

# EDI PROGRAMME PACKAGE

2000-2001



**ENTREPRENEURSHIP DEVELOPMENT  
INSTITUTE OF INDIA**

Entrepreneurship in Education



Micro Enterprise and  
Micro Finance Development



Performance and Growth of  
Existing Entrepreneurs



Performance Improvement of ED  
Organisations & ED Programmes



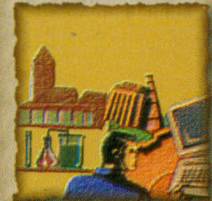
Entrepreneurship Environment  
and Support System



Strategic International  
Programmes



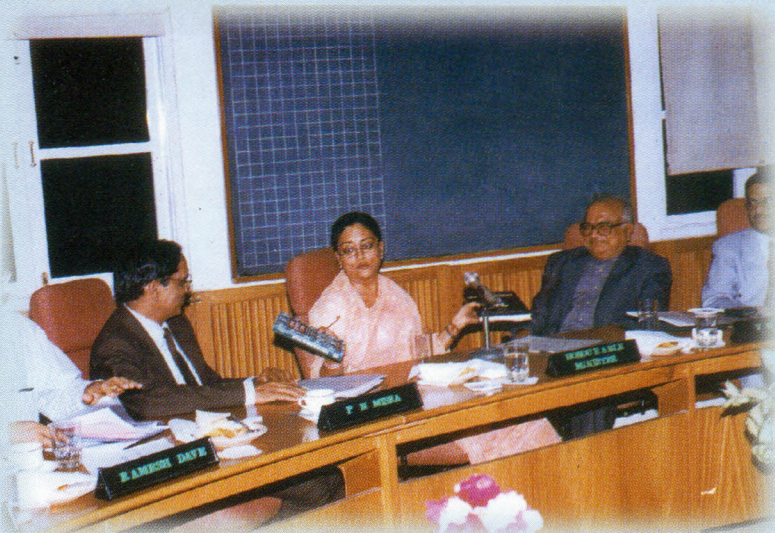
Innovation Centre





Shri Yashwant Sinha, Hon'ble Union Finance Minister and Chief Guest of the first Convocation of the institute's one-year Post Graduate Diploma in Business Entrepreneurship & Management (PGDBEM), delivering the convocation address.

Ms. Vasundhara Raje, Hon'ble Minister of State for Small Scale Industries, Agro & Rural Industries, Govt. of India, seen with latest EDI publications viz. 'Handbook for New Entrepreneurs' and 'How to do Business in India' presented to her during her visit to EDI on 4 February, 2000. The institute, on behalf of the Federation of Entrepreneurship Development Institutions submitted a 'Memorandum' reflecting its views to the Government on strategies to promote entrepreneurship at national level.



His Excellency the Governor of Gujarat, Shri Sunder Singh Bhandari delivering the inaugural speech while inaugurating the Entrepreneurship Development Course for Defence Personnel launched by EDI on 29th March 2000 in association with Directorate of Sainik Welfare & Resettlement, Gujarat state. The course was sponsored by Directorate General of Resettlement, Ministry of Defence, Gol.



# The EDI and its mission

## THE INSTITUTE

The Entrepreneurship Development Institute of India (EDI), an autonomous body and not-for-profit institution, set up in 1983, is sponsored by apex financial institutions, the Industrial Development Bank of India (IDBI), the Industrial Finance Corporation of India (IFCI), the Industrial Credit and Investment Corporation of India (ICICI) and the 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 today is an acknowledged national resource institution committed to entrepreneurship education, training and research; striving to provide innovative training techniques, competent faculty support, teaching and training material, besides sharing benefits of inhouse research as well as experience in relevant spheres.

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.

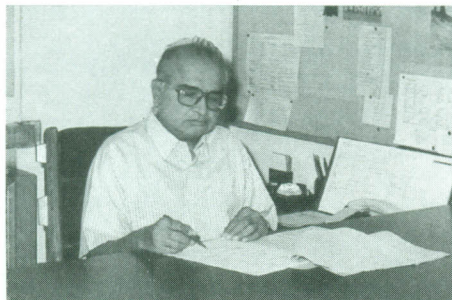
Realising that such a gigantic task can only be accomplished with a collaborative effort, EDI has established linkages with a nationwide network of organisations and institutions committed to entrepreneurship development. Even though much has been realised, far more remains to be done and EDI continues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

## A MATTER OF PRIDE

EDI is

- ◆ **An Inter-Regional Centre for Entrepreneurship and Investment Training**  
Sponsored by  
United Nations Industrial Development Organisation (UNIDO) & Govt. of India
- ◆ **A National Facility for Science & Technology Based Entrepreneurial Innovations**  
Sponsored by  
National Science & Technology Entrepreneurship Development Board (NSTEDB), DST, Govt. of India
- ◆ **A Member of the Economic & Social Commission for Asia and the Pacific (ESCAP)**  
Network of 'Centres of Excellence for HRD Research and Training'
- ◆ The winner of the prestigious 'Aga Khan Award for Architecture' for its campus for the year 1992.

## A glimpse into the achievements of EDI during 1999-2000



*It is EDI's singular determination and global perception that has helped it master the changing contours of the business world and chalk out strategies for firms to identify and develop core competencies and strategic advantages. EDI's well-formulated and designed programmes are aimed at not just substantially benefiting established entrepreneurs but also potential entrepreneurs, students, government officers, bankers, trainers, rural poor, technocrats, consultants and women. Each year adds a new chapter of accomplishments in the history of EDI. The year 1999-2000 also witnessed a few landmark events. We are sure that the year ahead will also help us translate many a dream into reality and further strengthen the base for economic growth.*

V.G. Patel  
Vice-President & Director - EDI

The institute very proudly held the first convocation of its **Post-Graduate Diploma in Business Entrepreneurship and Management** on 27<sup>th</sup> July 1999. The occasion became yet more memorable with the presence of the chief guest Hon'ble Union Finance Minister Shri Yashwant Sinha. 54 young boys & girls were awarded Diploma in Business Entrepreneurship and Management. In the history of entrepreneurship movement in the country, the initiation and completion of the first ever post graduate education programme in entrepreneurship, very distinct from management education & conventional specialisations in functional management, is indeed a landmark.

The institute has also made its presence felt on the international front. The setting up of an **Inter-Regional Centre (IRC) for Entrepreneurship and Investment Training** has contributed a lot to the process of investment promotion and entrepreneurship development. Working on the path of its mission of developing and strengthening indigenous capacities of 46 selected countries in Asia, Africa & Arab regions, the IRC has benefited over 280 professionals from 25 countries. Focal Point Institutions (FPIs) have been identified in Kazakhstan, Bahrain and Botswana with a view to benefit a group of countries in a given region. Under the banner of IRC, some impact-making programmes have been conducted in the recent past. Sector-specific international training programmes titled 'Industrial Project Preparation & Appraisal' have especially received good feedback and provided a holistic approach to project appraisal, covering market analysis, technical analysis, financial analysis and environmental impact analysis.

The launching of the prestigious **ENTRIXIE Project** (Entrepreneurship Training & Information Exchange for Small Business in India & Europe) is a credit not just for EDI but also for the country. ENTRIXIE will encourage trade cooperation between the European countries and India. EDI is one of the partners in the project; others being - Training 2000, UK; BfZ, Essen, Germany; and Bfl, Linz, Austria. The project was launched in India on January 8, 2000. Hon'ble Industry Minister, Govt. of Gujarat, Shri Sureshchandra Mehta, was the chief guest for this occasion that promised success to all those 500 entrepreneurs who have come forward to explore the project. This project will serve as a focal point for information mobilisation and dissemination on

enterprise-to-enterprise investment opportunities. To begin with, SME entrepreneurs of Gujarat and Karnataka will be targeted at.

EDI has been organising **National Convention of Entrepreneur Trainer-Motivators (ETMs)** with a view to listing the problems related to conducting EDPs and providing a platform for interaction among field trainers and ED professionals so that they share their rich and varied experiences, thus reaching result-oriented decisions. In the year 1999-2000 the National Convention of ETMs was organised on 27<sup>th</sup> November 1999. The convention helped the participating ETMs, teachers and chief executives of ED organisations deliberate on the efficacy of current practices adopted and evolve a long term plan for growth and success of ED related activities on a sustainable basis.

The EDI instituted **National Awards for Entrepreneur Trainer-Motivators** is a great step towards recognising the contribution of ETMs in giving an impetus to entrepreneurship development movement in the country and to the creation of entrepreneurs. This year, the awards went to Mr. Sunil Chandak, Director, Udhogwardhini, Nasik, Maharashtra (First winner) and Mr. Rakesh Kumar Thakur, Programme Co-ordinator, Gandhi Seva Ashram, Mungeli, Madhya Pradesh (Second winner).

