

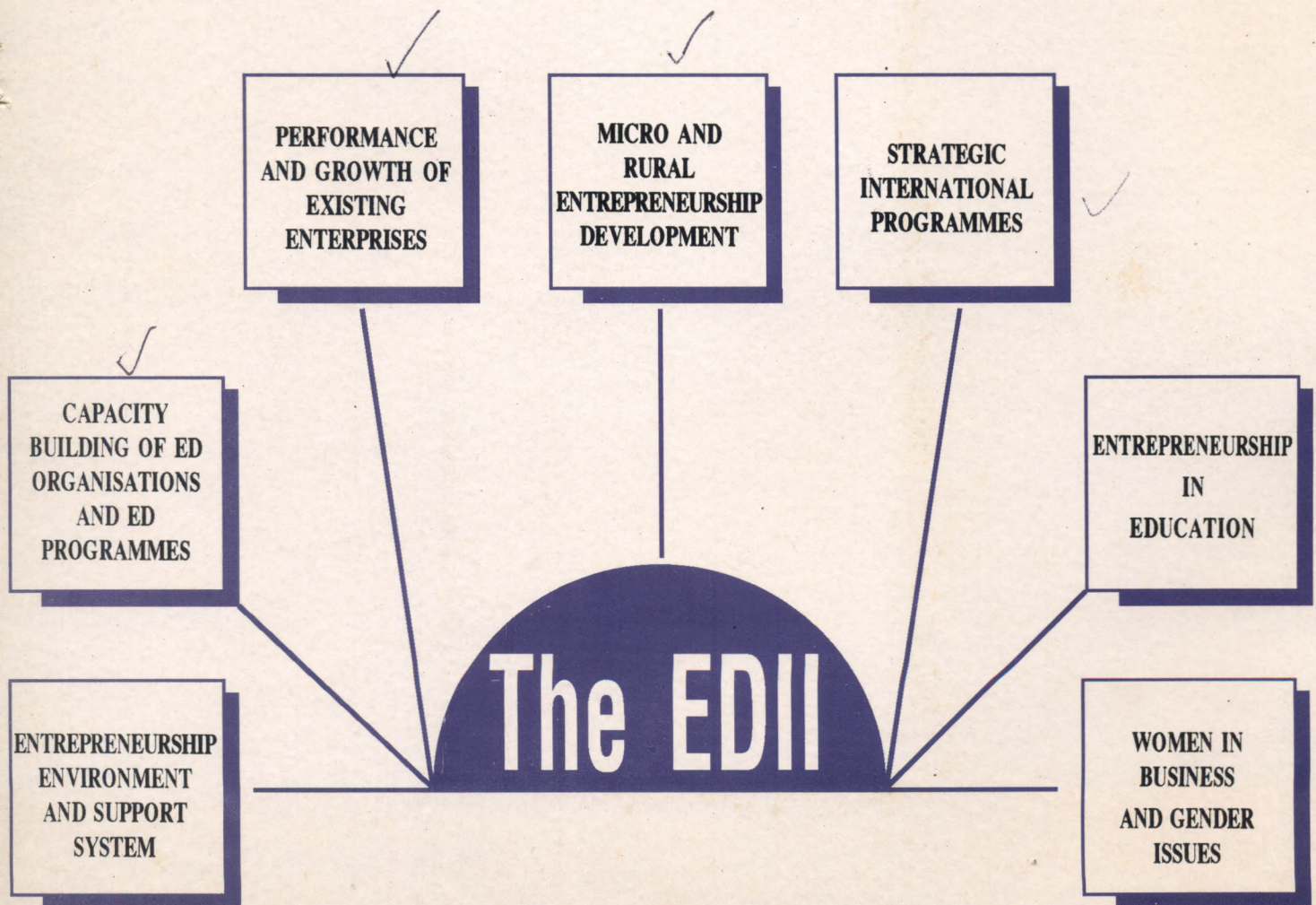
**The EDII  
Programme  
Package  
1996-1997**





# CONTENTS

The EDII and its Mission	1
Faculty Profile	2
Micro & Rural Entrepreneurship Development	4
Capacity Building of ED Organisations and ED Programmes.	6
Performance and Growth in Existing Enterprises	8
Entrepreneurship in Education	10
Entrepreneurship Environment and Support System	12
Strategic International Programmes	14
Women in Business and Gender Issues	16
The EDII Campus	18
The EDII Library and Information Centre	19
The EDII Computer Centre	19
The EDII Publications and Audiovisuals	20





## **The EDII and its Mission**

The Entrepreneurship Development Institute of India (EDII), a wholly autonomous body, set up in 1983, is sponsored by the 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 campus.

The EDII 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 of superlative quality besides sharing benefits of in-house research as well as experience in relevant spheres.

The EDII 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 in orbit around strategic thrust areas, thereby advancing the frontiers of the theories and practices of entrepreneurship and effectively contributing to the nations' economic vitality.

Realising that such a gigantic task can only be accomplished with a collaborative effort, the EDII has linkages with a nationwide network of organisations and institutions committed to entrepreneurship development. Eventhough much has been realised, far more remains to be fulfilled and the EDII continues with its mission of augmenting manifold the nations aggregate capacity to develop its entrepreneurial potential.



## FACULTY PROFILE

Dinesh N. Awasthi, (B.A. Ed. Panchajanya Institute)

Senior Faculty

Economist with extensive experience in evaluation studies and business policy research. Responsible for planning and co-ordinating micro and rural enterprise development activities through NGOs.

Abhijit Bhattacharya, PhD (Economics) (Moscow)

Associate Senior Faculty

Economist specialising in problems of economic transition in CIS and Eastern Europe, Trade Ties of India with CIS and economic reforms in the former Socialist Block besides extensive experience in distance learning. Currently heading the Open Learning Programme in Entrepreneurship.

Nalinee Contractor, B.A. LL.B. (Bombay University)

Assistant Faculty

Specialises in gender and economic development and has conducted several performance improvement programmes for women entrepreneurs. Has co-authored a book on women entrepreneurs.

Ramesh Dave, M.A. LL.B.

Senior Faculty

With over two decades of hands-on experience in developing potential entrepreneurs. Specialises in institution building and management. Executes concept to completion assignment on entrepreneurship in India and abroad.

Raman Jaggi, PG Dip. (Rural Management)

Faculty

Involved in promotion of micro-enterprises in rural areas through voluntary organisations. Specialises in Project related to entrepreneurship development, business opportunity guidance and market feasibility/ industrial potential surveys.

B.P. Murali, PGDM (IIM-Ahmedabad)

Senior Faculty

Specialises in small enterprise development, business plan formulation and sick industry rehabilitation. Involved in designing and conducting programmes for trainers, business counsellors, bankers and existing entrepreneurs in India and abroad.

Tara Nair, M.Phil. (Applied Economics) (JNU)

Faculty

Economist involved in devising strategy for survival and growth of SMEs, impact of policy and environmental changes on SMEs, intervention strategies in the informal sector and gender and entrepreneurship.

A. Narayanan, MBA (Finance)

Faculty (B K School of Management)

Exhaustive industrial experience in large corporate houses. Presently handling training programmes in working capital management, management control systems, project report preparation and project appraisal, and informal credit systems.

V. Padmanand, M.Phil. (CRENIEO) M.Phil (Cambridge, UK)

Assistant Faculty PG Dip. (Marketing Management)

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

Chirpa, B.S. (Project Eng. Technology)

Chief Faculty

Technologist with over two decades of experience in business opportunity identification, business plan formulation, project appraisal and consultancy to existing entrepreneurs on growth/diversification/modernisation in India and abroad. Has co-authored manuals on project report preparation and business opportunity identification.



V.G.Patel, Ph.D.(Economics) (Wisconsin)

Vice-President & Director

An eminent economist and international figure in the sphere of entrepreneurship development, small industry policies and growth management. Has been the chief economic advisor to Gujarat Industrial Development Corporation and Gujarat Industrial Investment Corporation and Managing Director of Gujarat Technical Consultancy Organisation Ltd. Presently the Vice-President and Director of the Institute. Has authored several books and reports on entrepreneurship and small industry related subjects.

Himank Priyadarshi, M Phil (TISS)

Assistant Faculty

Specialising in advance research methodology in social sciences and engaged in research oriented activities in the field of entrepreneurship.

S.B.Sareen, Dip.(Tex.Tech.)

