

ENTREPRENEURSHIP
IN EDUCATION



MICRO ENTERPRISE
AND MICRO FINANCE
DEVELOPMENT



PERFORMANCE AND
GROWTH OF EXISTING
ENTREPRENEURS



PERFORMANCE IMPROVEMENT
OF ED ORGANISATIONS AND
ED PROGRAMMES



ENTREPRENEURSHIP
ENVIRONMENT AND
SUPPORT SYSTEM



INNOVATION
CENTRE



STRATEGIC
INTERNATIONAL
PROGRAMMES



EDI PROGRAMME PACKAGE

1998-99



Entrepreneurship
Development Institute
of India

HIGHLIGHTS OF THE YEAR 1997-98

Shri S. H. Khan, President, EDI and Chairman, IDBI addressing the gathering on 16th Feb., 1998 during the inauguration of the 'Inter-Regional Centre for Entrepreneurship and Investment Training' established by UNIDO, Vienna and Govt. of India at EDI. Also seen in the picture are (left to right) Dr. V. G. Patel, Vice-President & Director EDI, Mr. M. Sahu, National Project Co-ordinator, IRC & Director, Dept. of Industrial Policy & Promotion, Ministry of Industry, Govt. of India and Mr. B.P. Murali, Project Director, IRC, EDI.



Shri Gunin Hazarika, Industry Minister, Govt. Of Assam, giving away the trophy to Shri Jiten Ch. Kalita of IIE, Guwahati, the Best Entrepreneur Trainer-Motivator (1996) for the North East Region sponsored by SIDBI.



Shri Gunin Hazarika inaugurating the one day workshop on 'Growth of SMEs and Entrepreneurship in NER' organised by the institute on February 5, 1998 at IIE, Guwahati.

Dr. V. G. Patel, Vice-President & Director, EDI, delivering the key note address during the National Convention of Entrepreneur Trainer - Motivators organised at EDI campus during October 23-24, 1997. Also seen in the picture are (left to right) Mr. S. B. Sareen, Convention Director, EDI, Dr. Y. K. Alagh, the former Minister of State for Power, Science & Technology, Govt. of India & EDI Governing Body Member and Mr. Ramesh Dave, Sr. Faculty, EDI.





THE EDI AND ITS MISSION

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 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 in orbit around 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 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, DST, Govt. of India
- A Member of the Economic & Social Commission for Asia and the Pacific (ESCAP)
Network of Centers of Excellence for HRD Research and Training

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

Faculty Associate

Specialises in Marketing, involved in devising strategies for marketing of rural products. Associated with research study on industrial clusters. Presently involved in Distance Learning Programme.

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

Vice-President and 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

Ten years' experience in conducting Rural Entrepreneurship Development Programmes. Currently involved in programmes related to behavioural input in REDPs.

N. Ramesh, M.Sc. (Chemistry)

Faculty

Worked as Chemist (R & D) for 7 years and as an Entrepreneur Trainer-Motivator for 14 years. Specialises in Business Opportunity Identification, Project Report Preparation, Industrial Potential Survey, Information Sources and Counselling.

S. B. Sareen, Diploma in Textile Technology, Diploma in Management

Faculty

With fifteen 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. Presently looking after the national project of Open Learning Programme in Entrepreneurship.

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

Associate Senior Faculty

Psychologist specialising in Organisational Behaviour, Human Resource Development, Intrapreneurship & Entrepreneurship Education. Currently involved in programmes on personality development, motivation, leadership, group dynamics and organisational stress. Research work on curriculum of entrepreneurship, entry barriers to entrepreneurship and new selection & motivational tools for potential entrepreneurs.

B. S. 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, Ph.D. (Sociology) Meerut University

Associate Faculty

Rural sociologist engaged in action research and training, working with NGOs for 'rural enterprise creation' and 'micro finance' programmes.

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

Assistant Faculty

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

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

Faculty

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

Mayank Upadhyay, Cost Accountant

Senior Visiting Faculty

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

Kirti Vakil, B.Com.

