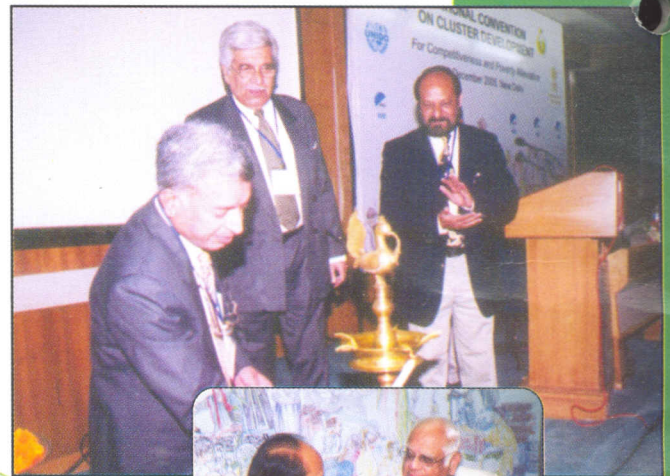


Padma Bhushan, Shri Singhania, delivering the convocation address.

The 7<sup>th</sup> Convocation of EDI PGP Programmes was organised on 17<sup>th</sup> September 2005 with Padma Bhushan Shri Hari Shankar Singhania, President, J K Organisation, as the Chief Guest. Seen during the Convocation is (2<sup>nd</sup> from left) the Chief Guest, Shri Singhania with (L-R) Dr. Dinesh Awasthi, Director, EDI ; Shri V. P. Shetty, President-EDI and Chairman-IDBI and Shri D. P. Bagchi, Ex-Chief Secretary, Govt. of Orissa.

With the support of UNIDO, EDI established a non-political, not-for-profit, operationally autonomous and professionally managed 'International Foundation for Micro, Small and Medium Enterprise Clusters'. The Foundation was formally inaugurated on December 1, 2005 at New Delhi. The day also marked the inauguration of the first ever two-day National Convention on Cluster Development Initiatives in India : Status and Road Ahead.

Inaugurating the Convention, is Mr. Anupam Dasgupta, Secretary, SSI & ARI, Ministry of Industries, Government of India. Also seen are (L-R) Dr. Y.K. Alagh, Professor Emeritus, Sardar Patel Institute of Economic and Social Research, Ahmedabad and Dr. Dinesh Awasthi, Director, EDI.



Seen here is the Director-EDI, Dr. Dinesh Awasthi in an interaction with the Hon'ble Speaker of Lok Sabha, Shri Somnath Chatterjee, the Chief Guest for the Valedictory Function of the Convention.



Dr Dinesh Awasthi felicitating the Hon'ble Chief Minister during the function.

In order to sensitise the officials of the Govt. of Gujarat, to the need for cluster based development interventions in the state, EDI organised a one-day Sensitisation Workshop on Cluster Development Strategies for the officials of Industries Department, Govt. of Gujarat on 30<sup>th</sup> August, 2005. Simultaneously, a three-phased Cluster Development Executives' Training Programme, also commenced for select officials of Industries Commissionerate and District Industries Centre.

The events were inaugurated by the Hon'ble Chief Minister of Gujarat, Shri Narendra Modi. Seen during the inauguration are : (L-R) Shri Arvind Agarwal, Industries Commissioner, GoG; Shri D. Rajagopalan, Principal Secretary, Industries Dept., GoG; Hon'ble Chief Minister of Gujarat; Dr. Dinesh Awasthi, Director, EDI and Mr. R J Shah, Principal Chief Industrial Advisor, Industries Commissionerate, GoG.



**EDI**  
**Governing Body Members**  
**(as on 31st March, 2006)**

**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 N. Balasubramanian**  
Chairman &  
Managing Director  
Small Industries Development  
Bank of India  
Lucknow

**Shri J. Chandrasekaran**  
General Manager (SME)  
State Bank of India  
Mumbai

**Shri Anupam Dasgupta, IAS**  
Secretary (SSI & ARI)  
Government of India  
Ministry of Small Scale  
Industries and Agro & Rural  
Industries  
New Delhi

**Mrs. K. Rama Devi**  
President  
Association of Lady  
Entrepreneurs of  
Andhra Pradesh  
Hyderabad

**Dr. Sailendra Narain**  
Chairman  
Centre for SME Growth &  
Development Finance  
Navi Mumbai

**Shri C. P. Philip**  
Chief General Manager  
Industrial Development Bank  
of India  
Mumbai

**Shri D. Rajagopalan**  
Principal Secretary  
Industries & Mines  
Department  
Govt. of Gujarat  
Gandhinagar

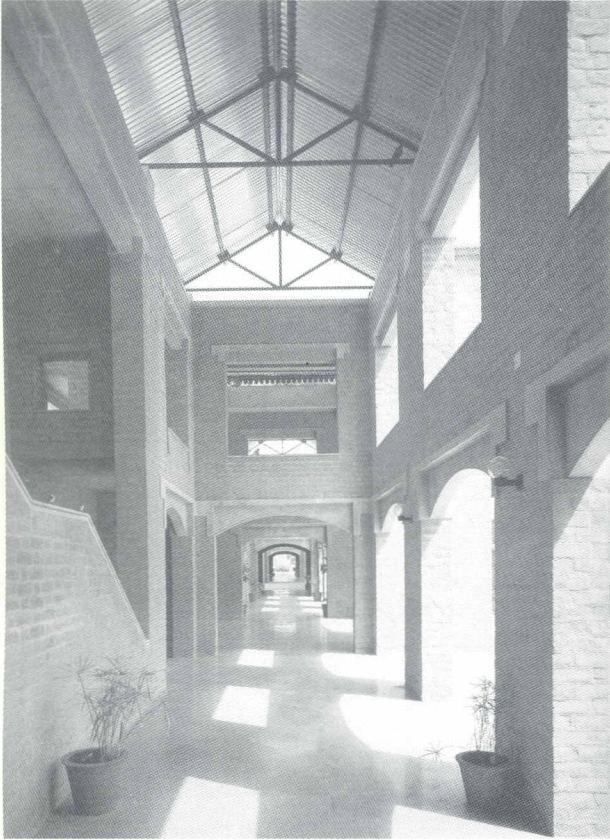
**Shri P. H. Ravikumar**  
Managing Director & CEO  
National Commodity &  
Derivatives Exchange Ltd.  
Mumbai

**Shri B. P. Singh**  
Chief General Manager  
(Human Resources Dept.)  
Industrial Development Bank  
of India  
Mumbai

**The Chairman &  
Managing Director**  
IFCI Ltd.  
New Delhi

**The Chairman &  
Managing Director**  
National Bank of Agriculture  
& Rural Development  
Mumbai

**Dr. Dinesh Awasthi**  
Director  
Entrepreneurship Development  
Institute of India  
Ahmedabad



# The Institute & Its Mission

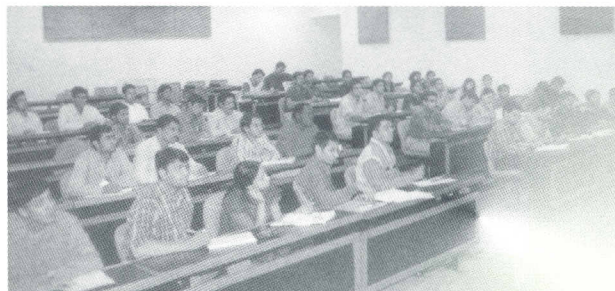
The Entrepreneurship Development Institute of India (EDI), a wholly autonomous and not-for-profit institute, set up in 1983, is sponsored by apex financial institutions; the Industrial Development Bank of India (IDBI), IFCI Ltd., ICICI Ltd. and State Bank of India (SBI). The Government of Gujarat pledged 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 23 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-conceived and 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 such a gigantic task 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.





for the

year

2006-07

Over the years, inhibitions related to entrepreneurship, that the society harboured have largely been displaced. EDI programmes, in the past, have come ahead as market effective and the term 'entrepreneurial base' has come to be acknowledged as the prime need. These accomplishments have always motivated us to adopt a more severe performance oriented regime and have certainly never communicated that the interventions designed, eventhough extremely rewarding, are the ultimate remarkable feats and demand no looking beyond.

We understand the diversity of our country and its equally diverse, complex problems. We have adopted the tool of entrepreneurship in uprooting the defeating factors that make every problem, appear as if without a solution. An analysis of these issues has helped us design the programmes, and I must acknowledge that the revelations at every step have proved us right. Encouraged, we learnt to strategise and plan yet more meticulously, so much so, that this, today is the foremost challenge at the commencement of the year.

Our various thrust areas in a way, stand for an issue that the country is today confronted with; and the activities under each, envisage solutions that are sustainable in nature.

This year too, through various activities, the Institute envisions to reinforce the concept of

entrepreneurship among youths, women, rural poor, professionals, faculty group, trainers, etc. In addition, it looks forward to generating unparalleled entrepreneurial impulses through several new initiatives. In the forthcoming year, accent will be even more on the cluster approach. Accomplishments of the revita-lisation model implemented at Rajkot and Jamnagar clusters are today clearly reflected in access to finance, resources, markets and information, thus setting in all round, multifaceted growth amidst the ever evolving global environ.

'Best Practices' of a developed cluster will now be broadbased across the nation, as also internationally. The setting up of the 'International Centre for Cluster Competitiveness & Growth' and 'The Foundation for MSME Clusters' will spur the process. These centres will promote rich experience sharing and implementation of other activities, leading to concrete action plans for sustainable benefit of yet more selected clusters.

Resources are widespread but the acquisition of these resources depends on a number of traits in a person. This holds especially true for the rural contours of the country, most of which are



resource enabled, but these in no way come in as useful for its folk. The populace lacks on those very basic entrepreneurial competencies.

The coming year will, therefore, focus on Group Entrepreneurship Development Approach to effectively facilitate enterprise establishment and enterprise management by developing as also honing entrepreneurial traits in persons. This, I am sure, will result in more happier families. Close on the heels, with this very motive, is our very successful Food Processing Project. About 2,000 enterprises in 18 states, make us feel delighted. But potential has yet not been tapped to the hilt. There are yet more states where the Food Processing Industry can root itself. I am sure the year ahead will see us working, in this area, in a few more newer states of the country.

Urban poverty also has bewildering dimensions. The year ahead will ensure that these are tackled and the base of entrepreneurial supply is expanded. The UNIDO-Gol project under the aegis of the Inter Regional Centre for Entrepreneurship and Investment Promotion would also embrace a few more noteworthy moves towards cementing the process of New Enterprise Creation & Enterprise Upgradation in

Mozambique, Sudan, Yemen & Lao PDR. And towards developing entrepreneurial societies, we would move a few steps ahead with the setting up of ED Centre in Myanmar as well.

So, I see our plan for the year ahead as holistic and futuristic, but the brainstorming which went into developing it does not conclude here. We will have to continue strategising, as each chapter of an initiative brings in the unexpected, at times. I am glad that in this challenge, I have always been supported, not just by my faculty group but also by the various quarters / departments of the government and the society at large. I look forward to this support and to continuing with the work that is each ones need today.

