing Social Entrepreneurs	To motivate younger generation thereby promoting social entrepreneurship far and wide.



ACHIEVEMENTS UNDER STRATEGIC THRUST AREAS

ENTREPRENEURSHIP EDUCATION

Sr. No	Activities under this thrust area	Achievements till March 31, 2007
1.	One-year Post Graduate Programmes (Launched in August 1998) Students enrolled in 9 batches	738
2.	Open Learning Programme in Entrepreneurship (OLPE) (Launched in January 1995) Batches announced Learners enrolled - S&T learners - Non-S&T category - Women learners	48 5895 4109 1786 1090
3.	Faculty Development Programmes (FDPs) in Entrepreneurship - Teachers trained	58 1218
4.	National Summer Camps on Entrepreneurial Adventure for Youth (17-22 years) - Students participated	15 512
5.	Summer Camps for School Children (12-16 years) - Students participated	23 800
6.	National Seminar on Current Researches in Entrepreneurship - Delegates participated	7 336
7.	National Workshop on Entrepreneurship Education in Vocational Schools & Technical Institutions - Delegates participated	1 37
8.	National Workshop on Approaches to Entrepreneurship Education - Delegates participated	1 17
9.	1-Day Orientation Programmes on Entrepreneurship Organised for Gujarat Schools - Students participated	162 7900
10.	PG Students benefited through a full-fledged Entrepreneurship Training Module	15

MICRO ENTERPRISE AND MICRO FINANCE DEVELOPMENT

Sr. No	Activities under this thrust area	Achievements till March 31, 2007
1.	REDPs - Rural poor trained - Rural enterprises set up	675 16873 9364
2.	Trainers' Training Programmes - Rural trainers trained	36 890
3.	National/Regional Workshops on RED strategy for NGOs - NGO officials sensitized	19 677
4.	Activities on Informal Micro Credit Delivery System (IMCDS) : - Trainers' Training Programmes organised NGO trainers trained - Workshops for CEOs of NGOs on IMCDS CEOs attended - NGO officials re-trained on IMCDS Refresher Course	5 134 7 182 60
5.	Capacity Building Programmes for NGOs on Sustainability - NGO trainers trained	3 48
6.	Policy Sensitisation Workshops organised for Sustainability of NGOs - Officials sensitised	5 275
7.	Support to Rural Industries Programmes (RIP) Project of SIDBI in Rae Bareli (U.P.) : - Rural Youth influenced through Entrepreneurship Awareness Meetings/Camps - Business Counsellors Developed - Artisans/Potential entrepreneurs benefitted through EDPs - Units promoted - Bankers sensitized through Orientation Programmes	1855 25 109 148 64
8.	International Delegations on Micro Enterprise Development : - Sri Lankan delegates - From Nepal - Bangladesh	66 60 10
9.	Programmes conducted on Financial Management & Accounting for NGOs - NGO officials trained	10 229
10.	Training Programmes for Developing Rural Business Development Service Providers - Rural Business Development Service Providers developed	6 128
11.	Training Programme on Rural Marketing - Officers trained	7 180
12.	NGO officials trained in Advanced Training Programme on Micro Finance	22



PERFORMANCE AND GROWTH OF EXISTING ENTREPRENEURS

Sr. No	Activities under this thrust area	Achievements till March 31, 2007
1.	Succession Planning for Entrepreneurial Continuity (SPEC) - Programmes conducted - Successors groomed	18 280
2.	Performance Improvement Programmes (PIPs) for Existing Entrepreneurs - Entrepreneurs trained	120 5331
3	Small Industry Management Assistant Programmes (SIMAPs) - Young graduates developed	37 868
4.	Growth-cum - Counsellors' Programmes Conducted - General Growth Programmes - Growth Programme exclusively for Women Entrepreneurs - Technology-oriented Growth Programmes - Export-oriented Growth Programmes - Entrepreneurs geared up - Business counsellors developed	21 9 1 2 9 469 433
5.	Growth-cum-Counsellors' Programmes in association with state-level ED Organisations - Entrepreneurs influenced - Counsellors developed	35 64
6.	Region/ Product-specific Export Workshops - Business with CIS countries : Potential exporters developed - Business with South Africa : Potential exporters developed - Software Exports : Potential exporters developed - Business with Australia : Potential exporters developed	4 23 55 37 13
7.	Functional Programmes on Strategic Management - Entrepreneurs trained	4 62
8.	Intrapreneurship : Corporate Executive Programmes for Zydus-Cadila Group of Companies - Area Business Managers (ABMs) trained in 18 basic programmes - ABMs trained in 10 Theme-specific Programmes - Regional Business Managers(RBMs) trained	363 210 72
9.	Workshops for Zydus-Neuro Sciences - Executives of Neuro Science Division - Executives of Sri Lankan Division	3 33 12
10.	Executives of Developing Countries trained through International Management Education Programmes (MEPs)	135