Associate Faculty

Almost two decades of extensive field experience in motivating youth to go in for income generation activities. Specialises in Entrepreneurship Development Training. Expertise in institutionalisation of REDPs through voluntary organisations.

Gulshan Wadhwa, Ph.D.(Bio-Technology), IIT, Delhi, M.Tech

Faculty

Worked in areas such as on induction of Stress Inducible Genes, Diagnostic Industry, Marketing of Technologies and Plastic Injection Moulding Industry. Has 15 publications to his credit.

ENTREPRENEURSHIP IN EDUCATION



Given the fact that India will be entering the 21st century with around 106 million unemployed youths; most of them educated, the need of the hour is to create 'job providers' instead of 'job seekers'. This necessitates re-orientation of our education system which could help youth leave behind their negative attitude and approach towards self-employment and view the same in a more encouraging and positive framework.

While policy encourages generation of self-employment options, the seekers of these options are often those who take it up by chance or negative push rather than planned choice. The 'spirit of enterprise' therefore needs to be inculcated into the psyche of the present and future generation. This requires an 'attitudinal change' in the mindset of all communities of Indian society.

Realising that education is an apt medium to reach out to a wider section of society, Entrepreneurship in Education is an important thrust area of the institute. The following programmes are organised on a regular basis under this thrust area.

- Capacity building programmes, known as 'Faculty Development Programmes' for the teachers of engineering colleges/ schools.
- Summer Camps for children and youth enabling them to imbibe the traits of a competent 'Entrepreneur'.
- Seminars and workshops for educationists, planners, policy-makers and administrators to chalk out a positive course of future action with respect to introducing entrepreneurship in education.

In addition to these core programmes, the programmes planned for the current year are expected to create an 'attitudinal change' in the society and bring about a healthy change in the way students think and feel about self-employment.

This apart, support to educational/professional institutions will be provided to help them smoothly implement ED courses and activities.

This year, the institute is going to launch its first long term course- a 1-year accelerated and exhaustive application oriented course. This Post-Graduate Diploma in Business Entrepreneurship and Management is specially designed to develop well-moulded young managers, executives and entrepreneurs.

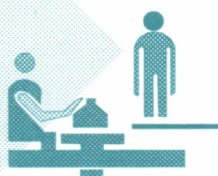
Achievements in this thrust area

■ Number of Teachers' Training Programmes/ Faculty Development Programmes	27
* Technical teachers trained	548
■ Number of National Summer Camps on Entrepreneurial Adventure for Youth (17-22 years)	6
* Students participated	204
■ Number of Summer Camps for School Children (12-16 years)	4
* Students participated	174
■ National Seminar on Current Researches in Entrepreneurship (once in 2 years)	3
* Delegates participated	90
■ National Workshop on Entrepreneurship Education in Vocational Schools & Technical Institutions	
* Delegates participated	37
■ National Workshop on Approaches to Entrepreneurship Education	
* Delegates participated	17
■ Number of 1 Day Orientation Programmes on Entrepreneurship Organised for Gujarat Schools	70
* Students participated	2900