**- Dinesh Awasthi**  
Director - EDI



2006-2007



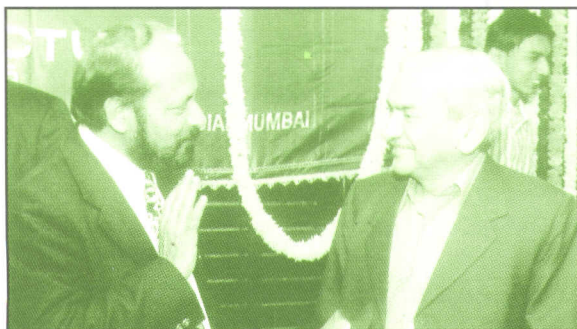
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# Glimpse into Achievements

## 2005-06

The rationale that had gone into devising the programmes for the year 2005-06 emerged as result-oriented. The results were encouraging and presented the prospects for further action. Some of the major achievements of the previous year bear testimony.

In **Entrepreneurship Education**, the seventh convocation of the Institute's one-year Post Graduate Diploma Programmes in Business Entrepreneurship and Management and Management of NGOs was organised on 17th September 2005. The presence of Padma Bhushan Shri Hari Shankar Singhania, President, J K Organisation, as the Chief Guest, added a distinct grandeur to the solemn function. In all, 90 students successfully completed the course and were awarded the certificates. The ceremony also saw presentation of the awards for Bharti Student of the Year and Bharti Entrepreneur of the Year. Aadil Bandukwala (family business specialisation) and Mr. Bhavin Turakhia, owner of DIRECTi, were honoured with the awards.



Director, EDI, Dr. Dinesh Awasthi in an interaction with Prof. Bakul Dholakia, Director, IIM-A

The 8th batch, which commenced during the year, also received overwhelming response with 115 students having enrolled in the two programmes. In the Distance Education Programme, i.e. the Open Learning Diploma in Entrepreneurship, the idea of creating awareness amongst students by networking with educational institutes gained momentum and yielded enviable results.

The Summer Camps for Children and Youth continued with its excellent response and successfully trained 133 students. A one-day national seminar on 'Approaches to Entrepreneurship Education' emphasised on the need for integrating entrepreneurship education with formal education to tackle the dual issues of poverty and unemployment.

The Institute's effort to equip teachers with requisite knowledge and skills so that they orient students towards entrepreneurship, as a career option got further broadbased with the organisation of 4 Faculty Development Programmes in Entrepreneurship, during the year. The Institute has so far organised 50 FDPs, thus training a total of 1000 teachers. In addition, as a measure to expose students to the charms of being an entrepreneur, several entrepreneurship awareness camps were organised in educational institutes.



Hon'ble Chief Minister of Gujarat Shri Narendra Modi addressing a delegation to EDI from Sri Lanka

The first Technopreneurship Development Programme was also organised by the newly constituted National Centre for Innovation, Incubation and Entrepreneurship for the benefit of faculty members from 7 Engineering Colleges of Kerala.

In the thrust area of '**Micro-Enterprise and Micro-Finance Development**', EDI's involvement in extending support in the areas of Marketing and Technology to SIDBI assisted NGOs in the district of Rae Bareilly continued through its Rural Industry Programme (RIP Approach). At the instance of Development Commissioner (Handlooms), Government of India, a Need Assessment Survey of 5 Handloom Clusters across the country was taken up, which resulted in implementation of a well designed methodology aimed at revitalisation of the cluster.

The Institute's involvement in promoting Science & Technology based enterprises in the STED projects of Firozabad and Udham Singh Nagar continued by way of organising awareness camps, village meetings, and short duration technology awareness orientation camps. Through the unique 'Integrated Entrepreneurship Development Programmes' (IEDPs), apart from classroom training, the participants were imparted technical training in pre-identified sub sectors in addition to extending handholding support in establishing their business ventures.

Rural Entrepreneurship Development Programmes and NGO-Banker Interfaces to smoothen credit flow to trained entrepreneurs were also the hallmark of this thrust.

In the area of **Performance Improvement of Existing Entrepreneurs**, the Government of India/ICICI supported Engineering Cluster Development Project at Rajkot, Gujarat concluded with over all growth of the cluster as witnessed in the reduction of rejection rate, improvement in turnover, expansion of markets and enhancement of technology. Proposal for setting up a Common Facility Centre (CFC) in the cluster is under consideration. The Handloom Cluster has also witnessed appreciable results.

EDI also entered into a three-year project with the Kudumbashree Project, Kerala for organising an array of activities to help micro-entrepreneurs enhance their performance. As of now, about 3022 existing entrepreneurs have been trained through

Performance Improvement Programmes.

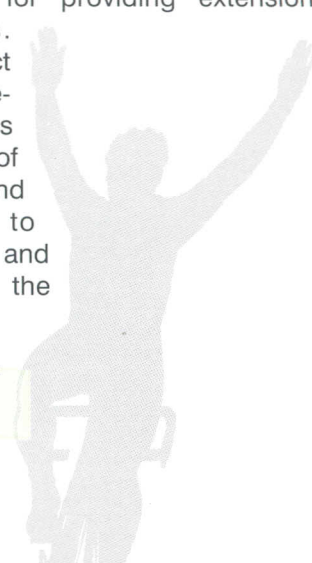
SIDBI sanctioned export-oriented Growth-cum-Counsellors' Programme for existing entrepreneurs developed skills in the participants so that they could take their business to newer heights.

In the thrust area on **ED Organisations and Support System**, the national workshop on 'Role of Small Industry Associations in the Changing Policy Environment' brought to the fore the role that the associations are expected to perform in the present liberalised era for the benefit of their member organisations.

With support from the Ministry of Food Processing Industry (MFPI), Govt. of India, 125 project opportunities on small, medium and large scale sector of the food processing industry were prepared and published for the benefit of potential as also existing entrepreneurs. Besides, success of the project in 18 states of the country where it was implemented has motivated the government to consider the proposal of EDI wherein intervention in a few additional states has been suggested. With Hon' ble Shri Narendra Modi, the Chief Minister of Gujarat inaugurating the 'International Centre for Cluster Competitiveness and Growth', the development process in clusters would get further cemented.

EDI, with the support of UNIDO, has also set up a not-for-profit, autonomous and professionally managed 'International Foundation for MSME Clusters' to spur the cluster development initiatives in the country. A cadre of Cluster Development Executives created by EDI would also enhance the pace of this growth process. The institute's efforts to tap the expertise available in the form of a large pool of agriculture graduates continued by way of training them to set up their own agri-clinics and agri-business centres for providing extension services to farmers. Programme on 'Project Appraisal and Entrepreneur Assessment' was organised for a group of officials from banks and financial institutions to make them proactive and customer oriented in the changed scenario.

In the area of **International Interactions**,







activities under the UNIDO and Government of India sponsored IRC Project are underway to bring about new enterprise creation and enterprise upgradation linkages between enterprises in four targeted countries i.e. Lao PDR, Mozambique, Sudan and Yemen. As a part of India's support to Initiative for ASEAN Integration, the Institute ensured establishment of ED Centre in Cambodia and continued with its support to Lao PDR in concretising the base of entrepreneurship by floating several activities under the banner of the newly set up ED Centre.

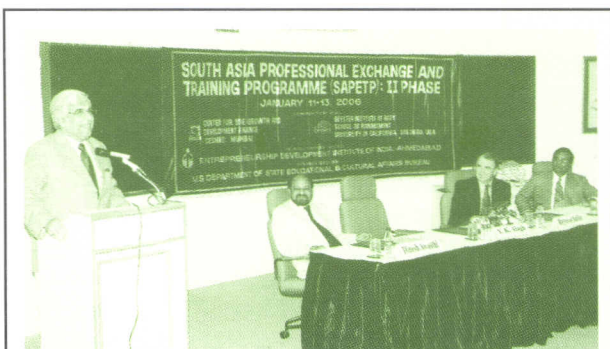
**Beyster Institute**, a leading entrepreneurial training organization affiliated with the Rady School of Management at the University of California, San Diego and the Centre for SME Growth and Development Finance (CESMED) based in Mumbai, in association with EDI organized an experiential based Train-the-Trainers' programme in teaching entrepreneurship to faculty from selected business schools of India, Bangladesh, Pakistan and Sri Lanka.

In order to facilitate interactions on entrepreneurship education on a continuous basis, the South Asia Forum for Entrepreneurship Education & Research (SAFEER) was set up as a platform for dissemination of entrepreneurship knowledge among academicians, trainers, students and stakeholders. The Institute conducted three programmes sponsored by ITEC/SCAAP, Ministry of External Affairs, GOI - The Faculty Development Programme in Entrepreneurship which had participants from five countries; the first ever training programme on Gender Centric Entrepreneurship and Economic Development which had participants from seven countries and the training programme on Industrial Project Preparation and Appraisal

which had participants from as many as 14 countries. Enduring relationship with the Arab Regional Centre for Entrepreneurship and Investment Training, (ARCEIT) under UNIDO ITPO, Bahrain continued by way of organising Training of Trainers' Programmes and Training Seminars. An UNDP Mission headed by EDI Director visited Afghanistan to explore ways and means to promote private sector development in the country.

The Sixth Biennial Conference on Advances and Trends in Entrepreneurship Research with an aim to provide a forum to researchers, educationists and professionals to share their research findings and experiences in the field of entrepreneurship was the hallmark of the activities and the **Centre for Research in Entrepreneurship Education and Training**. The first ever-training programme on 'Research Methodology in Entrepreneurship' organised with the support of NEDB, benefited the participants with regard to the techniques of data collection and analysis, interpretation of statistics and preparation of research reports.

The achievements reflect an acceptance of the entrepreneurial approach. The year 2006-2007 embeds programmes that promise further distinctive success.



*Dr. Y. K. Alagh, Vice Chairman & Prof. Emeritus, Sardar Patel Institute of Economic & Social Research, addressing the audience during the valedictory function of the International 'Train the Trainers Programme'.*



*Dignitaries during the launch of the Cambodia-India Entrepreneurship Development Centre at Phnom Penh.*



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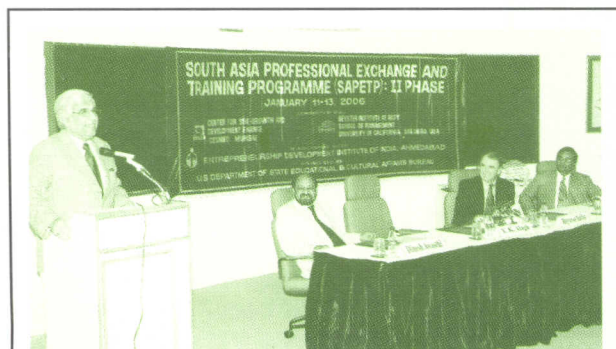
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**Dinesh N. Awasthi,**  
Ph.D. (Economics)  
Gujarat University

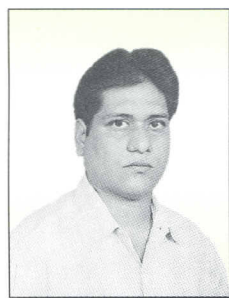
An Economist with extensive experience in Entrepreneurship training, teaching and research. Worked extensively on policy issues related to SMEs. Worked with several multilateral agencies like ILO, UNIDO, UNDP, as a Consultant on several international assignments. He has four books and about 45 research papers, 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 Committee and Core Group of Ministries of SSI & ARI, Urban Employment and Poverty Alleviation, DST and Govt. of Gujarat.