Associate Faculty

Technologist with exhaustive experience in small business development currently working in preparation of project profiles and training of trainers of EDP institutions/ organisations.

Madhuchanda Sen, PG Dip. (Mass.Com)

Manager (PPP)

Over a decade experience in mass communication with large corporate organisations. Currently working in the area of communication skill and its impact on organisational behaviour pattern and gender development.

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

Associate Faculty

Specialises in organisational & personnel psychology, entrepreneurship and human resource development. Currently involved in organising training programmes on organisational behaviour, motivation and personality development.

Naresh Singh, M. Phil. (Sociology) (Meerut)

Associate Faculty

Rural sociologist engaged in action research and working with NGOs/VOs all over india since the last five years. Main areas of interest are sociology of development, research and training methodology for development projects and capacity building of NGOs/VOs. Contributes articles on development issues in research journals, leading newspapers and magazines.

P.K.M.Swamy, PG Dip. (Social Work)

Associate Faculty

Sociologist focussing on enterprise development and sustainability among the rural poor. Specialises in competency development and management inputs for NGOs sector.

V.S.Sukumaran, LL.B. PG Dip. (Training & Dev.)

Assistant Faculty

Intensive experience in REDP, currently absorbed in training of potential entrepreneurs as well as established entrepreneurs and providing resource support to NGOs.

Pramod K.Srivastava, M.Com.

Assistant Faculty

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

Dwijendra Tripathi, PhD (Wisconsin)

(Comparative Economic History)

Senior Visiting Faculty

An eminent business historian recently retired from the IIM-Ahmedabad holding Kasturbhai Lalbhai chair. Educated at Allahabad, Wisconsin, Harvard University he has a number of papers and books to his credit and had published several national and international journals. He is associated with many organisations and has been on the board of several of these organisations and institutions. Currently the editor of the Journal of Entrepreneurship.

Mayank Upadhyay, Cost Accountant

Senior Visiting Faculty

Specialising in finance with intensive experience in development banking and commercial banking. Involved in conceptualising and delivering a host of programmes in financial strategy and management as well as accounting.

Kirti Vakil,

Associate Faculty

Trainer with extensive field experience in micro enterprise development. Currently specialising in institutionalisation of REDPs through voluntary organisations.



## **MICRO AND RURAL ENTREPRENEURSHIP DEVELOPMENT**

The EDII's firm commitment to combat rural poverty and unemployment by promoting 'rural entrepreneurship' through training interventions, has led to the REDP division of the EDII to actively collaborate with over 100 NGOs/VOs through the length and breadth of the country. The EDII has successfully institutionalised this activity at the national level, organising over 200 Rural Entrepreneurship Development Programmes (REDPs).

Reckoning that one of the major stumbling blocks in the success of this strategy is availability of timely and adequate credit to trained potential entrepreneurs, the EDII has taken unto itself the role of advocacy at various fora of policy makers and planners. To acquaint and help acquire insight into informal micro credit delivery system, in the light of NABARD and SIDBI's schemes of bulk lending to NGOs to meet the credit requirement of their beneficiaries, the EDII has successfully conceived and implemented workshops for the Chief Executives and training programmes for capacity building of grassroot functionaries of NGOs/VOs.

No wonder then, that premier national organisations like NABARD, SIDBI and KVIC have come forward to support the package of activities that the EDII undertakes in the field of Rural Entrepreneurship. Spurred by the encouraging responses, the EDII continues with the following activities :

- \* Rural Entrepreneurship Development Programmes
- \* ED and Small Business Trainers' Training Programmes
- \* Workshops on Micro Credit Delivery System
- \* Training Programmes for NGO functionaries on Informal Credit Delivery

In order to provide professional inputs as well as enrich training material, the EDII is diligently pursuing the activity of publishing Trainers' Manuals on REDP and Informal Credit Delivery System which will enormously benefit the NGO sector. Action research projects dealing with various facets of Rural Entrepreneurship Development are on the anvil too.

### **ACHIEVEMENT IN THIS THRUST AREA**

<b>Number of REDPs completed</b>	:	<b>206</b>
* Number of rural poor trained	:	5150
* Number of rural enterprises set up	:	2830
<b>Experiment in Group Entrepreneurship in Nagaland</b>		
* Number of societies created	:	29
* Number of units started	:	240
<b>Rural Trainers' Training Programmes</b>	:	<b>8</b>
* NGOs/VOs/Extension officers trained	:	185
<b>Number of National/Regional Workshops Organised on RED Strategy for NGOs/VOs</b>	:	<b>6</b>
* Number of NGO officials sensitised	:	125
<b>Workshop for Chief Executives of NGOs/VOs on Informal Credit Delivery System</b>	:	<b>4</b>
* Number of CEOs attended	:	92
<b>Training Programmes on Informal Credit Delivery System for Officials of NGOs/VOs</b>	:	<b>3</b>
* Number of NGO officials trained	:	77
<b>Workshop on Entrepreneurial Women in Rural Informal Sector : Intervention Strategies &amp; Alternative approaches</b>		
* No. of Delegates	:	25



## MICRO AND RURAL ENTREPRENEURSHIP DEVELOPMENT

<u>Training</u>	<u>Location</u>	<u>Period</u>	<u>Target Group</u>	<u>Objectives and Outcome</u>
● <b>Trainers' Training Progs. :</b>			Extension Workers of NGOs/VOs	Institutionalisation of REDPs and Micro Enterprise Development. Capacity building of NGOs/VOs.
★ North India	EDII campus	April 2-27, 1996		
★ South India	Bangalore	May 7-June 1, 1996		
★ East U.P., Bihar N.E., Orissa & W.Bengal	Ranchi	May 07-June 1, 1996		
● <b>Training Programmes on Informal Credit Delivery :</b>			Extension Workers of NGOs/VOs	Capacity building of NGOs for undertaking informal credit related activity.
★ Western Region	EDII campus	October 08-26, 1996		
★ Eastern Region	B'neswar	Nov 19-Dec 7, 1996		
★ Northern Region	H.P./U.P.	June 04-22, 1996		
★ Southern Region-I	Bangalore	July 09-27, 1996		
★ Southern Region-II	Kerala	Sept- Oct, 1996		
★ International Programme	EDII campus	January 06-31, 1997	NGOs of Developing Countries	Capacity building of NGOs of developing countries for undertaking informal credit related activity.
● <b>REDPs :</b> - KVIC sponsored 150 REDPs - SIDBI sponsored 25 REDPs	Regional Regional	Throughout the year	Rural Youth Rural Youth	Promotion of Micro Enterprises in rural areas through NGOs/VOs.

<u>Workshops/Seminars</u>	<u>Location</u>	<u>Period</u>	<u>Target Group</u>	<u>Objectives and Outcome</u>
▲ <b>Workshops/Seminars for Chief Executives of NGOs on Informal Credit :</b>			CEOs of NGOs/VOs	Initiating the process of Informal Credit among NGOs/VOs. Capacity building on micro credit delivery and recovery.
★ Northern Region	Shimla	May 20-24, 1996		
★ East & North East	B'neswar	Sep 09-13, 1996		
★ Western Region	EDII campus	Aug 19-23, 1996		
★ Southern Region	Nagarkoil	June 11-15, 1996		



## CAPACITY BUILDING OF ED ORGANISATIONS AND ED PROGRAMMES

Born of knowledge and comprehension that entrepreneurship being a grassroot activity has to be carried out by a large number of ED organisations, the strategic programmes conceptualised and designed by the EDII in this crucial thrust area addresses the need to train the trainers of ED organisations through innovative training techniques and updated information and documentation. Discerning the need to build stronger linkages amongst the trainers to facilitate experience sharing, the EDII had also organised "Trainers' Meets" which eventually developed into an Indian Society of Entrepreneurship Trainers (ISET).

Institutionalisation of ED activities at grassroot level has been achieved by extending support to set up 'Centres for Entrepreneurship Development' in Gujarat, Maharashtra, Madhya Pradesh and Karnataka and 'Institutes of Entrepreneurship Development' in U.P., Bihar and Orissa.