ENTREPRENEURSHIP IN EDUCATION 1998-99

▶ A. Training		Location	Duration/Period	Target Group	Objectives and Outcome
1.1	Faculty Development Programme (FDP) in Entrepreneurship for Teachers of Colleges & Universities	i) EDI campus ii) Banglore/ Southern Region	3 weeks each Dec. 14, 1998- Jan. 01, 1999 To be decided	Teachers of S&T, Commerce & Management institutions	To equip teachers with knowledge about entrepreneurship development activities. This year, teachers from disciplines other than science & technology will also be invited to participate. Total target : 40 teachers.
1.2	National Summer Camp on Entrepreneurial Adventure for College-going Youth	EDI campus	2 weeks May 19-29, 1998	HSC and College students	To develop entrepreneurial values among youth, help them identify innovative and challenging careers and plan the same entrepreneurially.
1.3	Summer Camps on Entrepreneurial Stimulation for School Children (3 Nos.)	i) EDI campus ii) Lucknow iii) Bangalore	1 week each May 04-09, 1998 June 15-20, 1998 May 18-23, 1998	Students of 12-16 yrs. of age (7th-10th graders)	To inculcate the spirit of achievement among children at the right age. This year, the camps will be extended to two more regions. Target : 100 children in 3 camps.
1.4	Visit of School Children to the Institute	EDI campus	1 day Throughout the year	Students of 10th/12th grades & vocational stream	To 'Catch Them Young' and provide them an exposure to entrepreneurship. Target : 500 students from 10 schools.
▶ B. Workshops/Seminars		Location	Duration/Period	Target Group	Objectives and Outcome
1.5	UGC workshop on 'Review of Entrepreneurship Curricula' in vocational stream.	EDI campus	3 days May 25-27, 1998	UGC Committee Members/ Principals of Colleges	An effort to bring about a uniform Curriculum of entrepreneurship in vocational courses of first Degree Education.
1.6	Workshops on 'Introducing Entrepreneurship in Formal Education System' :				To deliberate on introducing ED courses at school and college level and seek support of planners/policy-makers and administrators in the education system for the same. The findings of the 'Entry Barrier Study' will also be presented in the workshop for higher education.
1.6.1	At School Level	New Delhi	1 day Nov. 05, 1998	NCERT/State Education Officials	
1.6.2	At Higher Education Level	New Delhi	1 day Nov.06, 1998	Higher Education Officials from UGC/AICTE/HRD Ministry/NIEPA/NSTEDB	
1.7	Entrepreneurship Education in Gujarat Schools	EDI campus	1 day July 1998	Managing Trustees of Education Trusts	To deliberate on latest developments in entrepreneurship education and create an awareness about the need for introducing ED activities in their respective institutions.
1.8	Capacity Building of Resource Persons for organising Students' Camps on Entrepreneurship	EDI campus	3 days Nov. 26-28, 1998	Trainers/ED Professionals	To equip trainers and professionals with knowledge and skills to organise short duration students' camps on entrepreneurship at state level. Target : 20 persons.
▶ C. Others		Location	Duration/Period	Target Group	Objectives and Outcome
1.9	Establishment of an 'Academy of Achievers'	EDI campus	1 year Throughout the year	Programme participants/ ED institutions	To prepare and document cases, success stories, video films and bibliography on achievers from different walks of life. To function as a key resource centre for information on 'achievers'.
1.10	Encouraging 'Students' Clubs on Entrepreneurship' in Educational Campuses	National	1 year Throughout the year	College Students & Teachers	To create entrepreneurship awareness among students. Members will be exposed to business entrepreneurship through industrial visits/placements. Experimental club to start in Ahmedabad, Gujarat.

MICRO ENTERPRISE AND MICRO FINANCE DEVELOPMENT



RED initiatives had been taken on an experimental basis a decade earlier. Today, EDI is working with about 150 NGOs for promotion of micro enterprise and micro-finance in rural areas, all over the country. EDI effectively pursues its mission of Rural Entrepreneurship Development by training extension workers of NGOs throughout the country. These, then act as an extended arm of EDI to provide a sustainable solution to rural unemployment and effectively utilise the tremendous potential of resources, both material and manpower in such regions. The institute has successfully institutionalised this activity at a national level by organising hundreds of Rural Entrepreneurship Development Programmes.

In order to address the growing demands for training on micro-credit delivery system management, rural marketing capabilities and in-house financial management among NGOs, EDI has been organising skill development programmes on a continuous basis throughout the country.

This year, the programmes have been specifically designed to;

- address the needs/ requirements of entrepreneurs trained under REDPs,
- train extension workers of NGOs/VOs with skills to help rural youth in launching their micro enterprises,
- strengthen NGO personnel to manage their finance & accounts,
- develop a cadre of NGO professionals with improved skills in rural marketing,
- facilitate capacity building of NGOs for organising micro-credit related activities.