**Tarun Bedi,**  
B.E. (Civil), M.A. (Sociology)

Has 13 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

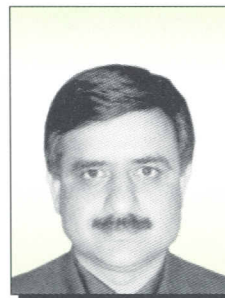
entrepreneurial tendencies.



**Saumil Dave,**  
BE (Mech.), MBA(HRD), PGDMM

17 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 in

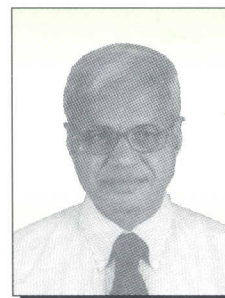
above sectors. At present, working with IC<sup>3</sup>G Cell involved in Cluster Development activities.



**Raman Gujaral,**  
M.Com.

Specialises in small enterprise development, various aspects of industrial project identification to project formulation. 15 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,

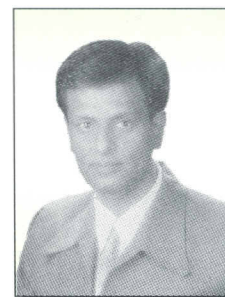
etc. Associated with various publications on entrepreneurship and marketing of agro produce. Presently looking after the activities under EDI Northern Regional Office in Lucknow.



**G.S. Gupta,**  
Ph.D. (Economics)  
Johns Hopkins University

Former assignments include Chair Professor at IIM, Ahmedabad, Full-time Visiting Professor at Illinois State University and Professor at University Sains, Malaysia. Has authored and co-authored 6 books and over 65 articles in national and international journals, guided over 25 doctoral dissertations, rendered consulting services

to many public, private and foreign organizations, and has served on governing/study boards of several educational institutions. Areas of specialisation include; Economic Theory and Policy, Econometrics, Banking and International Finance.



**Prakash Jhurani**  
MA, LL.B, D.Lib

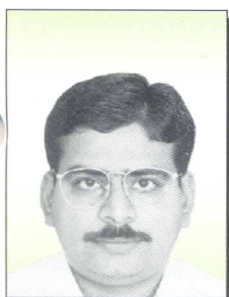
Specializes in the rural development sector. About 7 years experience in areas, such as; rural development, project management, project implementation in the area of micro credit & micro enterprise development through cluster development approach. Implemented various projects with several agencies in the sector of small & medium enterprise development.



**Sanjeev Kumar,**  
M.Sc(NDRI), PGDRD, PGJMC,  
Dip. in Trg & Dev.

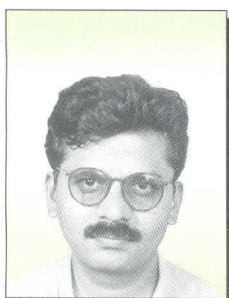
Academically trained in research, specializes in the area of Rural Development and sustainable livelihood issues. Has over nine years of experience in conceiving, designing and leading implementation team for action research projects on building people's institution for micro finance, livelihood promotion and sustainable development.

Presently based at Northern Regional Office at Lucknow and provide capacity building support to NGOs and leads Rural Industries Programme team.



**Umesh K Menon,**  
M.Com., MBA (Finance),  
Grad. C.W.A.

Specializes in the areas of finance and accounts with 12 years experience in Government and Industry. Presently involved in counselling existing entrepreneurs for growth; training bankers and investment promotion officers in the area of project appraisal; teaching finance, accounts and small business management in PGDBEM course.



**Manoj Mishra,**  
PDFM, FRI,  
Dehradun

Specialises in the area of Rural Development. About 11 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

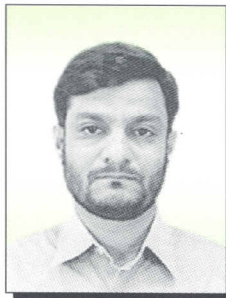
farm and off-farm sector), Micro-finance, Social research methods and MIS for monitoring and evaluation. Is currently involved in conducting training in the field of agri-business, rural & small business consultants and providing capacity building support to NGOs for best practices in micro-finance.



**Sasi Misra,**  
Ph.D.(Psychology)  
University of California,

Scholar, Harvard Business School, Visiting Professor, McGill University, Canada; University of Munich and Bamberg, Germany. Misra is an Alexander Humboldt Fellow (Germany), Shastri Indo-Canadian

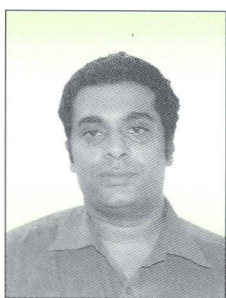
Fellow (Canada) and Commonwealth Faculty Research Fellow (UK). Currently, he is Editor of The Journal of Entrepreneurship. Has over 50 publications in refereed national and international journals. Formerly, Senior Professor, IIM-Ahmedabad and Vice-Chancellor, Behrampur University.



**Ramkrishna Mistry,**  
M.Com.

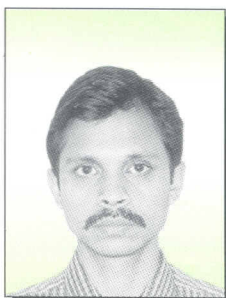
Was associated with research organisations and NGOs. Has worked on health related issues like HIV/AIDS and maternal health. Has been actively involved in training programmes and NGO coordination for various projects. Has fairly good experience in working with rural as well as urban communities in Gujarat. Presently he is

academic co-ordinator of PGDMN.



**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.



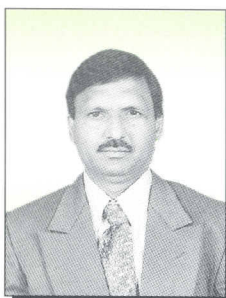
**Sanjay Pal,**  
M.Sc.(Economics),  
MBA (Marketing)

Specialises in Rural and Export Marketing. Is involved in Cluster Development Programmes. Conducted a study on the Dynamics of Growth and Stagnation of Industrial Clusters. Also actively involved in sub-sector programmes for enterprise development.



**Anupriya Pandey,**  
M.Com., Ph.D. (Commerce)

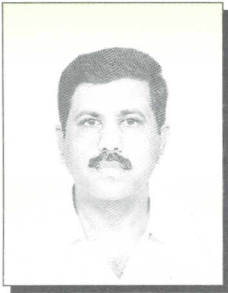
Specialises in managerial economics and finance. About 7 years experience in lecturership. Currently involved in review of EDP model to upgrade the existing EDP model against the backdrop of the changed economic scenario and to formulate an appropriate model for conducting effective and result-oriented EDPs.



**Vinod Paratkar,**  
B.Com., PGDM

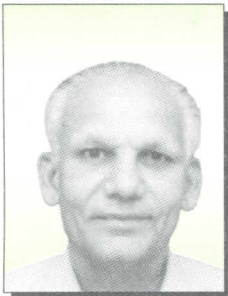
Involved for the last 17 years in research in HRM practices and Business strategies, cross cultural aspects, studies in fruit and agro processing industries, TBI in India, Potential Survey, Labour Market Survey for ILO, Training of Trainers & Teachers. Presently, Advisor at the Lao - India Entrepreneurship Development Centre (LIEDC), Vientiane, Lao PDR.

**Programme Package**  
2006-2007



**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

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



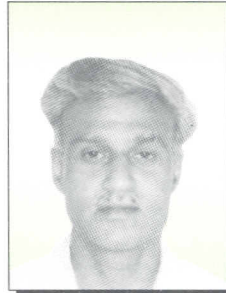
**Rajkumar Phatate,**  
B. Com, MBA  
(Marketing and Finance)

A seasoned entrepreneurship trainer/teacher with more than 21 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. 21 years of work experience as an Entrepreneur Trainer-Motivator.



**S.B. Sareen,**  
Diploma in Textile Technology,  
D.I.M, D.I.M.O.(Hons.), D.M.M

Twenty two 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.

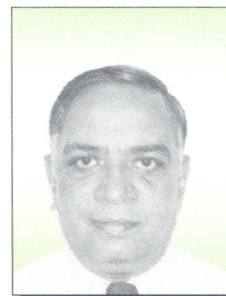
Visiting faculty at DA-IICT, NID and IIFT, New Delhi. Member of State Level Advisory Committee of SISI, Govt. of India and Member of the National Expert Committee of NSTEDB, Dept. of Science & Technology, Govt. of India.



**Bipin H. Shah,**  
B.Sc.(Chem.), MBA(Finance)

A business management specialist with 31 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. Represented India in Rotary Group Study Exchange programme to Scotland.



**K.K. Shaw,**  
B.E.(Hons.) Mechanical, PGBEM

Specialises in the areas of design development of machines, plants, equipment and tools to improve productivity of engineering units. More than 36 years of experience in metallurgy, metal science, surface engineering and process planning of engineering equipments. Experience in transfer of technology from advanced countries for manufacturing hi-tech aero-

space equipments, machine tools and automobiles in India. Involved in technological upgradation of industrial clusters.

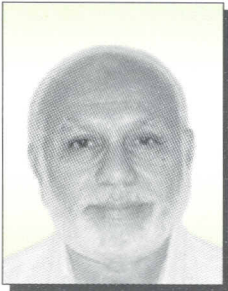


**Sunil Shukla,**  
Ph.D. (Psychology),  
Utkal University

Entrepreneurship Educationist. Actively involved in programmes on strategic planning, intrapreneurship, work motivation, leadership, organisation audit & development and Besides being on the board of two state family business succession.

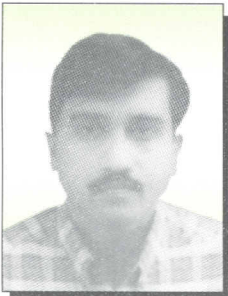


entrepreneurship development institutions, he serves as member on Expert Advisory Committee of Entrepreneurship Development Cell, Department of Science & Technology, Government of India as well. Also associated as a visiting faculty with reputed management institutions like, IIM-A, IIFT etc.



**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. 8 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, Government of India.