Responding to emerging expectations and needs for empowerment of trainers, the EDII will be conducting

- \* Foundation Trainers' Training Programmes for IEDs, CEDs, KVIC and other ED organisations
- \* Series of Functional Trainers' Programmes like
  - i) Entrepreneurs' Selection, Motivation, Counselling & Competencies,
  - ii) Business Opportunity Guidance
  - iii) Project Report Preparation
  - iv) Management Inputs in EDPs

Concentrated efforts to develop and update teaching material and publication of manuals have received enthusiastic reception. The Journal of Entrepreneurship launched in 1992, an acknowledged reservoir of research in entrepreneurship is acclaimed not only in India but in several other countries too.

### ACHIEVEMENT IN THIS THRUST AREA

<b>National Trainers Courses</b>	:	<b>15</b>
* New trainers developed	:	208
* Trainers accredited	:	110
<b>Training of KVIC officials as trainers</b>	:	<b>45</b>
<b>Central Silk Board officers trained as trainers</b>	:	<b>27</b>
<i>Functional Trainers' Programmes :</i>		
<b>Entrepreneur Selection, Motivation, Counselling &amp; Competencies</b>	:	<b>3</b>
* Professionals trained	:	40
<b>Business Opportunity Identification and Guidance</b>	:	<b>3</b>
* Professionals trained	:	69
<b>Programmes on Project Report Preparation</b>	:	<b>3</b>
* Professionals trained	:	58
<b>COMFAR Programme to facilitate Financial Appraisal</b>	:	<b>2</b>
* Professionals trained	:	33



## CAPACITY BUILDING OF ED INSTITUTIONS AND ED PROGRAMMES

<u>Training</u>	<u>Location</u>	<u>Period</u>	<u>Target Group</u>	<u>Objectives and Outcome</u>
● <b>Foundation Trainers' Training Programmes :</b>				
★ For IEDs/CEDs	EDII Campus	Sept 9-Oct 4, 1996	EDP Trainers	To augment the supply of new Trainer-Motivators in state-level IEDs/CEDs for carrying out ED related activities effectively.
★ For KVIC officials	EDII campus	Feb 10-Mar 5, 1997	KVIC officials	An exclusive programme for KVIC officials for incorporating ED inputs in their skill development programmes.
★ For officers of Rural Dev. and Self Employment Trng. (RUDEST) Institute, Kamataka	Ujire (Kamatak)	July/August 1996	Dev.Officers of RUDSET	To orientate development officers of RUDSET towards ED activities in keeping with their request.
● <b>Functional Trainers' Programmes on :</b>				
★ Entrepreneur Selection, Motivation, Counselling & Competencies	EDII Campus	Dec 09-20, 1996	Trainers and professionals organising ED activities	To help ETMs develop professional expertise in behavioural modules of EDPs with special reference to selection, motivation and counselling.
★ Business Oppor. Guidance	EDII Campus	Sept 23-28, 1996	EDP Trainers/ Consultants/	} To upgrade skills of EDP trainers, business counsellors and consultants for opportunity identification and project report preparation. 25 ED professionals will be trained.
★ Project Report Preparation	EDII Campus	Sept 30-Oct 5, 1996	Busi.Counsellors	
★ Management Inputs in EDP's	EDII Campus	Sept 23-Oct 4, 1996	EDP/PIP Trainers	To help the trainers in handling sessions and counselling on business management. 20 trainers will be trained.
● <b>Two (2) Special EDPs for Assam</b>	EDII Campus	i) July 15-Aug 14 1996 ii) To be decided	Potential Entrepreneurs	To develop and motivate entrepreneurs of Assam towards business opportunities related to petrochemical complex. To direct unemployed youth towards gainful employment.
● <b>Tech-Link Programme</b>	EDII Campus	Feb 10-21, 1997	Potential & Existing Entrepreneurs	Promoting innovative, new projects; linked to science laboratories for a competitive edge. Profiles are being prepared.
<u>Workshop/Seminar</u>	<u>Location</u>	<u>Period</u>	<u>Target Group</u>	<u>Objectives and Outcome</u>
▲ Chief Executives' Meet of ED organisations	EDII campus	Dec 12-13, 1996	CEOs' of ED organisations	An effort to bring all Chief Executives of ED organisations on a common platform to deliberate on emerging issues in the field of entrepreneurship development, networking, information exchange.



## PERFORMANCE AND GROWTH IN EXISTING ENTERPRISES

All small and medium enterprises are now faced with a period of unprecedented change and existing entrepreneurs need to equip themselves with developmental vision for a cutting edge in the present market scenario. The EDII had foreseen the need for management oriented programmes for existing entrepreneurs way back in 1984 and thus began Performance Improvement Programmes with functional inputs of business strategies and entrepreneurial competencies. Diverse programmes fulfilling long standing needs were launched successively and the EDII continues with its mission of developing innovative and dynamic programmes to offer owner-managers sustainable competitive advantage by conducting programmes on

- \* Effective Business Counselling
- \* Growth Strategies
- \* Succession Planning for Entrepreneurial Continuity (SPEC) in family business
- \* Business Strategy Formulation with Economic Reforms
- \* Intrapreneurship Development

Beginning with capacity building of counsellors in profiling of small enterprise in terms of its current performance and its potential growth, the EDII has also chalked out training programmes to help entrepreneurs examine their enterprises in an objective manner and plan for growth. SPEC, another unique activity, was launched to equip potential successors of family businesses with requisite motivation and skill to handle organisational innovation. Then followed two creative and opportune programmes, Business Strategy Formulation with Economic Reforms to equip owner-managers with necessary skills of strategy formulation and develop competencies for implementation of the strategies, while Intrapreneurship programme addresses the need of managers and executives of SMEs by helping them develop a spirit of 'intraprise' to sustain the entrepreneurial vision of the enterprise they work in.

To augment and enrich its own reservoir of training expertise and abilities, the EDII is in the process of carrying out extensive research activities and publication of training manuals in this important thrust area.

### ACHIEVEMENT IN THIS THRUST AREA

<b>Programmes on Succession Planning for Entrepreneurial Continuity (SPEC)</b>	:	<b>7</b>
* Successors trained	:	165
<b>Performance Improvement Programmes (PIPs) for Existing Entrepreneurs (9 exclusively for women)</b>	:	<b>39</b>
* Entrepreneurs influenced	:	780
<b>Small Industry Management Assistance Programmes</b>	:	<b>37</b>
* Young Graduates developed	:	750
<b>Growth Programmes</b>	:	<b>6</b>
* Entrepreneurs participated	:	120
<b>Business Counsellors Programmes</b>	:	<b>6</b>
* Counsellors for SMEs participated	:	110
<b>Functional Programmes on Strategic Management</b>	:	<b>3</b>
* Entrepreneurs trained	:	30
<b>Intrapreneurship Programme</b>	:	<b>1</b>
* Managers / Executives of SMEs participated	:	22



## PERFORMANCE AND GROWTH IN EXISTING ENTERPRISES

<u>Training</u>	<u>Location</u>	<u>Period</u>	<u>Target Group</u>	<u>Objectives and Outcome</u>
● Succession Planning for Entrepreneurial Continuity (SPEC-VIII)	EDII Campus	Oct 28-Nov 9, 1996	Sons/Daughters/ Wards of existing entrepreneurs	To train sons and daughters of existing entrepreneurs to join their family businesses or start new enterprises. Around 25-30 second generation entrepreneurs will be trained.
● Functional Appreciation Programme : - Critical Decision-making Techniques for Small Enterprises	EDII Campus	November 1-5, 1996	Owner-Managers & Sr.Executives	To develop resilience and adoptiveness in small and medium enterprises to the changing policy and business environment, particularly through internationalisation strategies. Around 25 owner-managers/senior executives will be trained.
● Business Counsellors' Programmes :			Consultants/ Ind.Officials	To enhance knowledge, skills and attitudes of those involved in counselling entrepreneurs of SMEs, so that they can provide growth inputs once growth programmes have been implemented.
★	Chandigarh	April 7-11, 1996		
★	Calcutta	May 6-10, 1996		
★	Bangalore	Dec 1996	Central Silk Board officials	To equip the CSB officials with skills in counselling entrepreneurs operating in post-cocoon sector.
● Growth Programmes :			Existing Entrepreneurs	To help existing entrepreneurs understand the growth potential of his venture. They will be imparted counselling on growth process and key functional areas of management. One-to-one counselling will be the key aspect of the training programme.
★	Chandigarh	Apr-June 1996		
★	Calcutta	Apr-July 1996		
★	Bangalore	Dec 1996-Mar 1997		
● Intrapreneurship Programme	Bangalore EDII Campus	Jan 27-Feb 2, 1997 Oct 07-13, 1996	Managers/ Executives of SMEs	To quicken the pace of development in SMEs. About 25 managers and executives will be assisted to develop entrepreneurial traits and render them capable of innovating.
● Institutionalising SIMAPs - Trainers' Training Programme	EDII campus	Dec 16-21, 1996	Trainers of ED organisations	Helping to enhance the capabilities of state-level institutions in conducting SIMAPs, thereby providing avenues of employment to non-technical graduates and in the process also strengthening manpower resources of the SSI sector.
● Orientation Programme for Trainers for organising Growth Programmes/BCPs	Bangalore/ EDII Campus	Apr - Dec 1996	Trainers of ED organisations	To institutionalise the programmes at state level. With SIDBI's funding support to local agencies, it could be linked up with their modernisation scheme.