Seminars and workshops will be organised to initiate the process of micro-credit delivery through NGOs and link them with SIDBI's bulk lending schemes. Manuals will also be published for NGOs on Informal Micro-Credit Delivery System and on 'Rural Marketing' to help rural producers in marketing their products. Besides, EDI is planning to collaborate with XIDAS, Jabalpur, on a long term programme to evolve a new region-based strategy to promote micro enterprises.

Achievements in this thrust area

■ Number of REDPs completed	375
* Number of rural poor trained	9375
* Number of rural enterprises set up	5030
■ Experiment in Group Entrepreneurship in Nagaland	
* Number of societies created	29
* Number of units started	240
■ Rural Trainers' Training Programmes	12
* NGOs Extension Officers trained	284
■ Number of National/Regional Workshops on RED strategy for NGOs	9
* Number of NGO officials sensitised	257
■ Activities on Informal Micro Credit Delivery System (IMCDS)	
* Number of Trainer's Training Programmes	5
Number of NGO officials trained	134
* Workshops for CEOs of NGOs on IMCDS	5
Number of CEOs attended	122
* Number of NGO officials re-trained in the Refresher Course on IMCDS	23
■ Number of Capacity Building Programmes for NGOs on Sustainability	3
* NGO trainers trained	48
■ Number of Sri Lankan Officials trained on Micro Enterprise Development	51
■ Support to Rural Industries Programme (RIP) Project of SIDBI	

MICRO ENTERPRISE AND MICRO FINANCE DEVELOPMENT 1998-99

▶ A. Training					
		Location	Duration/Period	Target Group	Objectives and Outcome
2.1	NABARD/SIDBI sponsored REDPs.	Regional	1 year Throughout the year	Rural Youth	Promotion of micro enterprises in rural areas through NGOs/VOs. Target : 3000 beneficiaries.
2.2	Trainers' Training Programme (2 Nos.)	i) Lucknow ii) EDI campus	2 weeks each Aug. 17-29, 1998 To be decided	Extension Workers of NGOs/VOs	Training of extension workers of NGOs/VOs to help rural youth in launching their micro enterprises. Capacity Building of NGOs.
2.3	Training Programme on Financial Management	EDI campus	1 week Jan. 18-23, 1999	Middle-level NGO Functionaries	To strengthen NGO personnel to manage their finance and accounts.
2.4	Training Programme on Rural Marketing	EDI campus	1 week Jan. 25-30, 1999	NGO professionals	To develop a cadre of NGO professionals with improved skills in rural marketing so that they can extend support to trained entrepreneurs.
▶ B. Workshops/Seminars					
		Location	Duration/Period	Target Group	Objectives and Outcome
2.5	Chief Executives' Workshop on RED Strategy	Calcutta	3 days 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.
2.6	Chief Executives' Workshop on IMCDS	i) Hyderabad ii) Jaipur	3 days each To be decided	CEOs of NGOs	For initiating the process of micro credit delivery through new NGOs with a view to extending and expanding the existing network of micro credit providers from the NGO sector.
2.7	Refresher Workshop on IMCDS for NGOs	Lucknow	5 days Sept. 21-25, 1998	Trainers/ NGO workers	To link the interested NGOs with SIDBI's bulk lending scheme so that they are able to operationalise their credit delivery plans.
2.8	Biennial National Meet of NGO Entrepreneur Trainer-Motivators (ETMs)	EDI campus	3 days Nov. 11-13, 1998	ETMs/ Extension officers	To provide a platform for experience-sharing among NGO ETMs and help them sharpen their skills.
2.9	NGO-Bankers Interface (2 Nos.)	i) EDI campus ii) Lucknow	3 days each To be decided	NGOs/Bankers	To sensitise bankers towards the needs of REDP trainees and help NGOs establish linkages with banks. An effective way to facilitate credit delivery to rural poor through organised finance sector, i.e. banks.
2.10	Capacity Building of and professional support to NGOs	i) Regional ii) EDI campus iii) CASA New Delhi	5 days each To be decided One year	NGO Trainers	Capacity building of NGOs for sustainability in the new economic environment.
▶ C. Other Activities					
		Location	Duration/Period	Target Group	Objectives and Outcome
2.11	RIP Project of SIDBI	Regional	3 years	NGOs	To extend support to SIDBI-assisted NGOs in RIP states in the area of marketing and technology and supplement their efforts in promoting rural enterprises.
2.12	Best Rural Entrepreneur Trainer-Motivator (RETM) Award	EDI campus	1 day Nov. 11, 1998	NGO ETMs	To encourage NGO RETMs and recognise their contribution to REDP movement.
2.13	Best Banker's Awards	EDI campus	1 day Nov. 11, 1998	Bankers	Given the fact that bankers remain reluctant to extend credit to the poor, the award is meant to recognise those 'entrepreneurial bankers' who financed REDP-trained entrepreneurs. Likely to have demonstrative effect on other bankers.