17th January 2000, brought in another laurel for EDI as it was adjudged the best entity for **Presentation of Annual Report and Accounts** for the year ended 31<sup>st</sup> March 1999 by the Institute of Chartered Accountants of India, New Delhi.

During the year, under its various thrust areas, EDI organised several impact-making programmes. Development of rural areas has been one of its prime concerns and on this front, its activities encompass a range of skill development programmes to make rural people self-sustaining. The institute has conducted several rural entrepreneurship development (RED) programmes to exploit indigenous opportunities for suitable economic development. These RED programmes have proved to be very useful in terms of generating self-employment and micro-enterprise creation. Further, in order to develop viable and self-sustaining enterprises in rural and urban areas, the institute organised a **Rural Industries Programme (RIP) Convention-cum-Exhibition** at Hazaribag on 19<sup>th</sup> July 1999, which was inaugurated by Hon'ble Union Finance Minister, Shri Yashwant Sinha.

The institute has also been conscious of developing and promoting small & medium enterprises (SMEs) that have the advantage of adaptability and flexibility, vital for maintaining competitive edge in the international market. To equip SMEs with knowledge on international business environment, the institute has been organising a series of region/product specific export workshops. The workshops on '**How to do Business with South Africa and Australia**' were organised to promote business relations between Indian entrepreneurs and these countries. We have received positive feedback from participants as most of them decided to initiate concrete measures for export business. They stated that the workshops gave them clear ideas about the support system and its policies for export promotion.

The Institute, on behalf of the Federation of Entrepreneurship Development Institutions, submitted a **Memorandum** to Ms. Vasundhara Raje, Hon'ble Minister of State for Small Scale Industries, Agro & Rural Industries, Govt. of India. EDI has put forth its views to the government on strategies to promote entrepreneurship at a national level. Against the backdrop that poverty and unemployment are live issues on the political agenda of the country, EDI strongly believes that Entrepreneurship Development Programmes, which create new enterprises through the unique Indian approach of identification, motivation, training and counselling, yield one of the best results in terms of investment, output and employment generation for every rupee spent.

EDI has established this fact by successfully organising a number of training programmes for potential entrepreneurs. Therefore, in the proposal submitted to the Minister, the Institute, amongst others, has recommended to set up an Entrepreneurship Development Fund (EDF) of Rs. 75.00 crore for various Entrepreneurship Development and Capacity Building Programmes. This, EDI believes, will lead to the creation of 72,000 new enterprises and 2,20,000 productive jobs.

Further, it is worth mentioning that necessary training inputs in this direction could be sought from a regional network of national entrepreneurship institutions, which already exists. This comprises : EDI - Ahmedabad, NISIET - Hyderabad, NIESBUD - New Delhi, IIE - Guwahati and 9 state level institutions i.e. Institutes/Centres of Entrepreneurship Development (IEDs and CEDs).

# Faculty Profile

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

*Chief Faculty*

An economist with extensive experience in evaluation studies and policy research. Responsible for planning and co-ordinating micro enterprise development and micro-finance related activities through NGOs. Currently heading the Rural Entrepreneurship Development Division of the Institute.

**Lourdes P. Baptista**, M.Com., LL.B.

*Associate Senior Faculty*

Specialises in financial management, accounting systems and legal framework of NGOs, with almost two decades of direct involvement in the NGO sector. Currently, besides teaching, looking after the NGO Management stream of PGDBEM and also involved in the area of Micro Finance Development.

**Arupjyoti Rai Baruah**, B.E. (Mech), PGDRM (IRMA)

*Assistant Faculty*

Four years of experience in Public Sector & Corporate House in the field of Production & Marketing. Currently involved in promotion of Rural Industries through technology and marketing inputs.

**Raman Jaggi**, P.G. Dip (Rural management)

*Associate Senior Faculty*

Involved in institutionalising sustainable development process in grass-root micro-enterprise/finance institutions. Specialises in small enterprise consultancy, business opportunity guidance & cluster-oriented SSI development. In-charge of EDI Northern Region Office in Lucknow.

**KVSM Krishna** Ph.D. (Economics), IIT, KGP

*Associate Sr. Faculty*

An economist involved in teaching Economics, Entrepreneurship and Strategic Planning, Value Systems and Multinational Management. His economic research has spanned a variety of topics including human relations at doctoral level, transactions costs, sectoral policy analysis, irrigation management and tenancy agreements, entrepreneurship and small business, turnaround strategies and quality standards in management education. Currently looking after the PGDBEM course at EDI.

**Prabhat Labh**, PGDFM

Indian Institute of Forest Management, Bhopal

*Assistant Faculty*

Specialises in Forest Management. Extensive work experience in NGO sector, Agriculture Development and Watershed Development Projects. Authored several papers on agriculture development and NGO-Government collaboration. Currently involved in organising micro enterprise development programme and teaching in NGO management stream of PGDBEM. Course leader for the papers "Management of Development Initiatives" and "Social and Rural Marketing".

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

*Assistant Faculty*

Specialises in the areas of Finance and Accounts with 6 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. As Project Director, Entrepreneurship Training and Information Exchange for Small Businesses in India and Europe (ENTRIXIE) Project, involved in partnership promotion between Indian and European Entrepreneurs.

**Rahul J. Mitra**, M.A. (Psychology)

*Assistant Faculty*

Specialises in providing training support to Development Organisations in the area of Micro-Finance and Entrepreneurship Development. Has field level experience in training, research and project management in income generation and health programmes.

**B.P. Murali**, PGDM, Indian Institute of Management, Ahmedabad

*Chief Faculty*

Specialises in enterprise growth, small enterprise development, business plan formulation and sick industry rehabilitation. Involved in designing and conducting programmes for trainers, business counsellors, bankers, investment promotion and existing entrepreneurs in India and abroad. As Project Director, looking after the activities of the Inter-Regional Centre for Entrepreneurship & Investment Training. In-charge of EDI Southern Region Office in Bangalore.

**V. Padmanand**

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

*Faculty*

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)

*Assistant Faculty*

Marketing experience in the corporate sector. Specialises in marketing, involved in devising strategies for marketing of rural products. Associated with research study on most industries in Gujarat & business development services in Calcutta. Presently involved in developing training programmes on strategic marketing & transfer of technology.

**Abhinav Paranjpe**, M.Sc.(Computer Science)

*Associate Faculty*

Seven years experience in networking and communication, software development and training.

**V.G. Patel**, Ph.D. (Economics) Wisconsin  
*Vice-President & Director*

Economist and International figure in the sphere of entrepreneurship, small industry policies and growth management. Has been the Chief Economic Advisor to Gujarat Industrial Development Corporation and Managing Director of Gujarat Industrial & Technical Consultancy Organisation Limited. Has authored several books and reports on entrepreneurship and small industries related subjects.

**C.R. Patnaik**, PGDM  
*Associate Faculty*

Twelve years of experience in conducting Rural Entrepreneurship Development Programmes. Currently involved in imparting behavioural input in REDPs.

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

Has seventeen years of experience in conducting entrepreneurship related training programmes for New Enterprise Creation, Business Counselling and Growth for Existing Entrepreneurs. Specialises in training resource persons (trainers) at national and international level.

**Nabarun Sen Gupta**,  
M.A. (Social Work), BSW (Bachelor of Social Work)  
*Associate Faculty*

8 years of experience in providing conceptual and functional support to NGOs in management of non-profit organisations, developing training modules and conducting training programmes. Involved in field based research on processes involved in Institutional Initiatives and Reforms in Management of Forest. Presented Papers at national and international level.

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

Psychologist specialises in Entrepreneurship Education, Organizational Behaviour, Human Resource Development and Corporate Entrepreneurship. Currently involved in Executive Development Programme for corporate houses. Involved in organizing programmes on personality development, motivation, leadership, personal effectiveness, managerial competencies, and organisation development. Research work on curriculum of entrepreneurship, entry barriers to entrepreneurship and new selection & motivational tools for potential entrepreneurs

**K.K. Shaw**, B.E. (Hons.) Mechanical, PGDBM  
*Faculty*

Specialises in the areas of metallurgy, metal science, heat-treatment, surface engineering, design engineering and failure analysis investigation and corrective action of mechanical components. More than 25 years of experience in transfer of technology from advanced countries to India.

**B. B. Siddiqui**, Ph.D. (Psychology) Gujarat University  
*Senior Visiting Faculty*

Psychologist specialising 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

**Naresh Singh**, M.Phil. (Sociology), Ph.D., Institute of Advanced Studies, Meerut University  
*Faculty*

Specialises in Rural Finance & Rural Development. Receipt of UGC research fellowship. Associated with micro finance sector since almost a decade. Extensive experience of managing developmental projects and working with NGOs and research institutes. Participated in the Advanced Training Programme on Micro Finance jointly organised by Micro Finance System Pvt. Ltd. & Foundation for Development Co-operation in University of Queensland, Brisbane - Australia. Currently involved in NGO capacity building, teaching and micro finance and micro enterprise development.