**Kunal Sood,**  
MBA (Marketing)

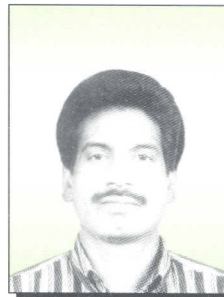
Specialises in the area of Marketing. About 8 years of experience in cluster development approach for sustainable development of Small and Medium Scale Enterprises (SMEs). Currently engaged in training, consultancy and research related to clustering. Work experience in building

mutually reinforcing inter-SME linkages and synergy between SMEs and private & public business development service providers; demonstrating group based initiatives; implementation of common business plans and capacity building of industry associations & SME networks. Presently on deputation to UNIDO.



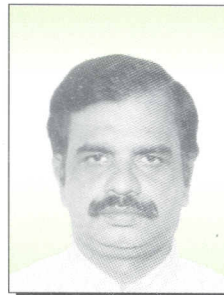
**Pramod Srivastava,**  
M.A. (Economics)

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



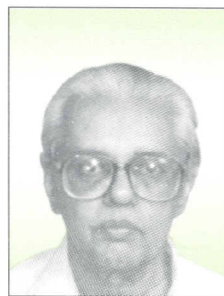
**P. N. Srivastava,**  
M. Com.

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.

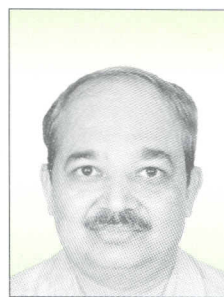
Specialist in Group entrepreneurship and Micro Credit. Presently involved in counselling and training of existing entrepreneurs. 15 years experience in NGO networking.



**D.D. Trivedi,**  
M.Com., B.A.

A Management Consultant, associated as a Distinguished Visiting Faculty with leading 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

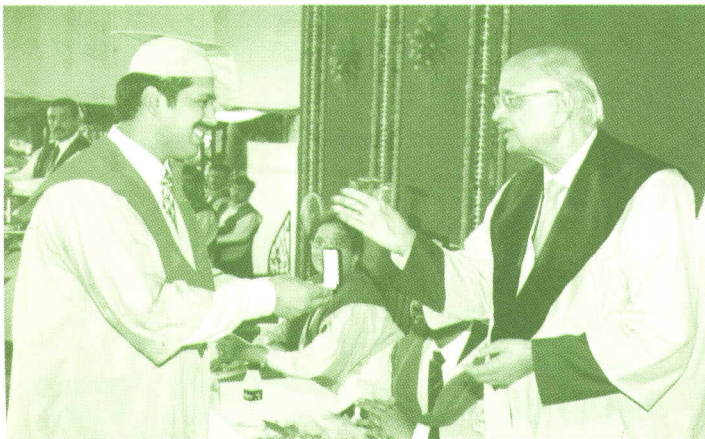
Specialises in the areas of information technology and statistical analysis. Associated with research and academics for more than 17 years. Involved in many state & national level research projects. Current interests include; data-base management, computer aided data analysis, data mining and e-CRM.

## 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 NEC curriculum design, teaching material, textbooks and human resource development
- ◆ Developing youths to set up own enterprises through regular and distance learning programmes

The thrust of Entrepreneurship Education provides a systematic treatment to the areas identified to spur the phenomenon of entrepreneurship. 'Growth in Entrepreneurship' cannot be divorced from the initiatives required to promote it. EDI's efforts in this area seek to set in mindset change and thus promote development, which is entrepreneurial in nature. The course Post Graduate Diploma in Business Entrepreneurship and Management displays a multidimensional entrepreneurial model to ensure a progressive attitude towards the discipline of entrepreneurship. The course with the specialisation options of New Enterprise Creation, Family Business Management and Agri-Entrepreneurship has been successful in heralding a societal change. Services Management, a new specialisation introduced, will further add a fillip to this process. It seeks to bring about a perceptible change, beginning with a change in mental



*Aadil Bandukwala (Family Business Management Specialisation) receiving the award for Bharti Student of the Year - 2005 at the hands of Padma Bhushan Shri Hari Shankar Singhania, President, J. K. Organisation, Chief Guest of the 7th PGP Convocation*

attitude and leading to performance. The pass-outs stand as testimonies.

The Institute's distance learning programme in Entrepreneurship (OLPE) further goes on to structure a unique and distinct entrepreneurial personality. This 12-month course, has been accepted by professionals, in particular, as a way forward. A research on the achievements of OLPE learners has brought out the comprehensiveness of the course.

'Entrepreneurship is first about being innovative, persistent and creative' -- EDI's children and youth camps are reflective of this. The students imbibe some unique traits and learn to avoid pitfalls by displaying a strong entrepreneurial behaviour. Also to benefit the student community, Faculty group from around the country has very effortlessly peeped into the depths of entrepreneurship. The revelations are being shared by them with the students to enhance their awareness and also to train them to take to self-employment. The Faculty Development Programmes facilitate this process. There are certainly no limits to creating awareness and the Institute has, along side formulating / implementing programmes, never lost sight of this. The theory that entrepreneurship is the pillar of economy for many a nation has been successfully transformed into practice by several universities that have come forward and accorded importance to the concept by establishing ED centres on their premises.

The awards for the Bharti PG Students of the Year and Bharti Entrepreneur of the Year have been revolutionary in nature as they have worked towards tapping the immense potential in individuals. These and other activities, such as, fellowships to students; preparation of case studies and video films on achievers; organising lecture series on entrepreneurship etc., are sure to impart a positive entrepreneurial orientation to the large potent force called 'youth'.

The increasing numbers is not just encouraging but is also setting in a permanent and fundamental change in mindsets, attitudes and beliefs.

'Entrepreneurship' must percolate to the most inner depths of the society - that will be an era of change and awakening. A significant distance has been covered and the results and revelations of this would sure establish a strong connectivity. 'Entrepreneurship Education' bears testimony and narrates success sagas.



## THRUST AREA I : ENTREPRENEURSHIP EDUCATION

Sr. No.	Activity	Location	Duration/ Period	Target Group	Objectives & Outcome
<b>1.1 Educational Programmes</b>					
1.1.1	Post Graduate Programmes : (a) Post Graduate Diploma in Business Entrepreneurship & Management (PGDBEM) - 9th Batch (b) Post Graduate Diploma in Management of NGOs (PGDMN) - 7th Batch	EDI Campus	1 year	Graduates, Family Business Wards, Employees, NGO Nominees (for PGDMN)	In addition to the existing specialisation streams of New Enterprise Creation, Family Business Management and Agri-Entrepreneurship, one more specialisation option of Services Management is being introduced from this year. The idea is 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	Open Learning Diploma in Business Entrepreneurship (OLPE)	National	1 year	Graduates & Under Graduates with three years of work experience	To reach out to a large number of learners through collaboration with academic/ professional institutions.
	Convention of OLPE Learners	EDI Campus	1 day	OLPE Learners from all over the country	An interactive forum to take feedback and gauge the progress of learners for improving the effectiveness of the programme.
	Orientation Programme for OLPE Counsellors	EDI Campus	3 days	OLPE Counsellors (New)	To orient counsellors on course management and enhance their counselling and marketing skills.
<b>1.2 Sensitization of Youth and Children : 'Catch Them Young'</b>					
1.2.1	Entrepreneurship Awareness Camps (50 Nos.)	Northern Region Bangalore	3 days each	College Students	To sensitize the students community towards the 'Charms of Being an Entrepreneur' and orient them to entrepreneurship and self-employment.
1.2.2	15th National Summer Camp on Entrepreneurial Adventures for College Going Youth	EDI Campus	2 weeks May 7-16, 2006	HSC & College Students	To help youth identify innovative and challenging career options and plan it entrepreneurially. (Productive use of summer vacation)
1.2.3	Camps on Entrepreneurial Stimulation for School Children (3 Nos.)	EDI Campus, Bheemtal & Bangalore	Apr 30 - May 5, '06 1 week each	12-16 yr. old Students (7th - 10th std.)	To inculcate entrepreneurial values among children at a tender age. A forum to interact with parents as well .
1.2.4	Visit of Students to the Institute	EDI Campus	1 day each	School & College Students	To orient students towards the 'Charms of Becoming an Entrepreneur' as also to motivate them to become self-employed.
<b>3 Capacity Building Programmes in Entrepreneurship Education</b>					
1.3.1	Faculty Development Programmes(5 Nos.)	EDI Campus Lucknow Bangalore, Puri Bhopal	2 weeks each	Teachers of Universities, Engg. Colleges, B- Schools etc.	To develop professional skills in teaching 'Entrepreneurship' effectively.
1.3.2	Sensitization Workshop on Promoting Entrepreneurship in the S & T Institutions	Agra	1 day 13 Apr, 06	Heads of Educational Institutions/ Technical Universities/ Govt. Organisations	To debate, deliberate and explore options to promote Entrepreneurship in Science & Technology institutions of Uttar Pradesh.
<b>1.4 Others</b>					
1.4.1	Bharti Centre for Entrepreneurial Initiatives	EDI Campus	1 year	PG Students, EDP Trained Entrepreneurs	To further motivate entrepreneurs and also sensitise youth to take up Entrepreneurship as a career option through a host of activities.



## MICRO ENTERPRISE & 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
  - \* Informal Micro-Credit Delivery System
- ◆ Artisanal Cluster Development by creating a cadre of 'Change Agents' with skills to revitalize clusters
- ◆ Promotion of science & technology based rural enterprises

Solutions have become an urgent need to deal with the unending patterns of rural unemployment & poverty. An analysis on account of EDI's extensive work at the grassroots, demands a frame of action that directly attack the vulnerabilities that hover the rural populace. Rural Entrepreneurship Development Programme of EDI is a concerted effort towards drawing a conceptual framework that meets the manifold demands of the rural folk by offering them permanent solutions. REDPs offer systematic and sustainable solutions to poverty alleviation by extending training in the direction of setting up and managing own enterprise.

Equally worthwhile in this direction have been the Science & Technology Entrepreneurship Development projects that advocate combining of resources and technical skills, thus increasing the incidence of success. The issue of 'poverty'

pervades strongly along the urban stretches as well. In a 4-year project, EDI will address this depressing phenomenon to ensure that a new environment with social and economic security sees the dawn.

Insecurity perhaps comes with poverty; it is the main factor that strikes the rural poverty struck men and women. Imparting skills, to a very large extent, redresses the situation and gives them the confidence to stabilise themselves. However, it also requires constant motivation building and moral boosting. Against this, the Institute has adopted the strategy of reaching the grassroots through EDI-trained NGO functionaries. These trained functionaries study a particular rural domain and offer training that enhances their 'deal with crises' abilities in business, besides giving them the 'can do' spirit. This strategy is expected to weave magic in the urban poverty alleviation programme.