## ENTREPRENEURSHIP IN EDUCATION

Perceiving that the present education system is inadequate to promote lateral and independent thinking, creativity and innovation; the entrepreneurial attributes required to equip the children and youth for economic self-dependency, the EDII has designed and successfully implemented training programmes and workshops for the academia.

An innovative experiment for enhancing education's role in developing entrepreneurial competencies began with a training programme for teachers of Science and Technology institutions in North Eastern India in 1987. And the outcome established a critical thrust area 'Entrepreneurship in Education'.

A two pronged approach was adopted with Faculty Development Programmes for the academicians on one hand and Summer Camps for the youth and children, 'to catch them young', on the other. A national workshop on 'Introducing Entrepreneurship Education in Management Institutions', organised in 1991, is a landmark activity in this thrust area. 'The Open Learning Programme in Entrepreneurship', a notable and major activity of the EDII is what can be termed as practical entrepreneurship education through distance learning.

In order to sustain the efforts hitherto carried out, the EDII continues with its mission to nurture and promote entrepreneurial spirit and competencies by conducting

- \* Faculty Development Programmes
- \* Refresher Intensive Functional Programmes for the FDP trained Faculty
- \* Summer Camps for youth and children
- \* Programmes to institutionalise entrepreneurship in business education
- \* Orientation programme for students.

Research activities in this arena and preparation of text books on entrepreneurship for graduates as well as a training manual on entrepreneurship for teachers, are a testimony of the EDII propelling the pace of entrepreneurial empowerment for the teachers and the taught through education.

### ACHIEVEMENT IN THIS THRUST AREA

#### **The Open Learning Programme in Entrepreneurship (OLPE)**

* (initiated from 1.1.1995)	
* Number of batches enrolled	: 5
* Number of learners	: 387
* S&T learners	: 292
<b>Number of Teachers' Training Programmes/ Faculty Development Programmes</b>	<b>: 25</b>
* Technical teachers trained	: 516
<b>Number of National Summer Camps on Entrepreneurial Adventure for Youth (17-22 years)</b>	<b>: 4</b>
* Students participated	: 127
<b>Number of Summer Camps organised for school children (12 - 17 years)</b>	<b>: 2</b>
* Students participated	: 86
<b>National Seminar on Current Researches in Entrepreneurship (once in 2 years)</b>	<b>: 2</b>
<b>Number of 1-day Shibirs organised for Gujarat schools</b>	<b>: 50</b>
* Students participated	: 2000



## ENTREPRENEURSHIP IN EDUCATION

<u>Training</u>	<u>Location</u>	<u>Period</u>	<u>Target Group</u>	<u>Objectives and Outcome</u>
● Open Learning Programme in Entrepreneurship (OLPE)	National	Throughout the year	Graduates, women employees/ students	To help youth, employees, women and professionals set up their own businesses through distance learning. This year, six additional states viz., U.P., Bihar, Delhi, Haryana, Rajasthan and Kerala have been focussed upon.
● Faculty Development Programmes (FDP) in Entrepreneurship :				
★ For S&T Teachers	EDII campus	July 29-Aug 24, '96	} Teachers of S&T institutions	To equip teachers of science & technical institutions with an understanding of entrepreneurship development activities and entrepreneurial competencies. Around 25 teachers will be trained in each of these programmes.
★ For S&T Teachers	Bangalore	Sept 1996		
★ For Teachers of institutions in Gujarat (2 Programmes)	EDII campus	To be decided	} Teachers of polytechnics and vocational training institutions Teachers of Polytechnics	To augment the need for ED trained teachers in polytechnics and vocational training institutions.
★ For Teachers of Polytechnics of TamilNadu (2 Nos.)	Madras	June 1996 November 1996		
● FDP/TTP Refresher Course	EDII campus	20-25 Jan. 1997	Teachers of S&T institutions	To reinforce and update the skill of TTP/FDP trained teachers of S&T institutions as reflected in the feedback study of these programmes.
● BBA Course for Entrepreneurial Personality Development : - II year - III year	Gujarat University	Mar/Apr. 1996	BBA 2nd & 3rd year students	To continue our commitment of institutionalising entrepreneurship in business schools of management.
● National Summer Camp on Entrepreneurial Adventure for college going youth	EDII campus	May 20-30, '96	HSC and Degree students	To develop the potential for achieving excellence in students. (About 25 students at national level will be trained.) Productive use of summer vacation.
● Summer Camp for school children	EDII campus	May 6-11, 1996	Students of 12-17 yrs. of age	To inculcate a spirit of enterprise among children. About 35 children will be helped to understand the importance of achievement.
● Entrepreneurship Orientation Programmes for students :				
★ Visit of school children	EDII campus	Throughout the year	Students of schools in Gujarat	'Catch Them Young' is the motto. To provide a taste of entrepreneurship to school children visiting EDII.

<u>Workshop/Seminar</u>	<u>Location</u>	<u>Period</u>	<u>Target Group</u>	<u>Objectives and Outcome</u>
▲ Workshop on Entrepreneurship Curriculum and Workshop on Impact of Teachers' Training Programmes.	EDII campus	Feb. 1997	Vice Chancellors / Academicians / Educationists	To share the findings of study conducted on entrepreneurship curriculum in universities / B-schools. To deliberate on the impact of teachers training programmes and disseminate the findings.



## ENTREPRENEURSHIP ENVIRONMENT AND SUPPORT SYSTEM

The entrepreneurs in the course of setting up a venture and even later, have to interact with a number of agencies such as government departments, development organisations, banks and other financial institutions. It is often perceived that their functionaries do not have proper appreciation of the role of the entrepreneurs, and more often than not, are insensitive to their needs. This became a major concern of the EDII since no scheme of enterprise creation and development can succeed, however well intentioned, without cogent belief and comprehension of the requirements of the entrepreneur and his/her enterprise.

Entrepreneurship Environment and Support System came into being with an aim to sensitize the concerned officials of relevant organisation about the constraints faced by the entrepreneurs and the role they can play to help them cross these impediments. Practically every part of the country, particularly in less developed states such as Manipur, Mizoram, Tripura, Nagaland, Assam and others, these orientation and extension motivation programmes have benefitted a large number of support system officials.

One of the most unique activities in this area, a programme for the officers of banks and financial institutions responsible for scrutinizing applications of project funds, known as 'Focussed Behavioural Event Interview (FBEI)' addresses these compelling issues. This programme aims at enhancing the professional expertise of appraisal officials to enable them to assess the entrepreneur objectively and with empathy rather than the project and collatorals alone. The EDII is specifically focussing on

- \* FBEI Training Programmes
- \* Orientation and capacity building of Small Industry Development Officers

Conferences, workshops and seminars are organised for face-to-face interaction amongst NGOs and Bankers, to appreciate and resolve the difficulties that are a constraint for the beneficiaries as well as the providers of various facilities, for enterprise creation and development. A study of industrial clusters has also been undertaken to understand the emergence and functioning of linkages and networks among enterprises.