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

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

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

Has work experience with Agriculture Finance Corporation as an 'Investigator'. At present involved in REDP activities.

**V.S. Sukumaran**, LL.B., PGDHRD, PGDTD, PGDM  
*Associate Faculty*

Currently involved in training potential as well as established entrepreneurs and providing resource support to NGOs.

**Mayank Upadhyay**, ACWA  
*Senior Visiting Faculty*

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

**Kirti Vakil**, B.Com.  
*Faculty*

More than two decades of extensive field experience in promoting the concept of self-employment among youth at the grass-root level. Specialises in Entrepreneurship Development Training. Expertise in Institutionalisation of REDPs through voluntary organisations.



# Entrepreneurship in Education

Entrepreneurship is widely perceived to be the way out of stupefying under-employment and unemployment levels in the domestic economy. Subsidized higher education, oft, to the relative neglect of basic education, has its pros & cons. Most important, being the concomitant phenomenon of highly specialized and qualified professionals languishing in a market epitomized by sustained recession, and low capacity to absorb skilled manpower. The same contributes to the brain drain from the sub continent and significantly increases the levels of public expenditure and 'dole' by the Centre. Re-orientation of graduate curricula with the active support of the Department of Science & Technology, particularly in management and technical schools of learning, is a thrust of the institute. The objective is to make education more application-oriented offering greater potential to assist the future unemployed launch fast-growing and sustainable start-ups that could serve as a salve against unrest in society. This would simultaneously contribute towards development of indigenous R&D. Empirical evidence has also proved that small entrepreneurial start-up firms contribute most towards technological innovation and efficiency in the industrial arena. EDI, while pursuing its mission of introducing entrepreneurship curricula in all institutions of higher learning in the Indian sub-continent, continues initiating expert interventions in the policy formulation plane. The support of the UGC for wide spread dissemination of EDI learnings, and the unique one-year 'Post-Graduate Diploma in Business Entrepreneurship & Management' could both help in promoting EDI's vision in this thrust area. The 'Academy of Achievers' being developed by EDI is expected to serve as a demonstrative frame of reference for the Indian tycoons of the millennium.

The EDPs conducted by the institute offer unique exposure to academicians from across the country to develop entrepreneurial vision amongst the student community. The national summer camps for children and youth are being progressively regionalised. The institution has also developed several video films and serials related to entrepreneurship, which have been telecast over the national television network. Several research studies including one on 'Entry Barriers to Entrepreneurship', are being pursued by EDI experts. EDI's biennial seminar on 'Current Trends in Entrepreneurship Research' serves as a fora for the national diaspora of experts in the field to come together and explore necessary interventions on the research, training and counselling front.

## Achievements in this thrust area

■ <b>Post Graduate Diploma in Business Entrepreneurship and Management (PGDBEM)</b> (Launched in August 1998)	
Number of Students enrolled	126
■ <b>Number of Faculty Development Programmes (FDPs) in Entrepreneurship</b>	<b>30</b>
Number of Teachers trained	580
■ <b>Number of National Summer Camps on Entrepreneurial Adventure for Youth (17-22 years)</b>	<b>8</b>
Students participated	273
■ <b>Number of Summer Camps for School Children (12-16 years)</b>	<b>8</b>
Students participated	277
■ <b>National Seminar on Current Researches in Entrepreneurship</b>	<b>3</b>
Delegates participated	90
■ <b>National Workshop on Entrepreneurship Education in Vocational Schools &amp; Technical Institutions</b>	
Delegates participated	37
■ <b>National Workshop on Approaches to Entrepreneurship Education</b>	
Delegates participated	17
■ <b>Number of 1-day Orientation Programmes on Entrepreneurship Organised For Gujarat Schools</b>	<b>90</b>
Students participated	3900



# Entrepreneurship in Education

2000-2001

Sr.No.	Activity	Location	Duration/Period	Target Group	Objectives & Outcome
<b>1.1 Education Programmes</b>					
1.1.1	Post Graduate Diploma in Business Entrepreneurship & Management (PGDBEM)	EDI Campus	1 year Aug. 2000- July 2001	Graduates/Family Business Successors/ Employees	To stabilize this pioneering long-term course with thrust on New Enterprise Creation and Family Business Management specialisation. Target : 60 students.
1.1.2	Post Graduate Diploma in Management of NGO (PGDMN) First batch	EDI Campus	1 year Aug. 2000 - July 2001	NGO Nominees/ Graduates	This year, a separate PG Diploma batch for NGO stream is planned to give more focussed attention to the NGO needs. Target : 30 students
<b>1.2 Awareness/Sensitization Workshops and Seminars</b>					
1.2.1	National Seminar on Approaches to Entrepreneurship Education	New Delhi	1 day Dec. 2000	Educationists, Policy-makers & Officials/Administrators of Higher Education	Sensitisation of key officials to the need for incorporating entrepreneurship in regular curricula of universities & colleges. Efforts will be made to seek support of UGC and DST in the workshop. Findings of research study (1.5.3) will be shared.
1.2.2	Workshop on Entrepreneurship Education in Schools (Nos. 3)	EDI Campus, Lucknow & Bangalore	1 day each To be decided	Educationists, Policy-makers & Officials/Administrators of School Education	To create awareness among educationists for introducing entrepreneurship at school level. A status paper on the subject (1.5.2) to be shared with the delegates. Target : 60 delegates in 3 workshops.
1.2.3	Visits of School Children to the Institute	EDI Campus	1 day each Throughout the year	Students of 10th/12th grades of vocational stream	To provide students an exposure to the 'charms of being an entrepreneur' and thus, motivate them to become self-employed. Target: 500 students from 10 schools of Gujarat.
<b>1.3 Capacity Building Programmes</b>					
1.3.1	Faculty Development Programme (3 Nos.)	EDI Campus, Bangalore & Lucknow	2 weeks each To be decided	Teachers of Universities, Engg. Colleges, Business Schools, etc.	To develop professional skills of teachers of higher education to conduct entrepreneurship courses effectively. Target : 50 teachers in 3 programmes.
1.3.2	Teachers' Training Programme (TTP) for Gujarat ITIs	EDI Campus	2 weeks To be decided	Teachers of ITIs	TTP will be organised to develop capabilities of teachers so that they can prepare their students for self-employment.
<b>1.4 Sensitisation of Youth &amp; Children : 'Catch Them Young'</b>					
1.4.1	Ninth National Summer Camp on Entrepreneurial Adventure for College Going Youth	EDI Campus	2 weeks May 09-19, 2000	HSC & College Students	To motivate youth to identify an innovative and challenging career option and plan it entrepreneurially. Target : 30 college students.
1.4.2	Summer Camp on Entrepreneurial Stimulation for School Children (2 Nos.)	EDI Campus Uttar Pradesh	1 week each May 01-06, 2000 June 2000	Students in the age group of 12-16 yr. (7th - 10th std.)	To inculcate a spirit of achievement among children at an early age. Productive use of summer vacation. Target : 50 children in 2 camps.
<b>1.5 Research &amp; Dissemination</b>					
1.5.1	Fourth National Seminar on 'Current Trends in Entrepreneurship Research'.	EDI Campus	3 days Nov. 08-10, 2000	Academicians, Policy-makers	To provide a platform to researchers, academicians and policy makers to share research findings and update their knowledge with the latest trends in Entrepreneurship Development.
1.5.2	Status Paper on Entrepreneurship Education	Gujarat, Karnataka Uttar Pradesh	6 months April-Sept. 2000	Educationists, Policy-makers & Officials/ Administrators of School Education	To review current status of entrepreneurship education at school level. Three states to be covered. Report will be shared in respective workshops at school level ( see 1.2.2 above).
1.5.3	Study on 'Entry Barriers to Entrepreneurship'	EDI Campus	6 months June-Nov. 2000	College Students and Employees	A 4-state study to identify facilitating and hindering factors for educated youth and employees in taking up entrepreneurship as a career option.
<b>1.6 Others</b>					
1.6.1	T.V. Serial on Entrepreneurship	-	-	National Audience	A unique opportunity to create entrepreneurship awareness at mass level. Ten episodes will cover different themes of entrepreneurship in an interesting manner.
1.6.2	Academy of Achievers	EDI Campus	1 year Throughout the year	Programme Participants	A compendium of cases, success stories, video films and bibliographic references on achievers from all walks of life. Has a potential for becoming a key resource centre for information on achievers.