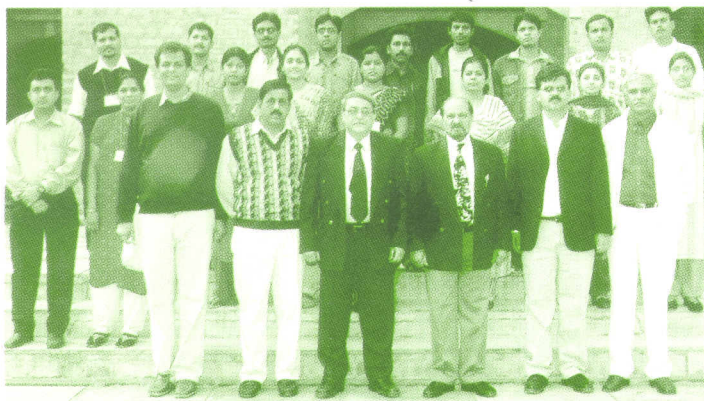
Capacity building programmes for NGO functionaries are, therefore, the top priority of this thrust. What follows close on the heels, is the one-year Post Graduate Diploma in Management of NGOs. The course is progressive in nature and looks forward to generating effective responses for the NGO sector. The pass-outs have a floodgate of opportunities in terms of working for an NGO or setting up one's own.

The rural areas abound with adverse situations but what doesn't come as an easy realisation is that most of these situations are foreseeable and can be addressed. It requires visionaries, and a notable move in this area has been the creation of a cadre of Rural Business Service Providers which the Institute has been ably creating through its 8-weeks course on Rural Business Service Providers. In addition, a 6-week programme on setting up Agro Clinics is also a promising gleam as it offers technical inputs to set up agri-enterprises.

Amidst restricted and inhibited operations of an already existing micro enterprise, marketing is many a time comfortably ignored. Fostering development on the lines of tacit knowledge of marketing is also put in perspective under this thrust.

The significance of addressing SMEs in clusters has been well recognised. EDI has infused competitiveness and a permanent development trend in several dormant clusters. Talking about the Handloom cluster, one may hail it as employment oriented but the cluster lags behind on several aspects and is far from being futuristic or growth-oriented. EDI through a wholesome intervention package will ascertain growth through a structured approach.

This thrust area is devoted towards building strengths and capabilities of the micro sector. The geography and the culture of India necessitate this; further more in times when globalisation is fast making in roads.



*An Advanced Trainers' Training Programme on Rural Entrepreneurship Development for Professionals of NGOs was organised by the Institute during Dec. 20, 2005-Jan. 10, 2006.*

*Participants of the programme seen with (4th from L) Dr. Dinesh Awasthi, Director-EDI; (5th from L) Mr. Manoj Mishra, Programme Director and EDI Faculty Members.*



## THRUST AREA II : MICRO ENTERPRISE & MICRO FINANCE DEVELOPMENT

Sr. No.	Activity	Location	Duration/ Period	Target Group	Objectives & Outcome
<b>2.1</b>	<b>Rural and Micro Enterprise Related Programmes</b>				
2.1.1	Rural Entrepreneurship Development Programmes	Regional	4-6 weeks each	Rural and Urban Youth	Promotion of micro enterprises through NGOs.
2.1.2	Action Research Project on Group Entrepreneurship & Business Development Service	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 year project	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 (U.P.)	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	Skill-cum-Technology Development Programme using Science & Technology (12 Nos.)	Regional	3 months to 12 months	Artisans/Entrepreneurs	To provide new technology and upgrade skills of artisans/rural entrepreneurs for enhancing their productivity.
2.1.6	Sector based Integrated EDPs (2 Nos.)	Regional	1 year	Entrepreneurs	To develop existing clusters through business counselling/technology upgradation with forward and backward linkages. Shifting focus to <i>solutions</i> that build capacities of entrepreneurs.
<b>2.2</b>	<b>Capacity Building Programme For Micro Enterprise and Micro Finance Development</b>				
2.2.1	Advanced Trainers' Training Programme for Professionals of NGOs (2 Nos.)	Regional	2 weeks each	NGO Functionaries/ RIP Agencies	To sharpen skills of NGOs for organizing REDPs. <u>Target</u> : 50 trainers from NGOs/ Rural Industry Programmes (RIPs).
2.2.2	Training Programme to develop a cadre of Rural Business Development Service Providers / Consultants for Rural /Micro Enterprise Development	EDI Campus	8 weeks	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 in activities like RIP, cluster development, micro finance and other areas.
<b>2.3</b>	<b>Professionalisation of NGOs</b>				
2.3.1	Training Programme on Marketing of Rural Products (2 Nos.)	EDI Campus	1 week each	NGO Functionaries	To build capacities of NGOs for marketing their rural products in an effective way.
2.3.2	Programme on Setting up Agro-Clinics	EDI Campus	6 weeks	Agriculture Graduates	To develop knowledge on latest technologies as also that on management techniques, among agriculture graduates, so that they could provide supplementary extension services to the community for initiating new ventures in agro-sector.
<b>2.4</b>	<b>Sensitization of Environment and Support System</b>				
2.4.1	NGO - Banker Interface (2 Nos.)	Regional	3 days each	NGOs and Bankers	To sensitize bankers towards the needs of REDP trainees and help NGOs establish linkages with banks.
<b>2.5</b>	<b>An Integrated Development Approach For Entrepreneurship Development in Urban Areas</b>				
2.5.1	A package consisting of Stakeholders Workshops/Business Counsellors Programme / MEDPs/Dissemination Workshops, etc.	7 states	1 year	SJSRY Functionaries, DWCUA Groups, SUDA	An integrated package for development and sustenance of sustainable Urban Poverty Alleviation through micro enterprises in 7 States of the country.

(Contd. on page 17)

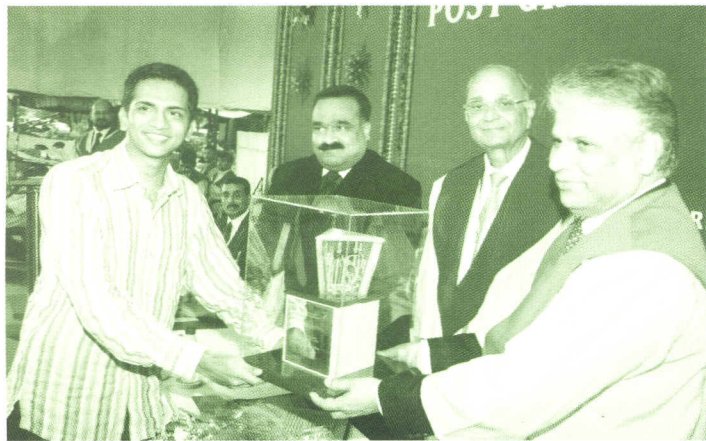
## PERFORMANCE & GROWTH OF EXISTING ENTREPRENEURS

### Core Competence

- ◆ Organizational 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
- ◆ Intrapreneurship Development to upgrade entrepreneurial skills of managers & executives of corporate houses
- ◆ Facilitating smooth transition in Family Business by training successors of established businessmen

The world of business is a world of contrasts with a labyrinth of forces working therein. Entrepreneurial resourcefulness, therefore, becomes significant. A triumphant entrepreneur doesn't succumb to pressures; rather she / he always looks forward to putting up a challenge. A booming economy with an impressive growth rate holds testimony to the importance of 'aware' entrepreneurs.

But the big question is 'Do all entrepreneurs display this 'aware' attitude and proactiveness?' If success stories are the order of the day, so are the incidences of enterprise close-ups and shrinking unit margins. Amidst the fast paces of the corporate world, some entrepreneurs do experience inadequacies, which reflect in their entrepreneurial behaviour that comes forth as weak. These entrepreneurs, therefore, need to be equipped in a way that they harness



*Mr. Bhavin Turakhia, Chairman, DIRECTi receiving the award for Bharti Entrepreneur of the Year - 2005 at the hands of Shri V. P. Shetty, President-EDI and Chairman-IDBI.*

the immense potential which the open economy and markets offer.

The 'Growth Programme' for existing entrepreneurs has proved to be a remarkable feat on this front. The programme consolidates the process of growth in enterprises by successfully honing competencies and knowledge in entrepreneurs. As a part of the programme, the trained entrepreneurs are attached to EDI-trained counsellors who play a pivotal role in addressing enterprise / entrepreneur-specific concerns.

Clusters in India with their predominant focus on traditional work practices have somehow withdrawn in their own shells and have failed to keep pace with the burgeoning opportunities in the face of open markets and free trade. 'achieving competitiveness' is a far cry for them.

EDI, however, has worked successfully towards transforming some of the clusters into cohesive, self-managing, competitive and dynamic entities. Jamnagar Brassparts cluster and the Rajkot Engineering cluster have experienced multi-dimensional growth. The interventions are poised to be replicated in around 20 Handloom Clusters as also the Auto-parts Cluster at Jalandhar, Ludhiana and Phagwara. Handholding support to 14 clusters in 12 states under the sponsorship of the office of the DCSSI will assign further stability.

Best practices and innovations in clusters, across the country would soon be a widespread phenomenon. But the force that has successfully displaced the anomalies and ensured a remarkable upsurge, is the 'cadre of cluster development executives'. EDI trained Cluster Development Executives (CDEs) commit themselves to the growth of the cluster by employing various means and keeping a track on the responses of the cluster to market dynamism.

Casting a glimpse on the trends in Family Businesses, one can say that even a business at the peak of its performance, starts turning out ineffectual results once in the hands of ill-trained successors. The entrenched reality is that doing business requires training. Imparting training to successors of business houses, therefore, remains a challenge before EDI. The programme, "Succession Planning for Entrepreneurial Continuity", with this objective has resulted in economic upsurge / revival for most business houses. 'Intrapreneurship Development Programme' works in cognizance of the fact that entrepreneurial skills are indispensable for executives working in any organisation.

Activities, under this thrust have significantly been contributing to the basic winning tenets of the corporate world. Conventional approaches have also experienced innovativeness and novelty, thus displaying methodical success.



## THRUST AREA III : PERFORMANCE & GROWTH OF EXISTING ENTREPRENEURS

Sr. No.	Activity	Location	Duration/ Period	Target Group	Objectives & Outcome
<b>3.1</b>	<b>SME Growth &amp; Revitalization</b>				
3.1.1	Facilitating Survival and Growth of Existing Enterprises in Autoparts Manufacturing Cluster	Jalandhar Ludhiana Phagwara	3 years	Existing SMEs in the sector	To improve the productivity and quality of autoparts in the cluster in order to increase sales turn-over and export market. This is achieved by workshops on technology upgradation, marketing, health & safety, packaging and networking.
3.1.2	Handholding Support to 12 Clusters at various locations of the country	EDI Campus/ Regional	3 years	Existing SMEs in the Cluster	To provide support to the implementing agencies involved in developing 12 clusters in 12 states of the country. Support will be provided in the areas of management, technology, marketing, export, networking, cluster mapping, diagnostic study, capacity building, etc.
3.1.3	Growth-cum-Counsellors' Programme	Regional	3 phases stretched over 4 months	Existing SMEs	To facilitate planned growth among established entrepreneurs. Focus will be on promoting export. Region and sector specific.
<b>3.2</b>	<b>Capacity Building</b>				
3.2.1	Training Programme of Cluster Development Executives for Clusters located in Rajasthan	EDI Campus	3 months stretched over 3 phases	Officials of Govt. of Rajasthan	Capacity building of officials of Government of Rajasthan to facilitate them to induce dynamism in various clusters of the state through appropriate interventions.
<b>3.3</b>	<b>Kudumbashree : An Integrated Development Approach for Entrepreneurship Development in Kerala</b>				
3.3.1	A package consisting of Appreciation Workshops/ Trainers' Programme / REDPs/ Performance Improvement Programmes/ Business Counsellors' Programme, etc.	Kerala	3 years	Existing Entrepreneurs	An integrated package for development and sustenance of Group Entrepreneurship in Kerala, a special project.