PERFORMANCE IMPROVEMENT OF ED ORGANISATIONS AND ED PROGRAMMES

Sr. No	Activities under this thrust area	Achievements till March 31, 2007
1.	National Trainers' Course - Trainers developed	22 384
2.	Functional Trainers' Programmes on : Entrepreneur Selection, Motivation, Counselling and Competencies - Professionals trained Business Opportunity Identification & Guidance - Professionals trained Project Report Preparation - Professionals trained	4 50 4 80 4 67
3.	Capacity Building of Organisations : Trainers Trained - Central Silk Board - Khadi & Village Industries Commission - Kerala Horticulture Dev. Programme (KHDP), Cochin - Rural Dev. & Self Employment Training Institute (RUSETI) - Indo Dutch Project Management Society (IDPMS) - Entrepreneurship Development (ED) Cells of Engineering Colleges - Tata Iron & Steel Company (TISCO) Ltd., Jamshedpur - Karnataka State Women Dev. Corpn. - Tamilnadu Corpn. For Development of Women - Kudumbashree, Kerala	90 45 52 55 22 19 8 22 184 53
4.	'Agripreneurs' trained through Training Programme on Agri-Clinics & Agri-business Centres	70



ENTREPRENEURSHIP ENVIRONMENT AND SUPPORT SYSTEM

Sr. No	Activities under this thrust area	Achievements till March 31, 2007
1.	Entrepreneurs' Meet	11
2.	ED Orientation Programmes for Officers of DICs/ Banks/ Financial Institutions - Officers sensitised	26 568
3.	Extension Motivation Programmes for Support System Officials - Officers trained	12 240
4.	FBEI Programmes for Credit/ Appraisal Officers of Banks/ Financial Institutions - Officers trained on the interview technique	19 342
5.	Business Counsellors Programme for Small Industry Development Officers (SIDOs) - Officers trained	48
6.	Intrapreneurship Programme for Govt. Officials of Jammu & Kashmir - Officials trained	26
7.	NGO-Banker Interface - NGO-CEOs participated - Bankers participated	22 319 296
8.	Workshops on Women Entrepreneurship : Gender & Entrepreneurship Development under GPTP of Gol - Resource Persons trained (5 states) - Workshops organised in 2 states (UP & MP)	22 8
9.	Training Programme for Developing Cluster Development Agents (CDAs) - Support system officials trained as Cluster Development Agents	12 314
10.	Training Seminar for Executives of Industry Associations - Executives Sensitized	2 33

STRATEGIC INTERNATIONAL PROGRAMMES

Sr. No	Activities under this thrust area	Achievements till March 31, 2007
1.	Programmes for Training Entrepreneur Trainer-Motivators (ETMs) for Developing Countries - Trainers trained	20 369
2.	Polytechnic Teachers trained as Resource Persons for Commonwealth Association of Polytechnics in Africa (CAPA)	18
3.	Programmes on Industrial Project Preparation & Appraisal for Developing Countries - Appraisal Officers trained	18 345

STRATEGIC INTERNATIONAL PROGRAMMES (contd.)

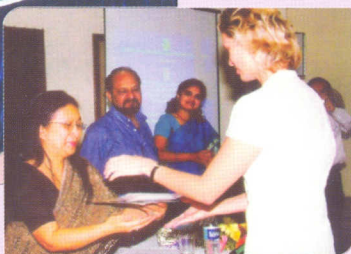
4.	Inter-Regional Workshops on Entrepreneurship for Policy-makers of African/Asian/Francophone and CHOGRM member countries - Countries participated	4 35
5.	UNIDO Project on Women Entrepreneurship - Women entrepreneurs trained - Women entrepreneur trainer-motivators trained - Financial/Appraisal officers dealing with projects of women entrepreneurs trained	21 25 22
6.	Technical Training provided to Women Entrepreneurs of Developing Countries - Women entrepreneurs from Sri Lanka - Women entrepreneurs from Nepal	20 19
7.	International Training Programme on Micro Enterprise & Micro Finance Development - NGO professionals from developing countries trained	10 166
8.	International Training Programme on - Use of English Language in Business Communication Participants trained - Computer Applications for SMEs Participants trained	28 18
9.	Achievements under UNIDO & GoI-sponsored Inter-Regional Centre (IRC) Training Programme on Industrial Project Preparation & Appraisal - Appraisal Officers trained	7 119
	In Bahrain for Arab Region : - Professionals trained under Training of Trainers for New Enterprise Creation - Potential Entrepreneurs trained for New Enterprise Creation - Business Counsellors groomed for Growth of SMEs	27 20 12
	In African Region : - Support System Officials attended the Preparatory Workshop in Mozambique on Interventions to Facilitate Investment Promotion in Mozambique - Participants in the Seminar on Project Identification, Formulation & Screening conducted in Mozambique - Professionals trained under Industrial Project Preparation & Appraisal organized in Mozambique - Business Counsellors groomed in Mozambique for Growth of SMEs - Mozambican Entrepreneurs benefited from Enterprise Upgradation Programme - Trainers trained in Industrial Management organized in Tanzania	27 23 15 23 14 15