# Micro Enterprise and Micro Finance Development

Micro Enterprise Development and Micro Credit Delivery Mechanism are buzzwords of the coming decade. With contemporary financial institutions and bankers progressively shying away from 'priority' sector lending, the development of orientation towards micro enterprise and micro credit delivery systems remain a vital imperative. One option is to develop commitment & competence within the support system as to efficiently evaluate and manage the micro-lending schemes, and the other is to develop self-help groups and other mechanisms by which potential and existing micro enterprises could help themselves. Both options, however, require focused initiatives by policy implementors. EDI experts with international exposure towards micro enterprise development and micro-credit delivery modalities are progressively playing a significant role in establishing such concepts throughout India, neighbours in South Asia, the Middle-East and East Africa under the aegis of the UNIDO, progressive ministries and developmental bankers in the respective regions. Rural Marketing and NGO-Banker Interfacing are regular fare of the EDI's capacity building interventions. Research initiatives and documentation of EDI's success stories in this field will progressively encourage other countries to make use of EDI expertise.

EDI's partnership with NGOs throughout this sub-continent has ensured that the remotest corners of the country are benefiting from the EDI-EDP model on micro enterprise development. EDI is also developing rural business counsellors as to hasten the movement towards the creation of sustainable micro enterprises. In a country where 90 per cent of small units are essentially tiny in scale of operations, the significance of the missionary-like pursuits of the team working in this thrust area is tremendous. EDI's plan to launch a specialised one-year Post-Graduate Programme on Management of Non-Government Organization (PGDMN) can also serve to develop facilitators who may support EDI's vision in this front. Specialized management related programmes such as ones in the area of rural marketing, are also being conducted on a continuous basis.

The bankers' awards offered by EDI serves as a moral booster to bankers concerned with micro enterprise development. The SIDBI and NABARD sponsored REDPs and rural industry projects promote and support micro enterprises and NGOs. Cluster based EDPs focusing on technology upgradation and provision of marketing support has been developing hundreds of micro-enterprises in the country every year. The National Meets of Rural Entrepreneur Trainer-Motivators, rural entrepreneurship development strategy workshops and the micro finance and micro credit delivery system programmes serve as pace-setters in the RED movement.

## Achievements in this thrust area

■ <b>Number of REDPs conducted</b>	<b>495</b>
Number of Rural Poor trained	11390
Number of Rural Enterprises set up	4788
■ <b>Number of Trainers' Training Programmes organised</b>	<b>19</b>
Number of Rural Trainers trained	475
■ <b>Number of National/Regional Workshops organised on RED Strategy for NGOs</b>	<b>15</b>
Number of NGO officials sensitised	455
■ <b>Activities on Informal Micro Credit Delivery System (IMCDS) :</b>	
* Trainers' Training Programmes organised	5
NGO Trainers trained	134
* Number of Workshops for CEOs of NGOs on IMCDS	7
* Number of CEOs attended the workshops	182
* Number of NGO officials re-trained on IMCDS Refresher Course	60
■ <b>Number of Capacity Building Programmes for NGOs on Sustainability</b>	<b>3</b>
NGO Trainers trained	48
■ <b>Number of Policy Sensitisation Workshops organised for Sustainability of NGOs</b>	<b>5</b>
Number of Officials sensitised	275
■ <b>Support to Rural Industries Programme (RIP) Project of SIDBI :</b>	
* Number of Technology Demonstrations organised	21
* Number of SSIs/Artisans/Potential Entrepreneurs benefitted	1050
* Convention-cum-Exhibition for RIP Industries at Hazaribaug	
■ <b>International Delegations on Micro Enterprise Development :</b>	
* Sri Lankan Delegates	66
* From Nepal	60
* From Bangladesh	10

# Micro Enterprise & Micro Finance Development

2000-2001

Sr.No.	Activity	Location	Duration/Period	Target Group	Objectives & Outcome
<b>2.1 Rural and Micro-Enterprise Related Programmes</b>					
2.1.1 2.1.2	SIDBI sponsored REDPs (50) NABARD sponsored REDPs (25)	Regional	1 year Throughout the year	Rural Poor/Youth	Promotion of Micro Enterprises in rural areas through NGOs/VOs. Target: 2100 Rural Poor Youth to be trained.
2.1.3	Rural Industries Project (RIP) Support to SIDBI	Regional	1 year Throughout the year	NGOs and Rural Youth	To extend support in the areas of marketing and technology to SIDBI-assisted NGOs in the RIP states of U.P., Bihar, Orissa, West Bengal and M.P.
2.1.4	Establishment of Science & Technology Entrepreneurship Development Scheme (STED)	Moradabad, U.P.	4-year Project Throughout the year	Artisans/Entrepreneurs	A long-term project to ensure setting up of at least 50 enterprises in a year based on S&T inputs in Moradabad District, U.P.
<b>2.2 Capacity Building Programmes for Micro Enterprise Development</b>					
2.2.1	Trainers' Training Programmes (2 Nos.)	Regional	2 weeks each To be decided	NGO Functionaries	To train a group of 50 NGO workers to facilitate rural youth in launching their own micro enterprises.
2.2.2	International Programme on Micro Enterprise Development and Micro Credit Management	EDI Campus	4 weeks Sept 25- Oct 20, 2000	NGO Functionaries	Capacity building of NGOs of developing countries to initiate micro enterprise development related activities in a sustainable way. Target :15 Professionals.
2.2.3	Independent Business Development Service Providers/ Consultants to Rural Enterprise Development	EDI Campus	12 weeks To be decided	Fresh Graduates/ NGO Nominees/ Operating Consultants	To develop a cadre of grassroot-level consultants who could provide business development services to micro-enterprises and also extend professional support to NGOs. Target : 25 Professionals.
<b>2.3 Programmes for Strengthening Micro Finance Institutions</b>					
2.3.1	Training Programme on Micro Credit (2 Nos.)	Regional	1 week each To be decided	NGO Functionaries	Capacity building of NGOs for implementing micro credit delivery system in rural areas. Target : 50 NGOs/MFI Professionals.
2.3.2	Training Programme on Micro Finance (2 Nos.)	Regional	1 week each To be decided	CDPOs and Supervisors of ICDS Project	To build capacities of ICDS officials in the area of micro finance under Indira Mahila Yojana Project. Target: 40 ICDS Officials.
<b>2.4 Professionalisation of NGOs</b>					
2.4.1	Training Programme on Financial Management of NGO (2 nos.)	EDI Campus 7-12	1 week each Aug 06-11, 2000 Jan 08-13, 2001	NGO Functionaries	To strengthen NGO personnel to manage finance and accounts of their NGOs professionally. Target : 50 Professionals.
2.4.2	Training Programme on Rural Marketing	EDI Campus	1 week Jan 15-20, 2001	NGO Functionaries	To develop a cadre of 20 NGO professionals with improved strength in marketing rural products.
<b>2.5 Sensitisation of Environment and Support System</b>					
2.5.1	NGO-Banker Interface (2 Nos.)	Regional	3-day each To be decided	NGOs and Bankers	To sensitise bankers to the financial needs of REDP trainees and help NGOs establish linkages with banks. Target : 30 Bank Officials and 20 NGOs.
2.5.2	Workshop on RED Strategy for Policy-makers at National Level	New Delhi	1-day To be decided	Policy-makers and Donors	To acquaint policy makers with EDI-REDP strategy and get it integrated in the national development thrust. Target : 30 Policy-makers, Planners and Decision-makers.
2.5.3	Workshop of NGOs on RED Strategy (2 Nos.)	Regional	3 days each To be decided	CEOs of NGOs	To sensitise NGOs on RED strategy and motivate them to undertake RED activities in their respective areas for the benefit of rural poor. Target : 50 CEOs.
<b>2.6 Institutionalisation of Micro Enterprise and Micro Finance Development Initiatives</b>					
2.6.1	National Meet of RED Trainer- Motivators (RETMs)	EDI Campus	3-days Sept 11-13, 2000	NGO Trainers	To provide a platform to RETMs for-interactions and experience sharing. Target : 50 RETMs all over the country.
2.6.2	Best Rural Entrepreneur Trainer- Motivators' Awards and Best Bankers' Awards	EDI Campus	1-day Sept 11,2000	NGO Trainers and Bankers	To recognize the contributions of RETMs and Bankers in rural entrepreneurship development. Target: 3 Best RETMs at national level and 5 Best Bankers at regional level.
<b>2.7 Research</b>					
2.7.1	Impact Assessment of EDI-REDP Activities	National	6 months May- Oct, 2000	Donors/ Policy-makers	To project the importance of EDI-RED strategy and its impact at national level. Target: Study of RED implementing NGOs /Trained Entrepreneurs/Trainer-Motivators all over the country.



# Performance and Growth of Existing Entrepreneurs

The dynamics of global integration in the economic, financial flows and industrial front merits serious consideration. Economies with leanings towards manufacture and near-primary commodity export, to sustain necessary imports, require structural reorientation. Similarly, the collapse of the 'Far-East Asian Tigers' has indicated both the frailty and the threats to economic systems progressing towards free marketisation. Hence, the survival and efficient growth of enterprises need be targetted in tandem with interventions related to favourably orienting institutions, policy and systems of monitoring and regulation.