PERFORMANCE AND GROWTH OF EXISTING ENTREPRENEURS



Consolidation and growth of the small industry sector is an essential element of industrial policy throughout the globe. The major part of industrial output in all countries is contributed by the small sector. However, efficient intra and interscalar industries linkages need to be developed in a planned and systematic manner. The far-east has effectively employed such policies and has achieved tremendous growth. Planning needs to be extended beyond more opportunity generation and distribution of business plan formulation techniques. What policy does not do can be attempted by entrepreneurs through their own initiatives.

Proper training and counselling in the direction of equipping the existing entrepreneurs with skills to encourage planned growth, can really bring about a visible change in the performance graph of small scale enterprises. Realising the necessity of such interventions, the EDI organises Performance Improvement Programmes, Growth Programmes, Intrapreneurship Programmes, Export and Strategic Management Programmes, Small Industry Management Assistant Programmes and Programmes on Succession Planning for Entrepreneurial Continuity, aiming at imbuing advanced functional management and strategic techniques for surviving and growing in a state of rapid environmental, technological and organisational flux.

To face the challenges of an open economy, the small scale enterprises (SSEs), which form a vital segment of the Indian Business, should gear up to internationalise their business operations. SSEs have the advantage of adaptability and flexibility, but unfortunately, lack knowledge of international business environment, marketing techniques, procedures and formalities of export, forex management, etc.

As a step towards equipping existing and potential small scale entrepreneurs with knowledge of international business and creating awareness about market potential of various countries and products, a series of training programmes are organised by the EDI.

Developing business counsellors and institutionalising the concept of business counselling as against conventional consultancy within the industrial environment has been an additional initiative of the Institute under this thrust area. EDI also undertakes extensive policy research and publishes working manuals to facilitate wide dissemination of EDI's field experiences and expertise among small & medium industry.

Thus, the programmes, this year, have been designed with a view to;

- facilitating planned growth among established entrepreneurs including women, with a focus on exports, technology upgradation, etc.
- developing the skills of existing entrepreneurs in expanding their business avenues,
- developing second generation entrepreneurs for smooth transition of family businesses and
- developing managerial skills of existing entrepreneurs.

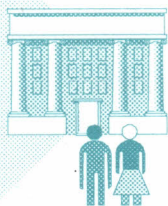
Achievements in this thrust area

■ Succession Planning for Entrepreneurial Continuity (SPEC)	9
* Successors groomed	187
■ Performance Improvement Programmes (PIPs) for Existing Entrepreneurs (9 programmes exclusively for Women)	39
* Entrepreneurs trained	976
■ Small Industry Management Assistant Programmes (SIMAPs)	37
* Young graduates developed	868
■ Growth-cum-Business Counsellors' Programmes	9
* Entrepreneurs geared up	184
* Counsellors for SMEs participated	167
■ Export-oriented Growth-cum-Counsellors' Programmes	2
* Entrepreneurs trained	36
* Business Counsellors participated	37
■ Growth-cum-Counsellors' Programmes in association with state-level ED organisations	3
* Entrepreneurs influenced	35
* Counsellors developed	64
■ Region/Product-specific Export Workshops	2
* Business with CIS countries	
Number of potential exporters trained	23
* Business with South Africa	
Number of potential exporters trained	34
■ Functional Programmes on Strategic Management	3
* Entrepreneurs trained	32
■ Intrapreneurship Programmes	3
* Managers/Executives of SMEs trained	61