## THRUST AREA II : MICRO ENTERPRISE & MICRO FINANCE DEVELOPMENT

(Contd. from pg. 15)

<b>.6</b>	<b>Integrated Cluster Development Programme in Handloom Sector</b>				
6.1	Cluster Based Handloom Sector Interventions at Varanasi	Varanasi	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., in Varanasi Handloom Cluster.
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.
3	Cluster Based Handloom Sector Interventions at 2 New Locations - Sonepur, Gwalior	Sonepur 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.
<b>Project under Scheme of Fund for Regeneration of Traditional Industries (SFRUTI) for Khadi &amp; Village Industries Clusters</b>					
	Capacity Building Programme For Khadi Clusters	National	4 years	Khadi Industries	To develop capacities of Cluster Development Executives of implementing agencies for effective implementation of the Scheme.
	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.

## STRATEGIC 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

In times when market friendly strategies are being formulated, with markets having become deregulated and liberalised, entrepreneurship has emerged as the winning tool. Opportunities galore beckon people. But such a trend demands countries across the globe to refashion their growth strategies in a way that they operate with an inclination towards entrepreneurship. This holds true, especially for developing countries. In this entire process, entrepreneurship as a talent, has come to be accepted as 'rewarding' wand in the new age. EDI, as a pioneer in this concept believes in sharing its expertise with the countries in

need. Its story of generating first generation entrepreneurs through the strategy of institution building is replicable and under the aegis of the Ministry of External Affairs, Govt. of India, the Institute, has tightened the reins to establish EDI-like institutions in CLMV countries, i.e. in Cambodia, Lao PDR, Myanmar & Vietnam. The project is being executed from concept to completion stage. The Centres at Lao PDR and Cambodia have been already commissioned and are working towards the economic prosperity of their respective countries. Other countries will also soon be armed with strategic competencies with the setting up of ED Centres.

The Inter-Regional Centre for Entrepreneurship & Investment Training, established at the Institute, with the support of UNIDO and GoI is aimed at given a spurt to entrepreneurship in developing countries so that entrepreneurial careers and tendencies become more promising. This 2-year project covering Mozambique, Sudan, Yemen and Lao PDR would focus on both New Enterprise Creation & Upgradation of Existing Units.

The support of Indian Technical & Economic Co-operation, (ITEC), Ministry of External Affairs, Government of India, towards cementing entrepreneurship on the lands of several developing countries is also worth the notice. Interventions in the form of Management Education Programmes and Programmes on Industrial Project Preparation and Appraisal, Small Business Promotion, Business Development Service for Micro Enterprise & Micro Finance, are feats which have come ahead in training human resource and developing them as 'the new age professionals'. The effort will gain strength with the implementation of two new programmes in the coming year - 'Use of English Language in Business Communication' will help professionals access the international markets and improve business prospects by sharpening concepts and skills in the usage of this language in business communication, while the programme on 'Computer Application for SMEs' would unfold the potential of information technology in taking business to dizzying heights.

EDI has been rendering a distinct entrepreneurial routing to several countries. Results have been enviable and support from various quarters, promising. The Institute has been an essential feature in the development plans of many a developing nation with entrepreneurship as the premise. This spurs us on to work towards further soaring successes.



*Prof. Raymond Smilor, Executive Director, Beyster Institute, USA addressing the gathering during the inauguration of the Train-the-Trainers Programme, organised by EDI in association with CESMED, Mumbai and Beyster Institute, USA. Also seen on the dias are (R-L) Dr. Sailendra Narain, Chairman, Centre for SME Growth and Development Finance; Mr. P. H. G. Premasiri, Secretary, Ministry of Skills Developments Public Enterprise Reforms; Dr. V. G. Patel, Former Vice President & Founder Director, EDI and Dr. Dinesh Awasthi, Director, EDI.*



## THRUST AREA V : INTERNATIONAL INTERACTIONS

Sr. No.	Activity	Location	Duration/ Period	Target Group	Objectives & Outcome
<b>5.1 Institutionalisation of ED &amp; Investment Promotion under IRC Project sponsored by Gol &amp; UNIDO</b>					
5.1.1	Partnership Promotion & B2B Linkages, Monitoring & Follow-up	Mozambique Lao PDR Sudan Yemen	1 year	New Enterprises	To facilitate technology transfer/joint ventures and market arrangement with Indian partners resulting into 10 - 15 new enterprises created and 5 - 10 partnerships established with Indian enterprises in each of 4 target countries
5.1.2	Enterprise Upgradation & Cluster Strengthening	Mozambique Lao PDR Sudan Yemen	1 year	Existing Enterprises	To improve the competitiveness of 10-15 existing enterprises and facilitate establishment of 5-10 partnerships established with Indian enterprises in each of the 4 target countries.
<b>5.2 International Training Programmes</b>					
5.2.1	Management Education Programme	EDI Campus	6 weeks Sep 11 - Oct 20, 2006	Managers of SMEs and Entrepreneurs from developing Countries	To sharpen managerial skills of entrepreneurs and senior executives of SMEs, leading to performance improvement of enterprises.
5.2.2	Use of English Language in Business Communication	EDI Campus	6 weeks Sept 11 - Oct 20, 2006	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.
5.2.3	Business Development Service Providers for Micro Enterprise & Micro Finance Development	EDI Campus	6 weeks Oct 30 - Dec 08, 2006	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 development programmes.
5.2.4	Entrepreneurship and Small Business Promotion	EDI Campus	6 weeks Oct 30 - Dec 08, 2006	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.
5.2.5	Computer Applications for SMEs	EDI Campus	6 weeks Feb 19 - Mar 30, 2007	Entrepreneurs/ Middle & Senior level of executives SMEs	For entrepreneurs and middle/senior level executives of SMES to update their knowledge in the area of computer application for enhancing the productivity levels of enterprises.
5.2.6	Industrial Project Preparation & Appraisal	EDI Campus	6 weeks Feb 19 - Mar 30, 2007	Bankers, Business Development Officers of Financial Institutions	To upgrade appraisal techniques and improve decision making process so that there is improved viability and returns.
<b>5.3 Special Projects</b>					
5.3.1	South East Asia Professional Entrepreneurship Training (SEAPET) for Entrepreneurship Educators	Cambodia USA	3 days & 7 days	Teachers of Universities, Colleges, B- Schools and officials of ED Institutions	In collaboration with the Beyster Institute of USA & CESMED, efforts to be made in improving entrepreneurship education initiatives in Cambodia, Lao PDR and Vietnam by incorporating effective and proven training programmes of US and India. The activity to target at key persons involved in SME emergence and development through education.
5.3.2	South Asia Forum for Entrepreneurship Education and Research (SAFEER)	Sri Lanka EDI Campus	3 days each	Entrepreneurship Educators from Universities, Engg. Colleges, B Schools & ED Institutions	To institutionalise the newly formed SAFEER, in collaboration with Beyster Institute of USA & CESMED, as a self-sustaining, not-for-profit professional association of teachers and researchers of South Asia. EDI to host the Secretariat.



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## INTERNATIONAL CENTRE FOR CLUSTER COMPETITIVENESS AND GROWTH (IC<sup>3</sup>G)

### Core Competence

- ◆ Research and documentation on emerging issues and principles in cluster development, nationally and internationally
- ◆ Platform for experience sharing, mutual learning, and deliberations on strategic and tactical methodologies of cluster development
- ◆ Information dissemination on small scale industrial scenario, cluster generic issues, WTO and policy implications, and patenting, etc. to create a conducive environment for emergence, sustenance and growth of clusters
- ◆ Capacity building of Cluster Development Executives
- ◆ Sensitisation of policy-makers and planners.

India's industrialization, dramatic shift in development processes and policies have opened up avenues to usher in radical changes on the industrial scenario, leading to global entry and acceptance of Indian products and services. Inadequate responses, half-baked changes and woeful lack of awareness have kept the Indian economy far behind its peak. Excessive reliance on traditional practices and age-old formulae have beset the Indian industrial scenario with innumerable problems, especially the small-scale industry sector. Step-matching with the changing economic environment has become urgent.

Traditional knowledge, the base of several Indian industries has not been supplemented by innovative researches and technologies, thus making this winning resource a reason for the fragile condition of several Indian clusters.

These SMEs, if addressed as clusters can gain advantages on the fronts of quality, technology, raw material purchase, common facility centre, competition, export, etc. SMEs, in clusters, experience the much required upsurge, amidst the demanding global scenario. India has a rich foundation of clusters and initiatives to boost the various functional areas of a cluster by pinpointing the anomalies that cloud them, can lead to their dynamism.

However, where it is important to find reasons for slowdown of clusters, it is also equally urgent to introduce result-oriented approaches and systems that help these clusters, not just grow but grow at a sustained pace. It is important to introduce a spectrum of activities, conduct researches on emerging principles and replicable models, disseminate information, ensure policy level interventions, etc., to introduce advancement in clusters, from a broader perspective. A centralized planning, implementation and control system in the form of an umbrella organisation will bring forth, in totality, the dynamics of turn-around strategies, activities and advocacy.

A package of interventions have been planned as a part of the responsibility. Several technologies have already been transferred, with entrepreneurs graduating up swiftly. The aspects of technology, production, marketing, export, etc., no longer bewilder entrepreneurs of the cluster.

EDI's background, experiences and accomplishments in various clusters, across the nation, made the Office of the Development Commissioner, Small Scale Industries, (DCSSI) Govt. of India, set up the International Centre for Cluster Competitiveness and Growth (IC<sup>3</sup>G) at the Institute. EDI's experience, resources, expertise and network will be effectively marshalled to ensure that the Centre serves as a repository of knowledge, information and strategic plans.