### ACHIEVEMENT IN THIS THRUST AREA

Entrepreneurs' Meets	:	11
No. of ED Orientation Programmes for officers of DICs/Banks/Financial institutions	:	20
No. of Extension Motivation Programmes for support system officials	:	12
No. of FBEI Programmes for credit/appraisal officers of Bank/Financial Institutions	:	19
Business Counselling Programmes for Small Industry Development Officers		
* No. of officers trained	:	25
COMFAR Programmes for Project Appraisal	:	2



## ENTREPRENEURSHIP ENVIRONMENT & SUPPORT SYSTEM

<u>Training</u>	<u>Location</u>	<u>Period</u>	<u>Target Group</u>	<u>Objectives and Outcome</u>
● Orientation and Capacity Building of SIDO officers in association with NISIET	Regional	To be decided	Small Industry Dev. Officers	Sensitising industrial promotion officers on counselling needs of potential/established entrepreneurs. Updating knowledge and enhancing motivation in the light of new economic scenario.
● FBEI Training Programme	Regional	Dec 16-20, 1996	Bankers/Appraisal Officers	To upgrade the skills of bank officials in assessing entrepreneurial competencies.
● Computer Based Financial Appraisal of Projects	EDII campus	Dec 02-06, 1996	Officials of Financial institutions Banks/Consultants	UNIDO-COMFAR software based skill development for officials of banks, financial institutions and financial consultants involved in project/investment appraisal.
● Industrial Project Evaluation and Investment Decisions	EDII Campus	November 18-29, 1996	Appraisal Officers/ Consultants/ Project Executives Entrepreneurs/ Govt.officials	To improve and update project appraisal techniques and decision making process leading to improved viability and returns. Six similar programmes have been sponsored by UNIDO.

<u>Workshop/Seminar</u>	<u>Location</u>	<u>Period</u>	<u>Target Group</u>	<u>Objectives and Outcome</u>
▲ NGO-Bankers Interface in RED :			Bank Managers & CEOs of NGOs/VOs	To enhance the mutual understanding of the banks and NGOs for credit support to REDP trainees and micro enterprises.
★ Eastern Region	Orissa	Dec 03-05, 1996		
★ Southern Region	TN/Karnat.	December 1996		
★ Northern Region	H.P.	May 23-25, 1996		



## STRATEGIC INTERNATIONAL PROGRAMMES

Eventhough almost all programmes organised by the EDII encourage participation from both national as well as international participants, right from its inception, the EDII has been called upon to organise customised programmes for the developing countries and share its experience and expertise to initiate them into entrepreneurship development, new enterprise creation and small and medium enterprise promotion.

It began with an 'Inter Regional Workshop' for African countries and a programme for Enterprise Creation in Mauritius. The subsequent years witnessed a tremendous boost in the activities in this area such as

- \* Sensitisation and Orientation Workshops for Policy-makers and Support System Officials
- \* Trainer-Motivators' Programmes
- \* New Enterprise Creation Programmes
- \* Small Enterprise Promotion Programmes
- \* Teachers Training Programmes
- \* Savings and Credit System Programmes
- \* Industrial Extension Training Programmes
- \* Bankers Training Programmes

The impact of these programmes in the international front resulted in UNIDO inviting the Institute, in 1991, to collaborate with it and the Government of India in mounting and organising a programme on 'Industrial Project Preparation and Appraisal' for the benefit of credit and investment officers of developing countries. So satisfying was the result that this programme is being organised every year since then.

The EDII has made a formidable inroad into the arena of Business Counselling and based on its expertise is all set to develop Business Counselling Centres in selected developing countries. Institution building in the African countries is another important role that the EDII will be playing with the support of Commonwealth Secretariat and other agencies. Responding to yet another vital need, the EDII is planning to undertake informal credit related activities in the developing countries too.

### ACHIEVEMENT IN THIS THRUST AREA

<b>Programmes for training Entrepreneur-Trainer-Motivators for developing countries</b>	:	11
* Total no. of trainers trained	:	190
<b>No. of Polytechnic Teachers trained as Resource Persons for Commonwealth Association of Polytechnics in Africa (CAPA)</b>	:	18
<b>Programmes on 'Industrial Project Preparation &amp; Appraisal'</b>	:	6
* No. of appraisal officers trained	:	143
<b>Inter-Regional Workshops on Entrepreneurship for Policy-makers of African/Asia/Francophone and CHOGM Member Countries</b>	:	4
* Countries participated	:	35
<b>Feasibility &amp; Need Assessment Studies, for launching EDPs</b> Ghana, Guinea-Conakry, Togo, Cambodia, China, Malaysia, Sri Lanka, Philippines		
<b>Missions/Consultancy Assignments in ED</b> Sudan, Nepal, USSR, Malaysia, Kenya, Ghana.		
<b>Industrial Extension Sub contract</b> Bhutan		
<b>Saving and Credit System for Southern Highlands Extension and Rural Financial Services Project</b> Tanzania		



## STRATEGIC INTERNATIONAL PROGRAMMES

<u>Training</u>	<u>Location</u>	<u>Period</u>	<u>Target Group</u>	<u>Objectives and Outcome</u>
● Women ETM Programme	EDII campus	Aug 26-Sept 20, 1996	Women Entrepreneur Trainer-Motivators	A comprehensive training package to train a group of Trainer-Motivators for initiating, planning and implementing ED activities for women entrepreneurs; to equip them for assessing entrepreneurial competencies and groom them for effective counselling. Indian experiences on Small Enterprise Creation will be shared with international participants.
● Training Programme on Business Opportunity Identification	EDII campus	Sept 23-28, 1996	Trainers/Consultants/Dev. Officers	To help acquire knowledge on new methods, concepts and techniques for identification of business opportunities and linking them with entrepreneurs and their enterprises.
● Training Programme on Project Report Preparation	EDII campus	Sept 30-Oct 5, 1996	Trainers/Consultants/Dev. Officers Bankers/Appraisal officers	To develop analytical capability and use of new tools and techniques viz., computer-aided financial analysis with EDI's FAME software.
● Micro Credit Workshop for NGOs of Developing Countries	EDII campus	Jan 6-31, 1997	Extension Workers of NGOs/VOs	Capacity Building of NGOs for undertaking credit related activities based on EDI's Rural Entrepreneurship Development (RED) experiences
● Inter Regional Workshop of CIS countries on Entrepreneurship Development	EDII campus	February 3-7, 1997	CIS policy-makers, Head of Institutions	To share Indian experiences in the field of entrepreneurship development and encourage CIS countries to adopt EDP and micro enterprise development strategies.
● Industrial Project Evaluation and Investment Decisions	EDII Campus	November 18-29, 1996	Appraisal Officers/Consultants/ Project Executives/ Entrepreneurs/ Govt.officials	To improve and update project appraisal techniques and decision making process leading to improved viability and returns. Six similar programmes have been sponsored by UNIDO.



## WOMEN IN BUSINESS AND GENDER ISSUES

With a goal to promote gender equity, the EDII is actively pursuing its mission of pushing forward the frontiers of knowledge, beyond the narrow confines of male dominance in the sphere of entrepreneurship.

The process began as early as 1984, with a training programme organised for women for enterprise creation at Delhi. A few more programmes organised on an experimental basis, in later years, generated confidence and a formal strategy on 'Women Entrepreneurship' was evolved.

The regional workshop on 'Women in Business' hosted at Ahmedabad in 1993, supported by UNIFEM, buttressed the need to break the stereotype of women in business by a more comprehensive approach. Later in May 1994, in collaboration with UNIDO, the EDII conducted three training workshops in a series, for women entrepreneurs; trainer-motivators and bankers/credit officers/ appraisal officials dealing with projects of women entrepreneurs from developing countries in Asia and Africa; incorporating critical inputs such as gender awareness and creation of skills/ abilities to respond to and deal with 'gender bias'.

The EDII has forged ahead with several training programmes and workshops focussing on specific areas such as

- \* Women Trainer-Motivators' Programme on New Enterprise Creation
- \* Business Opportunities for Women in New and Renewable Sources of Energy
- \* Entrepreneurial Women and Intervention Strategies in the Rural Informal Sector
- \* Gender Orientation Programme for Support Officials
- \* Gender Technology and Entrepreneurship

The EDII is also in the process of addressing the need to gender sensitise the policy makers, planners and support system officials by being the nodal agency for the Gender Planning Training Project to be incorporated in five states in India, under the aegis of Department of Personnel & Training, Ministry of Personnel, Public Grievances & Pension, Govt. of India, New Delhi.

Simultaneously, the EDII is also undertaking research on gender aspects of entrepreneurship and business management and has published papers, books and an audio-visual on successful women entrepreneurs.