PERFORMANCE AND GROWTH OF EXISTING ENTREPRENEURS 1998-99

▶ A. Training		Location	Duration/Period	Target Group	Objectives and Outcome
3.1	Succession Planning for Entrepreneurial Continuity (SPEC X)	EDI campus	2 weeks Nov. 30-Dec.12, 1998	Sons/Daughters/Wards of Existing Entrepreneurs	To train successors to join family businesses with a view to enabling smooth transition management. Around 20 second generation entrepreneurs will be trained.
3.2	Growth-cum-Counselling Programme in association with State-level ED Organisations (3 Nos.)	Regional	3 phases stretched over 4 months To be decided	Counsellors/ Existing Entrepreneurs	As a part of EDI's mission to institutionalise Growth-cum-Counselling programmes at state-level through resource persons from various institutions trained by EDI. Faculty support to be provided to local institutions. [Target : 75 enterprises]
3.3	Export-oriented Growth-cum-Counselling Programmes (3 Nos.)	Chennai Mumbai Delhi	Aug.-Oct. 1998 Oct.- Dec. 1998 Jan.-March 1999	Counsellors/ Existing Entrepreneurs	To facilitate planned growth among established entrepreneurs with focus on exports. Region and sector-specific; 60 SMEs to be strengthened for exports.
3.4	Technology-focussed Growth-cum-Counselling Programmes (2 Nos.)	Ahmedabad Bangalore	Aug.-Oct. 1998 Oct.- Dec. 1998	Counsellors/ Existing Entrepreneurs	To facilitate growth of cluster-based SMEs through technology intervention.
3.5	Growth-cum-Counselling Programme for Existing Women Entrepreneurs	Chennai	Aug.-Oct. 1998	Counsellors/ Existing Entrepreneurs	To help existing women entrepreneurs understand the growth potential of their ventures. They will be imparted counselling on growth process and key functional areas of management. To be preceded by a Gender Sensitisation Workshop for support system officials. Target 25 women entrepreneurs.
3.6	Programme on Selecting Intrapreneurs	EDI campus	2 days Nov. 21-22, 1998	Corporate HRD Managers/Trainers	To prepare HRD personnel for identifying 'intrapreneurial' managers who could shoulder responsibilities of strategic business units. [Target : 20]
▶ B. Workshops/Seminars		Location	Duration/Period	Target Group	Objectives and Outcome
3.7	Constraints to Growth : Sensitisation Workshop on Gender Issues	Chennai	2 days Aug. 1998	Support System Officials	To sensitise the support system on prevalent gender biases and bring about an attitudinal change in them to motivate women entrepreneurs to take their businesses to newer heights. A part of Growth-cum-Counselling Programme targeted at Existing Women Entrepreneurs.
3.8	Export Workshops (Country/Product Specific) :		4 days each	Existing Entrepreneurs/ Potential Exporters	To motivate potential SSI exporters to pursue opportunities in the international market suited to their capabilities in terms of country/product/services.
3.8.1	Garments	Ludhiana	June 1998		
3.8.2	Southern Africa	Bhopal	Sept. 1998		
3.8.3	Software	EDI campus	Jan. 1999		
3.9	SPEC Parents' Workshop	Bombay	1 day Nov. 7, 1998	Parents of potential/previous SPEC participants	A prelude to SPEC programme to get feedback from parents whose wards have gone through SPEC in the past and also to consult parents of potential participants. Will help in designing course curriculum considering the changed environment.