EDI expertise on the research, consultancy and training front is synergistically pursuing interventions as to favourably target the issues in enterprise survival and growth. Recent policy pronouncements have laid emphasis on cluster based developmental initiatives. As a matter of fact, the very survival of several clusters in India is in itself a question. East-Asia is competing on costs in sectors including textiles, sea-food, and leather, for example. The nation needs to imbibe best manufacturing practices from these 'Easterners'. They have taken sub-contracting, out-sourcing job-working, and reducing fixed labour overheads to stellar heights. Efficiency in all functional areas of management is ensured. Also, policy and structures in countries in the region have ensured that export-based manufacturing industries operate through a handful of large trading houses, merchant exporters and consortias. This has lent them tremendous bargaining leverage and capability to withstand market and raw-material related risks. EDI has hence been focusing on both efficient management training at the cluster and sectoral level, and on re-orienting policy and structures from the macro-angle in pareil.

In the light of the above, EDI projects and programmes in this thrust area is progressively focusing on holistic and sustained initiatives at the cluster level through 'Growth Programmes'. We may still beat the East and South-East Asians in their own game!

EDI has also been conducting in-company programmes on developing intrapreneurial managers and support professionals capable of employing Information Technology in SMEs. The Succession Planning for Entrepreneurial Continuity (SPEC) programme of EDI is widely acclaimed as a rigorous grinding phase that all successors of family business must undergo such training prior to taking over reins. EDI's learnings over intense counselling sessions with entrepreneurs have lent it unique competence in offering ideal policy interventions for growth of the industrial economy, the WTO and 'globalisation' notwithstanding.

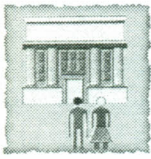
## Achievements in this thrust area

■ <b>Succession Planning for Entrepreneurial Continuity (SPEC) :</b>		
Number of programmes conducted		11
Number of Successors groomed		212
■ <b>Performance Improvement Programmes (PIPs) for Existing Entrepreneurs (9 programmes exclusively for women)</b>		39
* Entrepreneurs trained		976
■ <b>Small Industry Management Assistant Programmes (SIMAPs)</b>		37
* Young graduates developed		868
■ <b>Growth-cum-Counsellors Programmes</b>		15
General Growth Programmes	9	
Growth Programme exclusively for Women Entrepreneurs	1	
Export-oriented Growth Programmes	4	
Cluster-based Growth Programme	1	
* Total number of Entrepreneurs geared up		325
* Total number of Business Counsellors developed		298
■ <b>Region/Product-specific Export Workshops</b>		5
* <i>Business with CIS countries</i>		
Number of potential exporters developed		23
* <i>Business with South Africa</i>		
Number of potential exporters developed		55
* <i>Software Exports</i>		
Number of potential exporters developed		37
* <i>Business with Australia</i>		
Number of potential exporters developed		13
■ <b>Functional Programmes on Strategic Management</b>		3
* Entrepreneurs trained		32
■ <b>Intrapreneurship Programmes</b>		4
* Managers/Executives of SMEs trained		77
■ <b>Corporate Executive Programmes for Zydus-Cadila Group of Companies</b>		
Number of Area Business Managers (ABMs) trained in 9 basic programmes		211
Number of ABMs trained in 7 Theme-specific Programmes		150
Number of Regional Business Managers (RBMs) trained		32

# Performance & Growth of Existing Entrepreneurs

2000-2001

Sr.No.	Activity	Location	Duration/Period	Target Group	Objectives & Outcome
<b>3.1 Family Business :</b>					
3.1.1	12th National Programme on Succession Planning for Entrepreneurial Continuity (SPEC)	EDI Campus	2 weeks June 15-26, 2001 JAM	Sons/Daughters and Wards of Existing Entrepreneurs	To prepare successors to join family businesses with a view to ensuring smooth transition management. Target : 20 Wards
3.1.2	Regional SPEC Programme in collaboration with local agency/ association	Regional	2 weeks To be decided	Sons/Daughters and Wards of Existing Entrepreneurs	An initiative to take this core activity to regional level. Target : Around 20 second generation entrepreneurs.
<b>3.2 SME Growth :</b>					
3.2.1	Growth-cum-Counsellors' Programmes for (i) Technological Upgradation & Modernisation (ii) Export Promotion (2 Nos.)	Regional/ EDI Campus	3 Phases stretched over 4 months To be decided	Existing Entrepreneurs/ Trainers & Professionals	To facilitate planned growth among established entrepreneurs through focus on project management techniques and export counselling. Target: 40 SMEs to be strengthened for growth; 40 counsellors to be developed to effectively carry out small business counselling services beyond EDI's direct intervention.
3.2.2	Strategic Management Workshop for SMEs	Ahmedabad	3 days To be decided	Entrepreneurs	Efficient orientation towards specialised functional management areas (HRD, Marketing, Finance, Production) in the changed economic scenario. Target : 20 Entrepreneurs.
3.2.3	Opportunity Guidance Workshop for SMEs	Ahmedabad	3 days To be decided	Entrepreneurs	To facilitate sustainable diversification for further growth of SMEs. Target : 20 Entrepreneurs.
3.2.4	Workshop for SMEs to Develop Professionals on Internet Applications for Business (2 Nos.)	Regional	3 days each To be decided	Trainers/Consultants/ Counsellors	To develop a group of resource persons and SME owner-managers as to ensure systems efficacy in SME management. Target : 40 Professionals.
<b>3.3 Corporate Entrepreneurship :</b>					
3.3.1	In-Company Executive Development Programme (2 Nos.)	EDI Campus/ Regional	1 week To be decided	Corporate Executives	To develop soft skill competencies of corporate executives to help them act as 'profit centres' for strategic business units. Target : 50 Executives.
<b>3.4 Study:</b>					
3.4.1	Exploratory Study on Usage and Implementation of Supply Chain Management in the SME Sector	Regional	3 months To be decided	Existing Entrepreneurs	To facilitate synergy between various agents involved in the supply chain so as to establish best manufacturing and operational practices at the enterprise and cluster level.



# Performance Improvement of ED Organisations and ED Programmes

EDI has formally assumed responsibility for guiding all Entrepreneurship Development activities in India. A Federation of Entrepreneurship Development Institutions (FEDI) has been formally established under the Chairmanship of Dr.V.G. Patel, who has fathered the entrepreneurship movement in India and internationalized the same for the benefit of other developing countries. The Federation is also working towards creation of a sizeable ED fund as to channelise all significant ED related activities. Enlightened policy makers in the centre are keen on formalising the schemes developed by the Federation. The development policy as visualised by EDI does not merely seek enhanced level of subsidy for related activities but lays stress on creating an enabling environment for Entrepreneurship at the grass-roots. The multiplier effects on industry and economic growth will be tremendous, while the institution has ensured the establishment of state-level Entrepreneurship Development Bodies in the country, its institution building initiatives is continuously being sought by several states.

For effective organisational development and for ensuring tangible impact of institutional activities EDI regularly organises Capacity Building Programmes for Trainer-Motivators. EDI's 'Best ETM Awards' has offered a fillip to the best and most dynamic of trainer-motivators. In order to encourage higher levels of cooperation and development synergies between state level institutions and EDI's projects throughout the sub-continent, EDI organises Annual Meets of Directors and Chief Executives of state level ED institutions and national trainers. The pioneering Open Learning Programme in Entrepreneurship (OLPE) which was launched as to facilitate the process of NEC nation wide, is currently being internationalized in the Middle-Eastern and East-African regions of the globe.

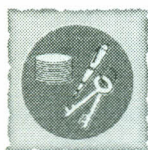
## Achievements in this thrust area

■ <b>Open Learning Programme in Entrepreneurship (OLPE)</b> (Launched in January 1995)		
* Number of batches announced		21
* Number of learners enrolled		1848
* Number of S&T learners		1342
* Number of Non-S&T category		506
* Number of Women learners		347
■ <b>National Trainers' Course</b>		17
* Trainers' developed		272
* Trainers accredited		
■ <b>Functional Trainers' Programmes on :</b>		
* <i>Entrepreneur Selection, Motivation, Counselling &amp; Competencies</i>		4
Professionals trained		50
* <i>Business Opportunity Identification &amp; Guidance</i>		4
Professionals trained		80
* <i>Project Report Preparation</i>		4
Professionals trained		67
■ <b>Capacity Building of Organisations : Trainers' Trained</b>		
* Central Silk Board		66
* Khadi & Village Industries Commission		45
* Kerala Horticulture Development Programme (KHDP), Cochin		52
* Rural Development & Self Employment Trust (RUDSETI)		55
* Indo Dutch Project Management Society (IDPMS)		22
* Entrepreneurship Development (ED) Cells of Engineering Colleges		19
* Tata Iron & Steel Company (TISCO) Ltd., Jamshedpur		8
* Karnataka State Women Development Corporation (KSWDC)		22
* Tamil Nadu Corporation for Development of Women (TNCDW)		41