### ACHIEVEMENT IN THIS THRUST AREA

#### **Developing Women Entrepreneurs**

* New women entrepreneurs trained	:	142
* No. of women benefitted through special programme on New and Renewable Source of Energy (NRSE)	:	34

#### **Performance Improvement Programmes for growth of Existing Women Entrepreneurs**

* No. of women entrepreneurs trained	:	180
--------------------------------------	---	-----

#### **Training programme for Women Entrepreneur-Trainer-Motivators**

* No. of women entrepreneur-trainer-motivators trained	:	35
--	---	----

#### **UNIDO Project on Women Entrepreneurship**

* No. of women entrepreneurs trained	:	21
* No. of women entrepreneur-trainer-motivators trained	"	25
* No. of financial/appraisal officials dealing with projects of women entrepreneurs trained	:	21

#### **Technical Training provided to Women Entrepreneurs**

* No. of women entrepreneurs from Shri Lanka	:	20
* No. of women entrepreneurs from Nepal	:	19

<b>Workshops organised on Women Entrepreneurship</b>	:	<b>5</b>
--	---	----------



## WOMEN IN BUSINESS AND GENDER ISSUES

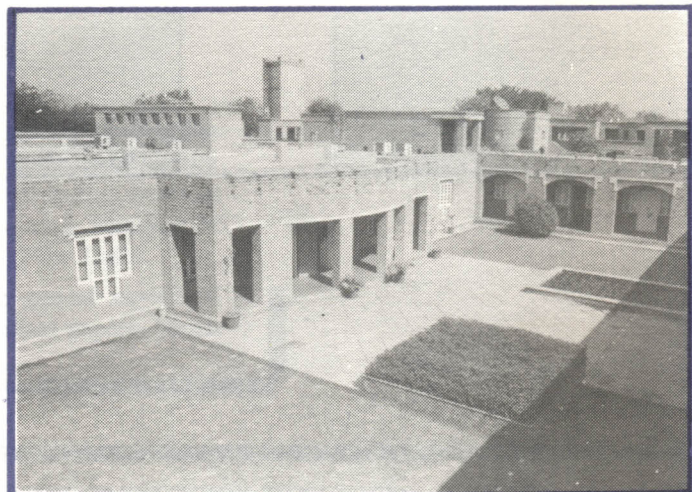
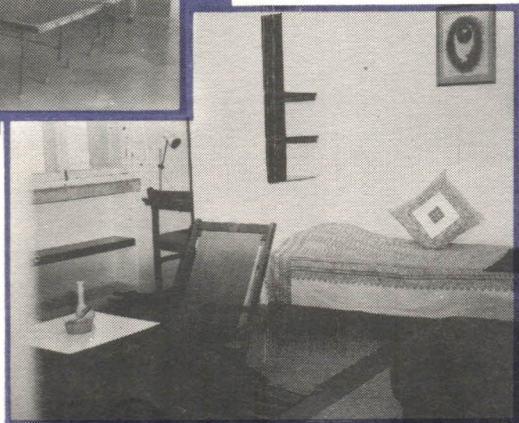
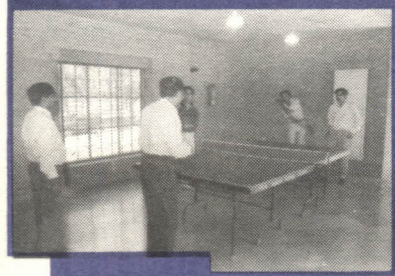
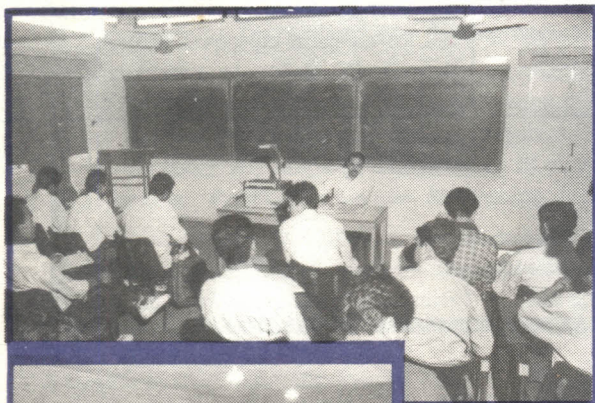
<u>Training</u>	<u>Location</u>	<u>Period</u>	<u>Target Group</u>	<u>Objectives and Outcome</u>
<ul style="list-style-type: none"> <li>● Gender &amp; Entrepreneurship Development (Two Tier Programme) Phase I : Training of Resource Persons Phase II : Gender Sensitisation Workshops/Training Prog.</li> </ul>	EDII campus Regional	To be decided	Support officials	To sensitise policy makers, planners, support system officials of Kamataka, Maharashtra, M.P., Kerala and U.P. on gender issues.
<ul style="list-style-type: none"> <li>● Gender Orientation Programme for District-level support officials of Karnataka</li> </ul>	Bangalore	April 08-12, 1996	Support officials	To sensitise the officials of support system of Kamataka on gender issues.
<ul style="list-style-type: none"> <li>● Gender, Technology and Entrepreneurship : Training Programme for women with technical education/training</li> </ul>	EDII campus	To be decided	Potential women entrepreneurs with technical background	To develop enterprise culture among the participants for setting up of innovative enterprises with a gendered focus.
<ul style="list-style-type: none"> <li>● Women ETM Programme</li> </ul>	EDII campus	Aug 26-Sept 20, 1996	Women Entrepreneur Trainer-Motivators	A comprehensive training package to train Trainer-Motivators for initiating, planning and implementing ED activities for women entrepreneurs; to equip them for assessing entrepreneurial competencies; to groom them for effective counselling; and, to share Indian experiences on Small Enterprise Creation.



## THE EDII CAMPUS

Set in a rural and amidst verdant surroundings, the aesthetically designed campus with a simple yet elegant structure is a judicious blend of the major influences on architecture - Hindu, Islamic and European. The buildings are developed around inner courtyards and loggias which are a major source of light and ventilation. Interspersed with sprawling lawns, thick leafy trees and flora which match the quiet dignity of the solid facade that generates very specific elements and expression, the buildings consist of offices, three air-conditioned and well furnished seminar halls, a conference hall and two air-conditioned residential halls.

The EDII campus is one of the best maintained educational campuses anywhere in the world. The campus has been awarded the prestigious 'Aga Khan Award for Architecture' for the year 1992. The award jury adjudged it to be a place with an "inviting environment for work, interaction and repose".



As a participant you will enjoy the benefits of excellent campus environment. There are two residential halls with air-conditioned rooms, functional yet aesthetically furnished. Meals are served in a clean and spacious dining hall.

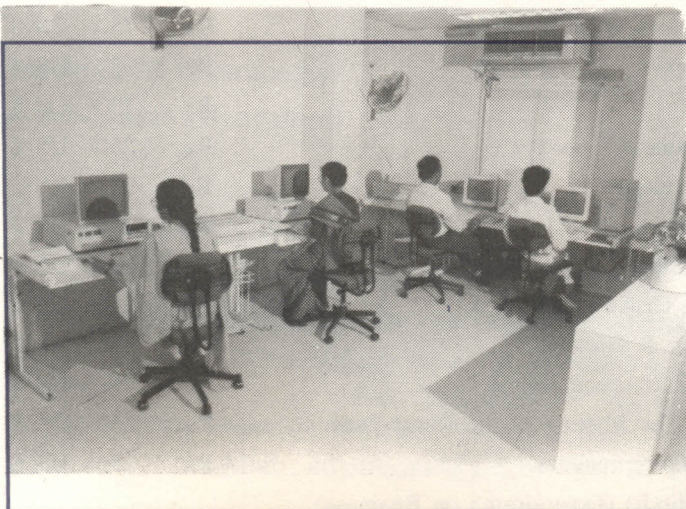
Recreation facilities include music room, satellite television viewing and a range of competitive sporting activities. The immediate surrounding of the campus is unspoilt and ideal for walking and jogging. Participants are also taken for visit to places of tourist importance (locally) and shopping too.



### **The EDII Library and Information Centre (EDIILIC)**

The EDIILIC's highly specialised collection is closely linked with the training programmes and research conducted by the EDII and covers subjects like entrepreneurship, management, psychology, training and economics. The collection includes books, directories, reports, periodicals, newsletters, working papers and videos. The EDIILIC subscribes to 80 national and international periodicals and newsletters besides maintaining special sections on women's issues, project profiles and audio visuals. The facilities are complemented by computerised databases of books, articles from periodicals and project profiles for access to information. Newspaper clippings are maintained to document developments in relevant subject areas.