*One day Sensitization Workshop on Cluster Development Strategies for the officials of Industries Department, Govt. of Gujarat was organised by EDI. Seen during the inauguration are the Chief Guest Hon'ble Chief Minister Shri Narendra Modi with (L to R) Shri D. Rajagopalan, Principal Secretary, Industries Dept., Govt. of Gujarat and Dr. Dinesh Awasthi, Director, EDI*





## THRUST AREA VI : INTERNATIONAL CENTRE FOR CLUSTER COMPETITIVENESS AND GROWTH (IC<sup>3</sup>G)

Sr. No.	Activity	Location	Duration/Period	Target Group	Objectives & Outcome
<b>6.1 Strategic Interventions in the Select Clusters under the purview of Cluster Development Programme</b>					
6.1.1	Cluster Development Programme in the Auto Parts Cluster	Jalandhar, Ludhiana Phagwara	1 year	Entrepreneurs	Holistic development of the cluster through intervention in the areas of technology, enterprise upgradation programme, personal counselling, implementation etc.
6.1.2	Handholding, Guidance and Monitoring support to the 12 clusters taken up under IC3G	12 clusters spread across 12 States in India	1 year	Entrepreneurs and Artisans working in these clusters	To provide guidance and support to the clusters, so as to facilitate smooth implementation of cluster based development programmes.
<b>6.2 Technology based Programmes and Workshops</b>					
6.2.1	Improving strength of material for performance of auto parts	Jalandhar, Ludhiana Phagwara	1 day	Existing SMEs in the Cluster	To define technology for better performance of auto parts.
6.2.2	Improving de-greasing practices in plating shops	Jalandhar, Ludhiana Phagwara	1 day	Existing SMEs in the Cluster	To improve quality of electroplating.
6.2.3	Technology for tough tridings for enhanced fatigue life of castings	Jalandhar, Ludhiana Phagwara	1 day	Existing SMEs in the Cluster	To improve performance of autoparts.
6.2.4	Defects in Spheroidal Graphite castings and corrective action for defect removal	Jalandhar, Ludhiana Phagwara	1 day	Existing SMEs in the Cluster	To minimise rejection in production of castings.
6.2.5	Optimization of high temperature lubricants for forging dyes	Jalandhar	1 day	Existing SMEs in the Cluster	To improve the life span of dyes and reduce cost per unit.
<b>6.3 Holistic Development of Clusters taken up under IC3G</b>					
6.3.1	Providing marketing and diversification opportunities	All over India	1 year	12 selected clusters	To establish better market linkages and diversification.
6.3.2	Facilitating export tie-up	All over India	1 year	12 selected clusters	Export would be one of the important areas of the intervention.
6.3.3	Establishing BDS enterprises linkages in 12 selected clusters	All over India	1 year	12 selected clusters	To address enterprise specific and cluster generic problems by involving quality BDS providers
6.3.4	Developing data bank of BDS providers and FAQs in 12 Selected clusters	All over India	1 year	12 selected clusters	To provide platform for sharing information and learnings.
6.3.5	Organising Buyer-Seller Meets	All over India	1 year	12 selected clusters	To provide platform for sharing information and learnings.
6.3.6	Networking among cluster actors	All over India	1 year	12 selected clusters	To facilitate joint actions for the benefit of clusters.
6.3.7	Organising seminars and workshops on cluster specific issues	All over India	1 year	12 selected clusters	Seminars and workshops will be organised to address different cluster generic issues.
6.3.8	Enterprise upgradation programme	All over India	1 year	12 selected clusters	To understand the problems of individual enterprises and chalk out unit specific growth plan.
6.3.9	Dissemination of information and best practices	All over India	1 year	12 selected clusters	To facilitate learning from the best practices of others.
6.3.10	Providing quality BDS to the clusters	All over India	1 year	12 selected clusters	Quality business development services will address many cluster generic problems.
6.3.11	Benchmarking Quality and Productivity	All over India	1 year	12 selected clusters	To set a target for less enterprising firms.
<b>6.4 Capacity Building Programme</b>					
6.4.1	Training Programme of Cluster Development Executives for clusters located in Rajasthan	EDI Campus	4 months	Officials of Govt. of Rajasthan	Capacity building of officials of Government of Rajasthan to facilitate them to induce dynamism in various clusters of the state through appropriate interventions.

## CENTRE FOR RESEARCH IN ENTREPRENEURSHIP EDUCATION AND 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 findings 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 sixth biennial conference on advances and trends in entrepreneurial research aimed to provide 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.

### Important Research Projects Completed :

- ◆ Impact of New Economic Policies on SMEs
- ◆ Impact of GATT on SMEs
- ◆ Impact of Fiscal Incentives on Industrialisation in Gujarat
- ◆ Dynamics of Industrial Clusters in India
- ◆ Growth of Firms and Entrepreneurial Competencies
- ◆ Doing Business in India : Issues and Implications
- ◆ Constraints to Growth of Small Scale Firms
- ◆ National Evaluation of Entrepreneurship Development Programmes
- ◆ Evaluation of EDPs in North Eastern States
- ◆ A Critical Analysis of Entrepreneurship Development Programmes
- ◆ Micro-Enterprise Development in Himalayan Region : The Indian Experience
- ◆ Role of Small Business Associations in the Changing Economic Environment
- ◆ Promoting Entrepreneurship Through Training : An Assessment of Training Initiatives of MCED, Aurangabad
- ◆ Business Development Service Providers in India : A Study of Calcutta Metropolitan
- ◆ A Study on Entry Barriers to Entrepreneurship : As Perceived by Youth
- ◆ Entrepreneurship Curriculum for Vocational Education in Colleges



*A group of 28 participants from 8 states participated in the first programme on Research Methodology at EDI during January 16-27, 2006. Participants are seen with (5th from L) Dr. Dinesh Awasthi, Director, EDI (6th from L) Dr. G. S. Gupta, Programme Director and EDI Faculty Members.*



## THRUST AREA VII : CENTRE FOR RESEARCH IN ENTREPRENEURSHIP EDUCATION AND DEVELOPMENT (CREED)

Sr. No.	Activity	Location	Duration/Period	Target Group	Objectives & Outcome
<b>7.1 Research in Education</b>					
7.1.1	International Seminar on 'Current Trends in Entrepreneurship Research'	EDI Campus	3 days	Educationists/Policy-makers/ED Institutions	To organize a biennial research seminar at an international level for researchers and academicians with an objective to provide a platform to share experiences and latest innovations in the field of entrepreneurship.
7.1.2	A Comparative Study on Entry Barriers to Entrepreneurship in South Asian countries viz., Afghanistan, Bangladesh, India & Sri Lanka	EDI Campus	4 months	Final Year Graduate Students/Young Employees & Professionals	To understand entrepreneurship environment in selected South Asian countries through a comparative analysis of the macro environmental factors facilitating/hampering entrepreneurship. Findings of the study to be presented in the biennial seminar.
<b>7.2 Research &amp; Dissemination in Micro Enterprise &amp; Micro finance Development</b>					
7.2.1	Evaluation on Support to Training & Employment Programme (STEP) implemented by Khadi Mandir, Bikaner, Rajasthan	Bikaner	3 months	Women Groups of STEP Project	To analyse efforts made towards facilities extended to women organisations and support system evolved thereof during the implementation of the project. To quantify socio-economic impact of the said project.
<b>7.3 Research in Performance &amp; Growth of Existing Enterprises</b>					
7.3.1	Research Study on 'Emergence of Knowledge-based Entrepreneurship in Gujarat'	Gujarat	6 months	Knowledge-based Entrepreneurs	To understand the emergence and growth of knowledge-based entrepreneurship in Gujarat.
<b>7.4 Research &amp; Dissemination in ED Organisations &amp; Support System</b>					
7.4.1	Development of Database of EDPs and Individuals in South Asia	EDI Campus	1 year	ED organisations & NGOs involved in conducting EDPs	Assessment and analysis of environment on the status of EDPs with particular reference to Afghanistan, Bangladesh, India and Sri Lanka.
7.4.2	Developing Cases on Service-based Projects	EDI Campus	1 year	Students of EDI-PG Programmes and beneficiaries of EDPs/REDPs	To be used as a teaching material in training programmes and PG Programmes.
<b>7.5 Others</b>					
7.5.1	Journal of Entrepreneurship	-	Bi-annual	Academic Community	To share research findings with the academic community and enhance the boundaries of knowledge in entrepreneurship.
7.5.2	Short-term Fellowships in Entrepreneurship Research	EDI Campus	2-12 weeks each	Researchers	Upto 5 fellowships to ED trainers, teachers, researchers to work on specific themes.
7.5.3	Annual Lecture on Entrepreneurship	Ahmedabad	1 day	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.

## ACHIEVEMENTS UNDER STRATEGIC THRUST AREA

ENTREPRENEURSHIP EDUCATION		
Sr. No	Activities under this thrust area	Achievements till March 31, 2006
1.	<b>One-year Post Graduate Programmes</b> (Launched in August 1998) Total Number of students enrolled in 8 batches	661
2.	<b>Open Learning Programme in Entrepreneurship (OLPE)</b> Launched in January 1995 Number of batches announced Number of learners enrolled - Number of S&T learners - Number of Non-S&T category - Number of women learners	44 4783 3255 1528 906
3.	<b>Number of Faculty Development Programmes (FDPs) in Entrepreneurship</b> - No. of teachers trained	51 1048
4.	<b>Number of National Summer Camps on Entrepreneurial Adventure for Youth (17-22 years)</b> - Students participated	14 465
5.	<b>Number of Summer Camps for School Children (12-16 years)</b> - Students participated	21 697
6.	<b>National Seminar on Current Researches in Entrepreneurship</b> - Delegates participated	6 269
7.	<b>National Workshop on Entrepreneurship Education in Vocational Schools &amp; Technical Institutions</b> - Delegates participated	1 37
8.	<b>National Workshop on Approaches to Entrepreneurship Education</b> - Delegates participated	1 17
9.	<b>Number of 1-Day Orientation Programmes on Entrepreneurship Organised for Gujarat Schools</b> - Students participated	152 7400
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, 2006
1.	<b>Number of REDPs Conducted</b> - Number of rural poor trained - Number of rural enterprises set up	665 16630 9290
2.	<b>Number of Trainers' Training Programmes Organised</b> - Number of rural trainers trained	35 870
3.	<b>Number of National/Regional Workshops on RED strategy for NGOs</b> - Number of NGO officials sensitised	19 677
4.	<b>Activities on Informal Micro Credit Delivery System (IMCDS) :</b> Trainers' Training Programmes organised - NGO trainers trained Number of Workshops for CEOs of NGOs on IMCDS - Number of CEOs attended Number of NGO officials re-trained on IMCDS Refresher Course	5 134 7 182 60
5.	<b>Number of Capacity Building Programmes for NGOs on Sustainability</b> - NGO trainers trained	3 48
6.	<b>Number of Policy Sensitisation Workshops organised for Sustainability of NGOs</b> - Number of officials sensitised	5 275
7.	<b>Number of Programmes conducted on Financial Management &amp; Accounting for NGOs</b> - Number of NGO officials trained	10 229
8.	<b>Number of Training Programmes for Developing Rural Business Development Service Providers</b> - Number of Rural Business Development Service Providers Developed	5 109
9.	<b>Number of NGO officials trained in Advanced Training Programme on Micro Finance</b>	22
10.	<b>Support to Rural Industries Programme (RIP) Project of SIDBI in the District of Rae Bareilly (U.P.)</b> - Number of Local Youth Benefitted through Block-level Awareness Generation Meetings - Business Counsellors Developed - Number of Artisans/Potential Entrepreneurs benefited through EDPs - Total Units Promoted - Number of Bankers Sensitised through Orientation Programme	818 25 73 65 35
11.	<b>International Delegations on Micro Enterprise Development :</b> - Sri Lankan delegates - From Nepal - Bangladesh	66 60 10