Seen here is Mr. Mitesh Talati receiving the 'Bharti Entrepreneur of the Year Award-2006' from Chairman, IDBI and President, EDI, Shri V. P. Shetty during the EDI-PGP Convocation Ceremony organised on 29th September, 2006. Mitesh, who started his unit with a mere Rs. 75,000 has today reached a turnover of around Rs. 10 million. He was presented with Rs. 1 lac cheque, a trophy and a citation. This Award honours first generation, EDP trained entrepreneurs who have displayed exemplary performance. It is an endeavour to encourage entrepreneurial feats among youth.



Chief Guest, Ms. Primrose Sharma, Joint Secretary (TC), Ministry of External Affairs, Govt. of India addressing the participants during the Valediction of the ITEC sponsored 'Management Education Programme' organised on October 20, 2006. Also seen are (L-R) Dr. Sunil Shukla, Programme Director; Dr. Dinesh Awasthi, Director, EDI and Dr. Anupriya Pandey, Faculty, EDI.



The Chief Guest handing over the Certificate of successful completion of the Programme to a participant.

EDI has been appointed as the National Resource Centre under the Integrated Handloom Cluster Development Scheme, sponsored by the Office of the Development Commissioner, Handlooms, Govt. of India. Seen here is Mr. B. K. Sinha, Development Commissioner, Handlooms, inaugurating the Centre. Also seen are (R-L) Dr. Dinesh Awasthi, Director, EDI; Mr. P. C. Parmar, Commissioner, Cottage Industries, Govt. of Gujarat and Mr. Manoj Mishra, Faculty, EDI.



Mr. B. K. Sinha addressing the gathering.





ENTREPRENEURSHIP ENVIRONMENT AND SUPPORT SYSTEM

Sr. No	Activities under this thrust area	Achievements till March 31, 2007
1.	Entrepreneurs' Meet	11
2.	ED Orientation Programmes for Officers of DICs/ Banks/ Financial Institutions - Officers sensitised	26 568
3.	Extension Motivation Programmes for Support System Officials - Officers trained	12 240
4.	FBEI Programmes for Credit/ Appraisal Officers of Banks/ Financial Institutions - Officers trained on the interview technique	19 342
5.	Business Counsellors Programme for Small Industry Development Officers (SIDOs) - Officers trained	48
6.	Intrapreneurship Programme for Govt. Officials of Jammu & Kashmir - Officials trained	26
7.	NGO-Banker Interface - NGO-CEOs participated - Bankers participated	22 319 296
8.	Workshops on Women Entrepreneurship : Gender & Entrepreneurship Development under GTPP of Gol - Resource Persons trained (5 states) - Workshops organised in 2 states (UP & MP)	22 8
9.	Training Programme for Developing Cluster Development Agents (CDAs) - Support system officials trained as Cluster Development Agents	12 314
10.	Training Seminar for Executives of Industry Associations - Executives Sensitized	2 33

STRATEGIC INTERNATIONAL PROGRAMMES

Sr. No	Activities under this thrust area	Achievements till March 31, 2007
1.	Programmes for Training Entrepreneur Trainer-Motivators (ETMs) for Developing Countries - Trainers trained	20 369
2.	Polytechnic Teachers trained as Resource Persons for Commonwealth Association of Polytechnics in Africa (CAPA)	18
3.	Programmes on Industrial Project Preparation & Appraisal for Developing Countries - Appraisal Officers trained	18 345

STRATEGIC INTERNATIONAL PROGRAMMES (contd.)

4.	Inter-Regional Workshops on Entrepreneurship for Policy-makers of African/Asian/Francophone and CHOGRM member countries - Countries participated	4 35
5.	UNIDO Project on Women Entrepreneurship - Women entrepreneurs trained - Women entrepreneur trainer-motivators trained - Financial/Appraisal officers dealing with projects of women entrepreneurs trained	21 25 22
6.	Technical Training provided to Women Entrepreneurs of Developing Countries - Women entrepreneurs from Sri Lanka - Women entrepreneurs from Nepal	20 19
7.	International Training Programme on Micro Enterprise & Micro Finance Development - NGO professionals from developing countries trained	10 166
8.	International Training Programme on - Use of English Language in Business Communication Participants trained - Computer Applications for SMEs Participants trained	28 18
9.	Achievements under UNIDO & Gol-sponsored Inter-Regional Centre (IRC) Training Programme on Industrial Project Preparation & Appraisal - Appraisal Officers trained	7 119
	In Bahrain for Arab Region : - Professionals trained under Training of Trainers for New Enterprise Creation - Potential Entrepreneurs trained for New Enterprise Creation - Business Counsellors groomed for Growth of SMEs	27 20 12
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Mr. B. K. Sinha addressing the gathering.



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