# Performance Improvement of ED Organisations and ED Programmes

2000-2001

Sr.No.	Activity	Location	Duration/Period	Target Group	Objectives & Outcome
<b>4.1 New Enterprise Creation (NEC) :</b>					
4.1.1	Open Learning Programme in Entrepreneurship (OLPE)	National	11 months Throughout the year	Any person desirous of starting his/her own business with minimum educational level of HSC	To help youth, employees, women and professionals set up their own business through distance learning. Target : 300 learners.
4.1.2	Open Learning Programme in Entrepreneurship Development (OLPED)	Gujarat	6 months To be decided	Employment Officers	To develop employment officers through Open Learning Programme in Entrepreneurship so that they acquire skills to counsel unemployed youth registered with employment offices to take up entrepreneurship as a career option. Target : 70 officers.
4.1.3	Convention of Learners of Open Learning Programme	EDI Campus/ Regional	1 day To be decided	OLPE Learners	A forum to have meaningful interactions with OLPE learners to receive their feedback and take steps towards better implementation of OLPE Project.
4.1.4 & 1.5.3	Research Study on 'Entry Barriers to Entrepreneurship'	National	6 months June-Nov, 2000	College Students & Employees	A 4-state study to identify facilitating and hindering factors for educated youth and employees in taking up entrepreneurship as a career option.
<b>4.2 ED Institution Building :</b>					
4.2.1	Support to State-level ED Institutions	Regional	1 year Throughout	ED Institutions/ED Cells/ STEPS	Support to be extended to effectively organising ED activities at state levels.
4.2.2	Orientation Programme for ED Trainers on : (a) Information Technology (b) Intrapreneurship (c) Growth Programmes (d) Summer Camps for Youth	Regional	1 week July 2000	ED Institutions/ED Cells	Develop professional expertise among trainers in emerging areas and help them in implementing such training interventions in their respective areas.
4.2.3	Research Study : Profiling of State ED Institutions	EDI Campus	3 months To be decided	ED Institutions	To study strengths and weaknesses of state ED institutions and find ways & means to contribute to their better performance.
4.2.4	Chairmen's Meet of ED Institutions	EDI Campus	1 day To be decided	Chairmen of ED Institutions	Second meeting of Chairmen of ED organisations to discuss emerging issues in the field of entrepreneurship development and factors that would lead to stability and better performance. First meeting (December 4, 1997) had a very positive impact.
4.2.5	Best Women Entrepreneur Trainer-Motivator (ETM) Award	EDI Campus	1 day Sept. 11, 2000	ED Women Trainers	To enthuse and motivate Women Entrepreneur Trainer-Motivators to contribute more towards ED.
<b>4.3 Capacity Building Programme :</b>					
4.3.1	Skill Development Programme For Promoting & Strengthening Women Entrepreneurship in the Asia Pacific Region	EDI Campus	4 weeks June 05-30, 2000	Professionals engaged in Women Entrepreneurship	A comprehensive training package to train Trainer-Motivators and Business Counsellors for initiating, planning and implementing entrepreneurship development activities for women entrepreneurs and grooming them for effective business counselling Indian experiences on Small Enterprise Creation by women will be shared.



# Entrepreneurship Environment and Support System

Adhering to international accounting standards and 'attempts' at de-dressing non-performing asset portfolios alone do not make financial institutions efficient. Further, financial institutions need to offer advice on not mere textbook financial risk-analysis in accounting terms, but also develop into competent counsellors in the field of opportunity guidance, project conceptualisation, appraisal, implementation and management. Mere presence on the advisory boards of enterprises and a 'shylock-like' attitude towards project financing portends disaster for both financial institutions, given competition, as also their clients.

Retrenchments in support departments and pleas for grants for support of ED institutions are not solutions. Institutional efficiency is ensured by hard and soft skill competency development of personnel, and hardly by cutting costs or surviving on dole. In order to make tangible inroads in this arena, appropriate training interventions and pro-active workshops have been designed. EDI's expertise in entrepreneurial start-up, rehabilitation and growth has lent it unparalleled competence in developing modalities for capacity building on this front. The channelisation and focus of activities on this front has been on ensuring synergies between 'diverse' portfolios of policy-makers, implementers and potential & existing entrepreneurs.

The institution has been organising several programmes on 'Project Appraisal and Entrepreneurship Assessment' targetted at appraisal officers of financial-institutions and trainers of ED organisations. Under UNIDO auspice the institution also organises several in-house programmes for bankers on financial and economic analysis of industrial and infrastructure projects employing UNIDO software packages.

## Achievements in this thrust area

■ <b>Entrepreneurs' Meets</b>	<b>11</b>
■ <b>Number of ED Orientation Programmes for officers of DICs/Banks/ Financial Institutions</b>	<b>26</b>
* Number of officers sensitised	568
■ <b>Number of Extension Motivation Programmes for Support System Officials</b>	<b>12</b>
* Officers trained	240
■ <b>Number of FBFI Programmes for Credit/Appraisal Officers of Banks/Financial Institutions</b>	<b>19</b>
* Officers trained on the interview technique	342
■ <b>Business Counsellors' Programme for Small Industry Development Officers (SIDOs)</b>	
* Number of officers trained	48
■ <b>Intrapreneurship Programme for Govt. Officials of Jammu &amp; Kashmir</b>	
* Officials trained	26
■ <b>NGO-Banker Interface</b>	<b>6</b>
* Number of NGO-CEOs participated	87
* Number of Bankers participated	85
■ <b>Workshops on Women Entrepreneurship : Gender &amp; Entrepreneurship Development under GTPP of Govt. of India</b>	
* Number of Resource Persons trained (5 States)	22
* Number of Workshops organised in 2 states (U.P. and M.P.)	4



# Entrepreneurship Environment & Support System

2000-2001

Sr.No.	Activity	Location	Duration/Period	Target Group	Objectives & Outcome
<b>5.1 Capacity Building Programmes For Financial Support System</b>					
5.1.1	Assessment of Risk Management In Venture Capital Projects	EDI Campus	3-days Feb. 2001	Officers of Venture Capital Organisations & Entrepreneurs of Venture Capital supported firms	Around 20 venture capitalists and entrepreneurs to be oriented towards assessing and managing venture capital projects and entrepreneurs behind them.
5.1.2	Programme on Project Appraisal and Entrepreneur Assessment (2 Nos. : 1 National & 1 Bank Specific)	EDI Campus	6 days each August 2000 & Nov. 2000	Middle & Junior level Appraisal Officers of Banks/FIs & ED Trainers	Around 20 appraisal officers would be trained in each programme to sharpen their skills in the areas of overall project formulation and appraisal. Thrust will be more on entrepreneur assessment techniques as per Kapur Committee recommendations.
5.1.3	Advanced Programme on Project Appraisal & Entrepreneur Assessment	EDI Campus	10 days Dec. 2000	Senior & Middle level Appraisal Officers of Banks/FIs & ED Trainers	In addition to inputs imparted in the basic programme (5.1.2 above), this advanced programme will orient the participants towards risk management, asset-liability management, bank marketing and costing of banking products. The highlight of this programme is a 2-day Module on COMFAR III Expert, a UNIDO Software for Feasibility Analysis & Reporting. Target : 20 Officers.
5.1.4	Advanced Training Programme on Financial & Economic Analysis of Industrial and Infrastructure Projects through UNIDO Software	EDI Campus	2 weeks Jan. 22- Feb. 02, 2000	Middle & Senior level Project Appraisal Officers of Developmental/ Financial Institutions	Around 20 officers already well acquainted with basic techniques of financial appraisal to be trained further to sharpen their analytical skills for taking effective investment decisions. Efforts will be made to include international participants.
<b>5.2 Research Study</b>					
5.2.1	Developing a Paper on 'National Entrepreneurship Policy'	EDI Campus	6 months April-Sept. 2000	Policy-makers	To develop a position paper on the kind of policy interventions required to (a) develop an enterprising culture in the society, and (b) creating an economy with job providing activities in the wake of increasing competition from within and abroad. The paper could be submitted to the relevant forums for sensitisation.
<b>5.3 Workshop/Seminar</b>					
5.3.1	Workshop on the Role of Industry Associations in Small Business Development	New Delhi	1 day Oct. 2000	Office-bearers of Industry Associations & Policy-makers	Disseminate findings of research conducted on the theme during 1999-2000 and sensitise industry associations/policy-makers to make them recognise their potential in providing mutually reinforcing support in the task of developing effective environment for growth of SME sector.



# Strategic International Programmes

The UNIDO-Gol sponsored Inter-Regional Centre (IRC) for Entrepreneurship and Investment Training that has been set up at the institute, focuses on internationalizing EDI's initiatives in all its thrust areas. The institute has been developing indigenous capabilities of select developing countries in the Asian, African and Arab regions in the areas of Entrepreneurship and Investment Promotion. Focal point institutions are being developed in Mozambique, Bahrain and Sudan as to institutionalise EDI's expertise across 43 countries of the globe. Under the aegis of the IRC, EDI has been striving to create tangible impact in the Middle Eastern, African and Asian regions through its pioneering interventions, intra-institutional tie-ups and global business partnerships through EDI and UNIDO efforts.