## ACHIEVEMENTS UNDER STRATEGIC THRUST AREA

PERFORMANCE AND GROWTH OF EXISTING ENTREPRENEURS		
Sr. No	Activities under this thrust area	Achievements till March 31, 2006
1.	<b>Succession Planning for Entrepreneurial Continuity (SPEC)</b> - Number of programmes conducted - Number of successors groomed	18 280
2.	<b>Performance Improvement Programmes (PIPs) for Existing Entrepreneurs</b> (19 programmes exclusively for women) - Entrepreneurs trained	108 4570
3.	<b>Small Industry Management Assistant Programmes (SIMAPs)</b> - Young graduates developed	37 868
4.	<b>Total Number of Growth-cum-Counsellors' Programmes Conducted</b> - General Growth Programmes - Growth Programme exclusively for Women Entrepreneurs - Export-oriented Growth Programmes - Technology-oriented Growth Programmes - Total number of entrepreneurs geared up - Total number of business counsellors developed	19 9 1 7 2 427 385
5.	<b>Growth-cum-Counsellors' Programmes in association with State-level ED Organisations</b> - Entrepreneurs influenced - Counsellors developed	35 64
6.	<b>Total Number of Region/Product-specific Export Workshops</b> - Business with CIS countries : Number of potential exporters developed - Business with South Africa : Number of potential exporters developed - Software Exports Number of potential exporters developed - Business with Australia : Number of potential exporters developed	5 23 55 37 13
7.	<b>Functional Programmes on Strategic Management</b> - Entrepreneurs trained	4 62
8.	<b>Intrapreneurship : Corporate Executive Programmes for Zydus-Cadila Group of Companies</b> - 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.	<b>Workshops organised for Zydus-Neuro Sciences</b> - Executives of Neuro Science Division - Executives of Sri Lankan Division	3 33 12
10.	<b>Number of Executives of Developing Countries trained through International Management Education Programmes (MEPs)</b>	107

PERFORMANCE IMPROVEMENT OF ED ORGANISATIONS & ED PROGS.		
Sr. No	Activities under this thrust area	Achievements till March 31, 2006
1.	<b>National Trainers' Course</b> - Trainers developed	22 384
2.	<b>Functional Trainers' Programmes on Entrepreneur Selection, Motivation, Counselling and Competencies</b> - Professionals trained Business Opportunity Identification & Guidance - Professionals trained Project Report Preparation - Professionals trained	4 50 4 80 4 67
3.	<b>Capacity Building of Organisations : Trainers Trained</b> - Central Silk Board - Khadi & Village Industries Commission - Kerala Horticulture Dev. Programme (KHDP), Cochin - Rural Dev. & Self Employment Training Institute (RUDSETI) - 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 19
4.	<b>Number of 'Agripreneurs' trained through Training Programme on Agri-Clinics &amp; Agri-business Centres</b>	70



## ACHIEVEMENTS UNDER STRATEGIC THRUST AREA

STRATEGIC INTERNATIONAL PROGRAMMES		
Sr. No	Activities under this thrust area	Achievements till March 31, 2006
1.	<b>Programmes for Training Entrepreneur Trainer-Motivators (ETMs) for Developing Countries</b> - Total number of trainers trained	19 319
1.	<b>Number of Polytechnic Teachers trained as Resource Persons for Commonwealth Association of Polytechnics in Africa (CAPA)</b>	18
3.	<b>Number of programmes on Industrial Project Preparation &amp; Appraisal for Developing Countries</b> - Number of appraisal officers trained	17 319
4.	<b>Number of Inter-Regional Workshops on Entrepreneurship for Policy-makers of African/ Asian/ Francophone and CHOGRM member countries</b> - Countries participated	4 35
5.	<b>UNIDO Project on Women Entrepreneurship</b> - Number of women entrepreneurs trained - Number of women entrepreneur trainer-motivators trained - Number of financial/ appraisal officers dealing with projects of women entrepreneurs trained	21 25 22
6.	<b>Technical Training provided to Women Entrepreneurs of Developing Countries</b> - Number of women entrepreneurs from Sri Lanka - Number of women entrepreneurs from Nepal	20 19
7.	<b>International Training Programmes on Micro Enterprise &amp; Micro Finance Management</b> - Number of NGO professionals from developing countries trained	9 140
8.	<b>Achievements under UNIDO &amp; GoI sponsored Inter-Regional Centre (IRC)</b> * Training Programmes on Industrial Project Preparation & Appraisal - Number of Appraisal Officers trained <b>In Bahrain for Arab Region :</b> - Number of Professionals trained under Training of Trainers for New Enterprise Creation - Number of Potential Entrepreneurs trained for New Enterprise Creation - Number of Business Counsellors groomed for Growth of SMEs <b>Activities in African Region :</b> - Number of Support System Officials attended the Preparatory Workshop on Interventions to Facilitate Investment Promotion organised in Mozambique - Number of participants in the Seminar on Project Identification, Formulation and Screening conducted in Mozambique	7 119 27 20 12 27 23

- Number of professionals trained under Industrial Project Preparation & Appraisal organised in Mozambique	15
- Number of Business Counsellors groomed in Mozambique for growth of SMEs	23
- Number of Mozambican Entrepreneurs benefitted from Enterprise Upgradation Programme	14
- Number of Trainers trained in Industrial Management Organised in Tanzania	15

ENTREPRENEURSHIP ENVIRONMENT AND SUPPORT SYSTEM		
Sr. No	Activities under this thrust area	Achievements till March 31, 2006
1.	<b>Entrepreneurs' Meet</b>	11
2.	<b>Number of ED Orientation Programmes for Officers of DICs/ Banks/ Financial Institutions</b> - Number of officers sensitised	26 568
3.	<b>Number of Extension Motivation Programmes for Support System Officials</b> - Officers trained	12 240
4.	<b>Number of FBEL Programmes for Credit/ Appraisal Officers of Banks/ Financial Institutions</b> - Officers trained on the interview technique	19 342
5.	<b>Business Counsellors Programme for Small Industry Development Officers (SIDOs)</b> - Number of officers trained	48
6.	<b>Intrapreneurship Programme for Govt. Officials of Jammu &amp; Kashmir</b> - Officials trained	26
7.	<b>NGO-Banker Interface</b> - Number of NGO-CEOs participated - Number of Bankers participated	20 290 276
8.	<b>Workshops on Women Entrepreneurship Gender &amp; Entrepreneurship Dev. Under GTP of GoI</b> - Number of resource persons trained (5 states) - Number of workshops organised in 2 states (U.P. & M.P.)	22 4
9.	<b>Training Programme for developing Cluster Development Agents (CDAs)</b> - Number of support system officials trained as Cluster Development Agents (CDAs)	6 154
10.	<b>Training Seminar for Executives of Industry Associations</b> - Number of Executives Sensitised	2 33



Seen in the picture is the Hon'ble Minister addressing the distinguished audience.

**U**nder the sponsorship of National Entrepreneurship Development Board, Ministry of S S I and A R I, Government of India, EDI organised a 'National Workshop on the Role of Small Industry Associations in the Changing Policy Environment', on 24<sup>th</sup> June 2005 at IIC, New Delhi.

The workshop was inaugurated by Shri Mahabir Prasad, Hon'ble Minister of Small Scale Industries and Agro and Rural Industries, Gol.

Seen during the lighting of the ceremonial lamp to mark the inauguration of the workshop is the Hon'ble Minister, Shri Mahabir Prasad; Ms. Stuti Kacker, Jt. Secretary, Ministry of SSI and ARI, Govt. of India and Dr. Dinesh Awasthi, Director EDI.

**U**nder the aegis of 'Bharti Centre for Entrepreneurial Initiatives', the sponsored by Bharti Foundation and instituted EDI, a lecture was organised on 'India in the 21<sup>st</sup> Century' on November 29, 2005. Shri M. Damodaran, Chairman, Security and Exchange Board of India (SEBI) was the distinguished speaker. The function was presided over by Prof. Bakul Dholakia, Director, IIM-A.

Seen during the lecture is Shri M. Damodaran with (R-L) Dr. Sunil Shukla, Professor, EDI; Prof. Bakul Dholakia, Director, IIM-A; Dr. Dinesh Awasthi, Director, EDI and Mr. Bipin Shah, Senior Faculty, EDI.



Mr. Raveen Bhatnagar, Chief Executive Officer, Bharti Group, felicitating Mr. Damodaran.



Mr. Damodaran addressing the house.



**A** National Seminar on 'Approaches to Entrepreneurship Education' was organized by the Institute under the sponsorship support of National Entrepreneurship Development Board, Ministry of SSI, Govt. of India with the objective of promoting Entrepreneurship as a preferred career option amongst youth. Seen deliberating during the seminar are (R-L) Dr. Dinesh Awasthi, Director, EDI; Mr. Anupam Dasgupta, Secretary, Ministry of SSI and ARI, Govt. of India and Mr. Arun Nigavekar, Chairman, UGC.

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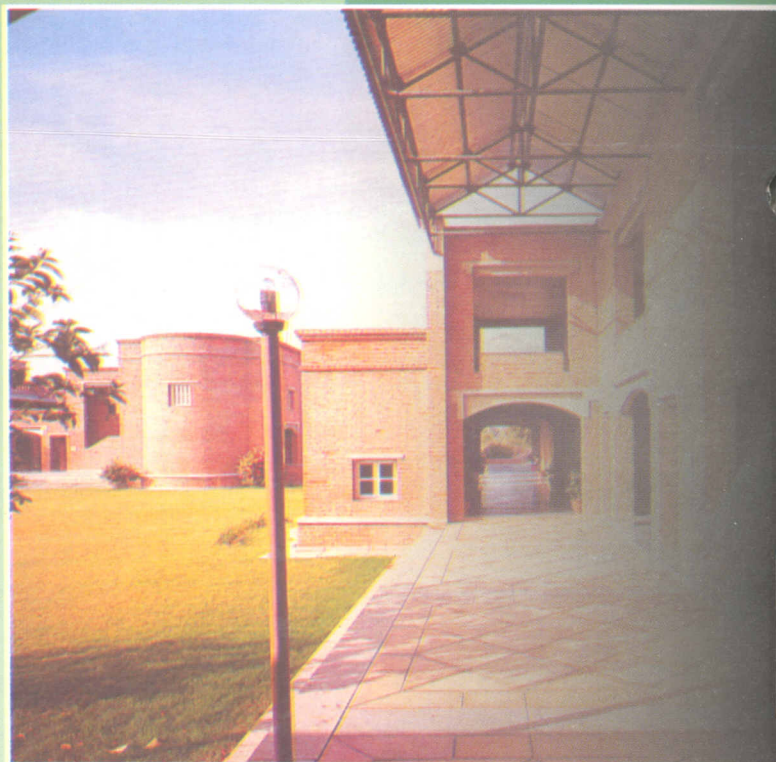
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