Course participants have access to reference, lending, photocopying, bibliographic and library and information services.



### **The EDII Computer Centre**

Another important educational facility is the Institute's computer centre. With a highly user-friendly attitude, the Centre continually updates its software inventory to keep pace with the requirements of the Institute's diverse educational and research endeavours. Added to these, are the indispensable audio-visual equipment necessary for teaching and research activities.



## Publications

- |   |                                |
|---|--------------------------------|
| 1. Entrepreneurship Development Programme in India and its Relevance to Developing Countries - V.G.Patel (Book) | Rs. 130/- US \$ 25             |
| 2. Developing New Entrepreneurs (Book) - EDII Faculty   | Rs. 200/- US \$ 40             |
| 3. Self-Made Impact-Making Entrepreneurs (Book)<br>-Gautam R. Jain & M. Akbar Ansari                            | Rs. 250/- US \$ 45             |
| 4. National Directory of Entrepreneur Trainer-Motivators (1996)   |                                |
| 5. Strategy of Success in Business and Industry (Hiindi) (Book)<br>- V. G. Patel                                | Rs. 50/-                       |
| 6. In Search of Identity - The Women Entrepreneurs of India (Book)<br>- Ajit Kanitkar & Nalinee Contractor      | Rs. 160/- US \$ 15             |
| 7. Performance Improvement Booklets for Existing Entrepreneurs  | Rs. 10/- US \$ 5 (Per Booklet) |
| i Budgeting   |                                |
| ii Energy Conservation  |                                |
| iii Cost Consciousness in SSI.  |                                |
| iv Business Plan for SSI.   |                                |
| v Cash Flow in Small Business Management  |                                |
| vi Understanding Value Engineering  |                                |
| vii Basics in Export Marketing  |                                |
| viii Just in Time   |                                |
| ix Record-keeping in Small Business Management  |                                |
| x Statutory Aspects in Small Scale Industries   |                                |
| 8. Not Born - The Created Entrepreneurs (Book)<br>- Jose Sebastian & Sanjay Thakkar                             | Rs. 175/- US \$ 15             |
| 9. New Initiatives in Entrepreneurship Education and Training<br>Edited by Gautam Jain & Debmuni Gupta (Book)   | Rs. 200/- US \$ 25             |
| 10. The Seven Crises & How to beat them V. G. Patel (Book)  | Rs. 180/- US \$ 30             |
| 11. Evaluation of Entrepreneurship Development Programmes (Book)<br>Dinesh N. Awasthi & Jose Sebastian          | Rs. 250/- US \$ 45             |
| 12. EDII Reports (Newsletter - free circulation)  |                                |
| 13. The Journal of Entrepreneurship   |                                |

## Video Cassettes

- |  |                    |
|--|--------------------|
| 1. Five Success Stories of First-Generation Entrepreneurs        | Rs. 750/- US \$ 75 |
| 2. Assessing Entrepreneurial Competencies.                       | Rs. 750/- US \$ 75 |
| 3. Business Opportunity Selection & Guidance                     | Rs. 750/- US \$ 75 |
| 4. Starting Crisis in Business                                   | Rs. 250/- US \$ 20 |
| 5. Cash Crisis in Business                                       | Rs. 250/- US \$ 20 |
| 6. Delegation Crisis in Business                                 | Rs. 250/- US \$ 20 |
| 7. Leadership Crisis in Business                                 | Rs. 250/- US \$ 20 |
| 8. Financial Crisis in Business                                  | Rs. 250/- US \$ 20 |
| 9. Prosperity Crisis in Business                                 | Rs. 250/- US \$ 20 |
| 10. Management Succession Crisis in Business                     | Rs. 250/- US \$ 20 |
| 11. Planning for Competition & Growth                            | Rs. 250/- US \$ 20 |
| 12. Problem Solving - An Entrepreneurial Skill                   | Rs. 750/- US \$ 75 |
| 13. Jewels from the Dust - The Making of the Rural Entrepreneurs | Rs. 250/- US \$ 20 |
| 14. The World of Women Entrepreneurs                             | Rs. 250/- US \$ 20 |
| 15. Chhu Lenge Aasman (Hindi) (Docu-drama on Business)           |                    |



## THE EDII GOVERNING BODY MEMBERS

(as on 31-3-'96)

1. Shri S.H.Khan  
President-The EDII  
Chairman  
Industrial Development Bank of India
2. Shri K.D.Agrawal  
Chairman & Managing Director  
Industrial Finance Corporation of India
3. Shri R.S.Agrawal  
Executive Director  
Industrial Development Bank of India
4. Dr.Yoginder K.Alagh  
Vice-Chancellor  
Jawaharlal Nehru University
5. Shri Shekhar Bajaj  
Chairman & Managing Director  
Bajaj Electricals Ltd.
6. Shri K.V. Bhanujan  
Addl. Chief Secretary  
Industries & Mines Dept.  
Government of Gujarat
7. Dr.M.V.d.Bogaert, s.j.  
Co-ordinator  
Xavier Institute of Development  
Action & Studies
8. Ms.Madhura M.Chatrapathy  
Food Associates (Bangalore)
9. Ms.Shashi Singh Choudhary  
Director  
Rishabh Agro Industries Ltd.
10. Shri P.Kotaiah  
Chairman  
National Bank for Agriculture & Rural  
Development
11. Shri C.K.Mehrotra  
Chief General Manager (Dev. Banking)  
State Bank of India
12. Shri N.Mohanty  
Secretary  
Ministry of Industry  
Dept. of SSI and Agro & Rural Industries  
Govt. of India
13. Dr.Shailendra Narain  
Managing Director  
Small Industries Development Bank of India
14. Shri N.Vaghul  
Chairman  
Industrial Credit & Investment Corpn.  
of India Ltd.
15. Dr.V.G.Patel  
Vice-President & Director  
The Entrepreneurship Development  
Institute of India

**Entrepreneurship Development Institute of India (Ahmedabad)**

Near Village Bhat, (Via Ahmedabad Airport & Indira Bridge)

P.O. Chandkheda - 382 424, Gujarat, India.

Tel. : (079) 7864331, 7869068, 7864084. Fax : (91) (79) 7864367 Tlx. : 121-6224 EDII IN

E-Mail : edindia,ahd@aXcess. net. in. Gram : 'ENDIND' Ahmedabad





**TRAINING PROGRAMMES FOR THE YEAR 1996-97**

Programmes	Location	Duration	Period	Target Group
<b>April, 1996</b>				
Open Training Programme in Entrepreneurship (OLPE)	Regional	9 months	April-Dec '96	Graduates; Employees; Women
BBA Course for Entrepreneurial Personality Development - II	Gujarat University	1 Semester	April 1996	BBA 2nd year students
BBA Course for Entrepreneurial Personality Development - III	Gujarat University	1 Semester	April 1996	BBA 3rd year students
Regional Trainers' Training Programme for NGOs on Rural Entrepreneurship Development (Northern Region)	EDII campus (RJ)	4 weeks	April 2-27, '96	Extension officers of NGOs/VOs
Business Counsellors' Programme (BCP)	Chandigarh (VBP)	1 week	April 7-11, '96	Consultants/Industrial officials
Growth Programme	Chandigarh (VBP)	Programme stretched over 3 mths.	April 15-17, '96 (Phase I)	Existing Entrepreneurs
Growth Programme	EDII campus (SS)	4 days	April 8-11, '96 (Phase II)	Existing Entrepreneurs
Gender Orientation Programme for District-level support officials of Karnataka	Bangalore	1 week	April 8-12 '96	Support officials
<b>May 1996</b>				
Summer Camp for School Children	EDII campus (SS)	1 week	May 6-11, '96	Students in the age group of 12-17 yrs.
Summer Camp on Entrepreneurial Adventure for college going youth	EDII campus (SS)	2 weeks	May 23, '96 June 2, '96	HSC and Degree students
Regional Trainers' Training Programmes for NGOs on Rural Entrepreneurship Development :				
- Eastern U.P., Bihar, North-East, Orissa & West Bengal	Ranchi (Kor)	4 weeks	May 7- June 1, '96	Extension officers of NGOs/VOs
- South India	Bangalore	4 weeks	May 7- June 1, '96	Extension officers of NGOs/VOs
Regional Workshop/Seminar for Chief Executives of NGOs on Informal Credit Delivery (Northern Region)	Shimla	5 days	May 20-24, '96	CEO's of NGOs/VOs
Business Counsellors' Programme (BCP)	Calcutta	1 week	May 6-10, '96	Consultants/Industrial officials
Growth Programme	Calcutta	programme stretched over 3 mths.	May 12-14, '96 (Phase 1)	Existing Entrepreneurs
Regional NGO-Bankers Interface on Rural Entrepreneurship Development (Northern Region)	Himachal Pradesh	3 days	May 23-25, '96	Bank Managers & CEO's of NGOs/VOs