EDI has also been vested the responsibility of removing information asymmetries between entrepreneurs in India and Western Europe. The European Union assignment under the enterprise networking EXTRIXIE (Entrepreneurship Training and Information Exchange for Small Businesses in India and Europe) project is also expected to promote joint ventures in terms of technological, financial, systems and marketing tie-ups between SMEs in India and those in UK, Germany and Austria. Under the project, EDI will also for the first time in India is employing advanced educational systems such as; the TULIPS methodology that has been successfully utilised for participative learning amongst widely dispersed entrepreneurs.

EDI in its international projects has been focussing on developing domestic competitive advantage of countries and encouraging trade and investment partnership in this context. The developed and developing countries in the world may find a saviour in the guise of EDI.

Millions of people and tens of thousands of entrepreneurs employed in the core sectors of leather, engineering, agro projects, electronics, textiles, marine products, and IT in general has EDI's guiding hand working at both the enterprise and the policy-making levels, throughout the developing world.

## Achievements in this thrust area

■ <b>Programmes for training Entrepreneur Trainer-Motivators (ETMs) for Developing Countries</b>	13
Total number of trainers trained	223
■ <b>Number of Polytechnic Teachers trained as Resource Persons for Commonwealth Association of Polytechnics in Africa (CAPA)</b>	18
■ <b>Number of programmes on Industrial Project Preparation &amp; Appraisal for Developing Countries</b>	10
Number of Appraisal Officers trained	224
■ <b>Number of Inter-Regional Workshops on Entrepreneurship for Policy-makers of African/Asian/Francophone and CHOGRM member countries</b>	4
Countries participated	35
■ <b>UNIDO Project on Women Entrepreneurship</b>	
* Number of Women Entrepreneurs trained	21
* Number of Women Entrepreneur Trainer-Motivators trained	25
* Number of Financial/Appraisal Officers dealing with projects of women entrepreneurs trained	22
■ <b>'Concept-to-Completion' Approach for initiating and implementing ED activities in :</b>	
* Ghana and Kampuchea	
■ <b>Achievements under UNIDO &amp; Gol-sponsored Inter-Regional Centre (IRC)</b>	
* <i>Training Programmes on Industrial Project Preparation &amp; Appraisal</i>	5
Number of Appraisal Officers trained	92
* <i>Training Programmes related to Financial Appraisal of Projects through UNIDO's Software-COMFAR III Expert</i>	4
Number of Financial/Appraisal Officers trained	60
* Number of Professionals trained in Bahrain under Training of Trainers on Entrepreneurship Development	27
* Number of Potential Entrepreneurs trained in Bahrain for New Enterprise Creation	20
* Number of Support System Officials attended the Preparatory Workshop in Mozambique on Interventions to Facilitate Investment Promotion	27
* Focal Point Institutions identified in Arab, CIS and African Regions for institutionalising activities related to Entrepreneurship Development & Investment Promotion	

# Strategic International Programmes

2000-2001

Sr.No.	Activity	Location	Duration/Period	Target Group	Objectives & Outcome
<b>INTER REGIONAL CENTRE (IRC)</b>					
<b>6.1 Capacity Building Programmes in Mozambique, Bahrain &amp; Sudan</b>					
6.1.1	Appreciation Workshop on Entrepreneurship Development for Support System Officials	Sudan	2 days May 2000	Policy-makers/ CEOs of Support System	To generate awareness on ED process and conditions necessary for creating a conducive environment in Sudan wherein entrepreneurs can prosper.
6.1.2	Seminar on Project Identification, Formulation and Screening	Sudan	2 weeks Aug. 2000	ED Professionals in Sudan	As a precursor to Pilot EDP, the seminar will facilitate in building capacities on identifying viable investment opportunities and also in preparing project profiles to facilitate New Enterprise Creation in Sudan. Target : 20 officers.
6.1.3	Trainers' Training Programme for New Enterprise Creation	Mozambique Sudan	4 weeks each July 2000 Nov. 2000	ED Professionals	To develop a core group of Resource Persons in Mozambique/Sudan for Entrepreneurship Development. Target: 20 trainers in each country.
6.1.4	Pilot Entrepreneurship Development Programme (EDP)	Mozambique Sudan	8 weeks each Sept.-Oct. 2000 Jan. - Feb. 2001	Potential Entrepreneurs	To provide on-the-job-training to trained trainers for institutionalising ED activities for New Enterprise Creation. Target : 20 entrepreneurs in each country.
6.1.5	Training Programme on Industrial Project Preparation and Appraisal	Bahrain Mozambique Sudan	3 weeks each May - June 2000 Oct. 2000 March 2001	Bankers/ Appraisal Officers/ Trainers/ Dev. Officers/ Consultants	To improve and update project appraisal techniques and decision making process that would lead to improved viability and returns. Target : 20 officers in each country.
6.1.6	Seminars on Technology Sourcing, Evaluation, Negotiation Acquisition and Joint Ventures	Bahrain Mozambique Sudan	4 weeks each Aug. 2000 Nov. 2000 March 2001	Support System Officials/ Trainers/ Dev. Officers/ Consultants	A modular programme starting from technology sourcing to formation of joint ventures to equip officials with requisite skills to assist entrepreneurs. Target : 20 officers in each country.
6.1.7	Training of Trainers' Refresher Programme	Mozambique	1 week Feb. 2001	ED Professionals trained under Trainers' Training Programme	Provide a platform to trained professionals to share experiences among themselves on identifying and supporting new entrepreneurs; and formulate an action plan for conducting EDPs on a continuous basis all over the country.
6.1.8	Developing Resource Persons for Enterprise Growth	Bahrain	3 weeks Sept. 2000	Trainers/ Consultants/ Credit Officers	A pilot programme to train a group of 15 to 20 professionals as business counsellors with skills to assist existing entrepreneurs in consolidation and growth of enterprises.
<b>6.2 Capacity Building Programme in Investment Training :</b>					
6.2.1	Training Programme on Industrial Project Preparation and Appraisal with special focus on Building Materials	EDI campus	3 weeks Nov. 20- Dec. 08, 2000	Bankers/ Appraisal Officers/ Trainers/ Dev. Officers/ Consultants	To improve and update project appraisal techniques and decision making process on specific industrial sectors that would lead to improved viability and returns. Target : 20 officers.

Sr.No.	Activity	Location	Duration/Period	Target Group	Objectives & Outcome
<b>EUROPEAN UNION-INDIA ECONOMIC CROSS CULTURAL EXCHANGE PROGRAMME (ECCP)</b>					
<b>6.3 Networking of European-Indian SME Entrepreneurs :</b>					
6.3.1	Collection, compilation, analysis and dissemination of information among partner countries through Website Development	EDI	3 months Apr.-June, 2000	Existing Entrepreneurs of Partner Countries of EU Project	To facilitate international trade linkages among SMEs in partner countries viz., U.K., Austria, Germany and India (Ahmedabad and Bangalore).
6.3.2	Enterprise Networking : Exchange Visit and Workshop	A'bad & B'lore	2 weeks Aug. 2000	Entrepreneurs from Europe and India	To apprise European entrepreneurs on various aspects of 'Doing Business with Indian SMEs' with a view to facilitating linkages between European and Indian SMEs. Target : 12 European Entrepreneurs & 12 Indian Entrepreneurs.
6.3.3	'How to Do Business Series' on 3 Partner Countries with Video Conferencing	A'bad	1 day each To be decided	Indian Entrepreneurs	To orient Indian SMEs towards fostering sustainable partnerships with SMEs in 3 partner countries viz., U.K., Austria and Germany.



# Innovation Centre

## National Facility for Science & Technology based Entrepreneurial Innovations

National Facility for Innovations sponsored by the National Science & Technology Entrepreneurship Development Board (NSTEDB), DST, Government of India set up at EDI, serves a bridging role between the laboratory and the entrepreneurs. The mission of the Innovation Centre at EDI is to encourage the evolution of technology driven enterprises. The Centre's data bank on projects and technology profiles are disseminated through product specific workshops being held across the nation. Specialised hitech EDPs, technology upgradation programmes for existing entrepreneurs exploring diversification are the regular fare offered by the Centre. The Centre is developing video-films on S&T based products & processes in close interaction with industry associations. The Centre is also fast developing into an international technology source and transfer-base under the aegis of EDI's international activities, West European, African and Asian countries are expected to be benefited. The Centre is hence also expected to serve as a clearing-house for technology transfer by SME owner-managers.