Programmes	Location	Duration	Period	Target Group
<b>June, 1996</b>				
Regional training programme on Informal Micro Credit Delivery System (Northern Region)	H.P/U.P	3 weeks	June 4-22, '96	Extension Workers of NGOs/VOs
Regional Workshop/Seminar for Chief Executives of NGOs on Informal Credit Delivery (Southern Region)	Nagarkoil (Tamilnadu)	5 days	June 11-15, 1996	CEOs of NGOs/VOs
Growth Programme	Chandigarh	1 week	June 1996 (2nd Phase)	Existing Entrepreneurs
<b>July, 1996</b>				
Open Learning Programme in Entrepreneurship (OLPE)	Regional	9 months	July 1996- March 1997	Graduates; Employees; Women
Faculty Development Programme (FDP) in Entrepreneurship for S&T Teachers	EDII campus	4 weeks	July 29- Aug 24, 1996	Teachers of science & technology institutions
Regional training programme on Informal Micro Credit Delivery System (Southern Region-I)	Bangalore	3 weeks	July 9-27, '96	Extension Workers of NGOs/VOs
Trainers' Training Programme for officers of Rural Development and Self Employment Training (RUDSET) Institute, Karnataka	Ujire (Karnataka)	3-4 weeks	July-Aug '96	Development Officers RUDSET
Special EDP for Assam	EDII campus	4 weeks	July 15- Aug 14, 1996	New entrepreneurs
Growth Programme	Calcutta	4 days	July 1996 (Phase 2)	Existing Entrepreneurs
<b>August, 1996</b>				
Regional Workshop/Seminar for Chief Executives of NGOs on Informal Credit Delivery (Western Region)	EDII campus	5 days	April 19-23, '96	CEO's of NGOs/VOs
Women Entrepreneur Trainer-Motivators (ETM) Programme	EDII campus	4 weeks	Aug 26- Sept 20, 1996	Women Entrepreneur Trainer-Motivators
<b>September, 1996</b>				
Faculty Development Programme (FDP) in Entrepreneurship for S&T Teachers	Bangalore	4 weeks	Sept 1996	Teachers of Science & Technology Institutions
Regional training programme on Informal Micro Credit Delivery System (Southern Region)	Kerala	3 weeks	Sept-Oct 1996	Extension Workers of NGOs/VOs
Regional Workshop/Seminar for Chief Executives of NGOs on Informal Credit Delivery (East & North-East Regions)	Bhubaneswar	5 days	Sept 9-13, '96	CEO's of NGOs/VOs
Foundation Trainers' Training Programme for IEDs/CEDs	EDII campus	4 weeks	Sept 9- Oct 4, 1996	EDP Trainers



Programmes	Location	Duration	Period	Target Group
<b>Functional Trainers' Programmes on :</b>				
- Business Opportunity Guidance	EDII campus	1 week	Sept 23-28, 1996	EDP Trainers/ Consultants/Business Counsellors
- Project Report Preparation	EDII campus	1 week	Sept 30- Oct 5, 1996	EDP Trainers/ Consultants/Business Counsellors
- Management Inputs in EDP's	EDII campus	2 week	Sept 23- Oct 4, 1996	EDP/PIP Trainers/ OLPE Counsellors, SIMAP Trainers, Teachers from S&T institutions
<b>October, 1996</b>				
Open Learning Programme in Entrepreneurship (OLPE)	Regional	9 months	Oct '96- June '97	Graduates; Employees Women
Regional training programme on Informal Micro Credit Delivery System (Western Region)	EDII campus	3 weeks	Oct 8-26, '96	Extension workers of NGOs/VQs
Succession Planning for Entrepreneurial Continuity (SPEC)	EDII campus	2 weeks	Oct 28- Nov 9, '96	Sons/Daughters/ Wards of existing entrepreneurs
Intrapreneurship Programme	EDII campus	1 week	Oct 7-13 '96	Managers/Executives of SMEs
<b>November, 1996</b>				
Regional training programme on Informal Micro Credit Delivery System (Eastern Region)	Bhubaneshwar	3 weeks	Nov 19- Dec 7, '96	Extension workers of NGOs/VQs
Functional Appreciation Programme on Critical Decision-making Techniques for Small Enterprises	EDII campus	1 week	Nov 1-5, '96	Owner-Managers & Sr. Executives
Industrial Project Evaluation and Investment Decisions	EDII campus	2 weeks	Nov 18-29, '96	Appraisal Officers/ Consultants/Project Executives/ Entrepreneurs/ Govt. Officials
<b>December, 1996</b>				
Business Counsellors' Programme (BCPs)	Bangalore	1 week	Dec '96	Officials of Central Silk Board
Growth programme	Bangalore	Programme stretched over 3 months	Dec 1996-	Existing Entrepreneurs
Institutionalising SIMAPs : Trainers' Training Programme	EDII campus	1 week	Dec 16-21, '96	ED organisations/ Trainers
Functional Trainers' Programme on Entrepreneur Selection, Motivation, Counselling & Competencies	EDII campus	2 weeks	Dec 9-20, '96	Trainers and professionals involved in ED activities
Chief Executives' Meet of ED organisations	EDII campus	2 days	Dec 12-13, '96	CEO's of ED organisations



Programmes	Location	Duration	Period	Target Group
Best Entrepreneur Trainer-Motivator (ETM) Award	EDII campus	1 day	Dec 13, 1996	ED Trainers/Teachers
FBEI Training Programme	Regional	1 week	Dec 16-20, '96	Bankers/Appraisal officers
Computer Based Financial Appraisal of Projects	EDII campus	1 week	Dec 2-6, '96	Officers of Financial institutions/Banks/Consultants
Regional NGO-Bankers Interface on Rural Entrepreneurship Development :				
- Eastern Region	Orissa	3 days	Dec 3-5, '96	Bank Managers & CEOs of NGOs/VOs
- Southern Region	Tamilnadu/ Karnataka	3 days	Dec 1996	Bank Managers & CEOs of NGOs/VOs
<b>January, 1997</b>				
Open Learning Programme in Entrepreneurship (OLPE)	Regional	9 months	Jan-Sept 1997	Graduates; Employees; Women
FDP/TTP Refresher Course	EDII campus	1 week	Jan 20-25, '97	Teachers of S&T Institutions
Intrapreneurship Programme	Bangalore	1 week	Jan 27-Feb 2, 1997	Managers/Executives of SMES
Micro Credit Workshop for NGOs of developing countries	EDII campus	4 weeks	Jan 6-31, '97	Extension workers of NGOs
<b>February, 1997</b>				
Workshop on Entrepreneurship Curriculum and Impact of Teachers Training Programmes	EDII campus	1 day	February 1997	Vice Chancellors/Principals/Academicians/Educationists
Trainers' Training Programme for KVIC officials	EDII campus	4 weeks	Feb 10-Mar 5, 1997	KVIC officials
Tech-Link Programme	EDII campus	2 weeks	Feb 10-21, '97	New & Existing Entrepreneurs
Inter Regional Workshop of CIS countries on Entrepreneurship Development	EDII campus	5 days	Feb 3-7, '97	CIS policy-makers, head of institutions
<b>Round-the-year activities :</b>				
Entrepreneurship Orientation visits to EDII	EDII campus	Half-a day each	Throughout the year	School children (10+2, vocational stream)
Short-term Fellowships in Entrepreneurship Research	EDII campus	4-12 weeks each	Throughout the year	Researchers, Teachers, Trainers
Growth Consultancy for Existing Entrepreneurs	Gujarat		Throughout the year	Existing SMEs
Rural Entrepreneurship Development Programmes (REDPs) and follow-up of earlier REDPs	Regional		Throughout the year	Rural youth