### Innovation Centre

2000-2001

Sr. No.	Activity	Location	Duration/Period	Target Group	Objectives & Outcome
<b>7.1 Commercialisation of Innovations :</b>					
7.1.1	Commercial Utilisation of New Product/Process Technologies	EDI campus	1 year Throughout the year	Existing/ Prospective Entrepreneurs	Commercialisation of innovative technologies. Target : 5 units.
<b>7.2 Research Study</b>					
7.2.1	Study on Units based on Innovative Technologies	National	1 year Throughout the year	Existing Innovative Units	To assess and understand problems associated with commercialisation of innovations. The findings of the study will be useful in interactions with scientists and entrepreneurs.
<b>7.3. Innovative Opportunities :</b>					
7.3.1	Product-specific Seminars (4 Nos.)	EDI campus/ Regional	1 day each To be decided	Existing/ Prospective Entrepreneurs	To facilitate existing/prospective entrepreneurs in identifying new opportunities in a given sector. Target : 10 new opportunities in each sector ; 200 entrepreneurs to be influenced.
<b>7.4 International Technology Sourcing/Transfer</b>					
7.4.1 & 6.3.1	Website Development	EDI	3 months Apr.-June 2000	Existing Entrepreneurs of Partner Countries of EU Project	Collection, compilation, analysis and dissemination of information among partner countries facilitating international trade linkages.
7.4.2	Database for Technology Sourcing	EDI	1 year Throughout the year	Entrepreneur- Manager	This will act as a clearing house for Technology Transfer and Joint Ventures by Entrepreneur/Manager.

# Centre for Research in Entrepreneurship Education and Development (CREED)

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 need be effectively supported by solid theoretical insights, if the entrepreneurship movement needs to be institutionalised throughout the globe. The Centre encourages enquiries 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', the 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 fellowships programme, 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.

Annual Lecture Series by eminent entrepreneurship theorists and practitioners on specific themes is also on the agenda of the Centre.

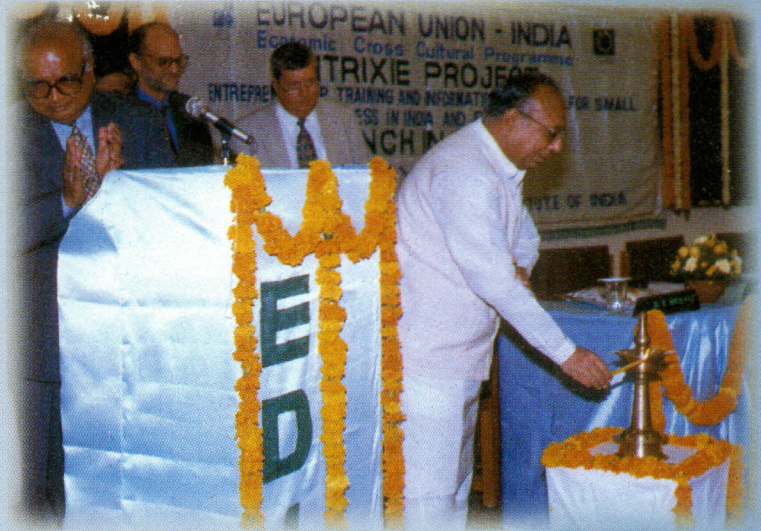
## CREED

2000-2001

Sr. No.	Activity	Location	Duration/Period	Target Group	Objectives & Outcome
1.	Fourth National Seminar on 'Current Trends in Entrepreneurship Research'.	EDI Campus	3 days Nov 08-10, 2000	Academicians, Policy-makers	To provide a platform to researchers, academicians and policy makers to share research findings and update their knowledge with the latest trends in Entrepreneurship Development.
2.	Status Paper on Entrepreneurship Education	Gujarat, Karnataka Uttar Pradesh	6 months April-Sept, 2000	Educationists, Policy-makers & Officials/ Administrators of School Education	To review current status of entrepreneurship education at school level. Three states to be covered. Report will be shared in respective workshops at school level.
3.	Study on 'Entry Barriers to Entrepreneurship'	EDI Campus	6 months June-Nov, 2000	College Students and Employees	A 4-state study to identify facilitating and hindering factors for educated youth and employees in taking up entrepreneurship as a career option.
4.	Impact Assessment of EDI-REDP Activities	National	6 months May- Oct, 2000	Donors/ Policy-makers	To project the importance of EDI-RED strategy and its impact at national level. (Target : Study of RED implementing NGOs /Trained Entrepreneurs/Trainer-Motivators all over the country.)
5.	Research Study : Profiling of State ED Institutions	EDI Campus	3 months To be decided	ED Institutions	To study strengths and weaknesses of state ED institutions and find ways & means to contribute to their better performance.
6.	Developing a Paper on 'National Entrepreneurship Policy'	EDI Campus	6 months April-Sept 2000	Policy-makers	To develop a position paper on the kind of policy interventions required to (a) develop an enterprising culture in the society, and (b) creating an economy with job providing activities in the wake of increasing competition from within and abroad. The paper could be submitted to the relevant forums for sensitisation.
7.	Study on Units based on Innovative Technologies	National	1 year Throughout the year	Existing Innovative Units	To assess and understand problems associated with commercialisation of innovations. The findings of the study will be useful in interactions with scientists and entrepreneurs.
8.	Short-term Fellowships in Entrepreneurship Research	EDI Campus Throughout the year	2-12 weeks each	Researchers	Upto 5 fellowships to ED trainers, teachers, researchers to work on specific themes; travel, on-campus residence and library support.



Shri Sureshchandra Mehta, Hon'ble Industry Minister, Govt. of Gujarat, inaugurating the Launch Workshop of the ENTRIXIE (Entrepreneurship Training and Information Exchange for Small Businesses in India and Europe) project in India under European Union-India Economic Cross Cultural Programme (ECCP) on January 8, 2000. Also seen in the picture are (from L-R) Dr. V.G.Patel, Vice-President & Director, EDI; Mr. Anton Sabo, Bfl, Linz, Austria and Mr. Chris Lakin, Training 2000, Blackburn, U.K.



Mr. Antonio Pinto Rodrigues, Acting Director, Investment and Technology Promotion Branch, UNIDO, Vienna lighting the ceremonial lamp while inaugurating the 10th Programme on Industrial Project Preparation & Appraisal with special focus on Fruit & Vegetable Processing Sector organised under the aegis of Inter Regional Centre during November 15 - December 3, 1999. Also seen in the picture are (L to R) Dr. Dinesh Awasthi, Sr. Faculty, EDI, Mr. O. Ravi, Director, Deptt of Industrial Policy & Promotion, Mol, Gol and Mr. V. Padmanand, Programme Director, EDI.

Dr. V. G. Patel, Vice President & Director, EDI giving away EDI instituted Best Entrepreneur Trainer-Motivators' Awards to Mr. Sunil Chandak, Director, Udhogwardhini, Nashik (first winner) and to Mr. Rakesh Kr. Thakur, Programme Co-ordinator, Gandhi Sewa Ashram, Mungeli, M.P. (second winner) on December 27, 1999 during the National Meet of Entrepreneur Trainer-Motivators.



## LIST OF EDI GOVERNING BODY MEMBERS (As on 31.03.2000)

- Shri G.P. Gupta, President-EDI**  
Chairman  
Industrial Development Bank of India  
MUMBAI
- Dr. Yoginder K. Alagh**  
Member of Parliament (Rajya Sabha)  
NEW DELHI
- Shri D. P. Bagchi**  
Secretary (SSI)  
Department of Small Scale Industries  
& Agro & Rural Industries  
Ministry of Industry, Government of India  
NEW DELHI
- Shri Mohanlal L. Bagri**  
Adviser - SSI (Gol)  
MUMBAI
- Shri Subodh Bhargava**  
Group Chairman & Chief Executive  
Eicher Goodearth Limited  
NEW DELHI
- Ms. Madhura M. Chatrapathy**  
Director  
Asian Centre for Entrepreneurial Initiatives  
(ASCENT)  
BANGALORE
- Shri K.V. Kamath**  
Managing Director & CEO  
ICICI Ltd.  
MUMBAI
- Shri M. A. Krishnan**  
Chief General Manager  
(Development Banking)  
State Bank of India  
MUMBAI
- Shri P.V. Narasimham**  
Chairman & Managing Director  
IFCI Ltd.  
NEW DELHI
- Shri Y.C. Nanda**  
Managing Director  
National Bank for Agriculture &  
Rural Development  
MUMBAI
- Dr. Sailendra Narain**  
Managing Director  
Small Industries Development Bank of India  
LUCKNOW
- Shri G. Subbarao**  
Addl. Chief Secretary  
Industries & Mines Department  
Government of Gujarat  
GANDHINAGAR
- Shri V. Venkateswarlu**  
Adviser (Market Research Development)  
Industrial Development Bank of India  
MUMBAI
- Dr. V.G. Patel**  
Vice President & Director  
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