PERFORMANCE IMPROVEMENT OF ED ORGANISATIONS & ED PROGRAMMES



With increasing competition in the globalised industrial economy, Entrepreneur Trainer-Motivators cannot just afford to play the role of 'facilitators'. They need to develop specialised counselling and consultancy skills and impart high quality training inputs to potential entrepreneurs. Behavioural and motivational inputs should be effectively supported by hard core managerial and technical inputs necessary for successful initiation and management of a business venture.

In order to widen the entrepreneurial base of the country and to facilitate the process of New Enterprise Creation, the EDI launched an Open Learning Programme in Entrepreneurship (OLPE) for nation-wide dissemination of the concept of entrepreneurship.

As a part of its mission, the institute constantly appraises the performance of state-level ED institutions. Besides, for effective organisation of ED activities in the respective states, it regularly organises capacity building programmes for trainer-motivators and provides EDI expertise for successful implementation of training programmes. EDI's prestigious 'Best ETM Award' encourages trainer-motivators by recognising their effects in the area of entrepreneurship training & development.

The relatively high success rate of ED programmes and the vast pool of skilled trainers developed by EDI have helped the institute in effectively institutionalising the EDP concept at state-level.

In order to encourage greater co-operation and establish a network amongst these institutions, EDI convenes and presides over regular Annual Meets of Chairmen and Chief Executives of state-level ED institutions.

The 'Journal of Entrepreneurship' brought out by the institute on a regular basis is an internationally recognised literary forum for pioneering academic initiatives in the field of entrepreneurship development.

With an objective to strengthen state-level ED institutions and ED programmes, the institute designed its this year's programmes focussing on

- capacity building of ED institutions through foundation and functional trainers' training programmes,
- skill development programmes to help trainer-motivators organise growth programmes for existing entrepreneurs,
- developing first generation entrepreneurs through OLPE.

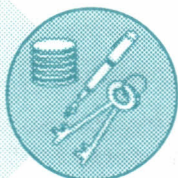
Achievements in this thrust area

■ Open Learning Programme in Entrepreneurship (OLPE)	
* Launched in January 1995	
* Number of batches announced	13
* Number of learners enrolled	1305
* Number of S&T learners	972
* Number of women learners	252
■ National Trainers' Courses	16
* Trainers developed	238
* Trainers accredited	110
■ Functional Trainers' Programmes on :	
* Entrepreneur Selection, Motivation, Counselling and Competencies	4
- Professionals trained	50
* Business Opportunity Identification & Guidance	4
- Professionals trained	80
* Project Report Preparation	4
- Professionals trained	67
■ Capacity Building of Organisations - Trainers Trained	
* Central Silk Board	43
* Khadi & Village Industries Commission	45
* Kerala Horticulture Dev. Programme (KHDP), Cochin	52
* Rural Dev. & Self Employment Trust (RUDSET)	30
* Indo Dutch Project Management Society (IDPMS)	22
* Entrepreneurship Development (ED) Cells of Engineering Colleges	19
* Tata Iron & Steel Company (TISCO) Ltd., Jamshedpur	8

PERFORMANCE IMPROVEMENT OF ED ORGANISATIONS & ED PROGRAMMES 1998-99

A. Training				
	Location	Duration/Period	Target Group	Objectives and Outcome
4.1	National	11 months Throughout the year	Graduates, Women, Employees, Students Professionals	To help youth, employees, women and professionals set up their own businesses through distance learning. This year's target : 600 learners.
4.2	EDI campus	4 weeks Sept. 1998	EDP Trainers	To increase supply of Trainer-Motivators in state-level IEDs/CEDs for effectively carrying out ED related activities. Subject to demand from state institutions. Capacity building.
4.3	EDI campus	3 days Aug. 10-12, 1998	EDP Trainers/ Consultants/ Business Counsellors	To upgrade skills of EDP trainers, business counsellors and consultants on business opportunity identification based on information technology for effectively counselling entrepreneurs. 15 ED professionals will be trained.
4.3.1	EDI campus	1 week Dec. 7-12, 1998	EDP Trainers	To help trainers handle sessions and provide counselling on business management in the changing environment, based on Trainers' Manual prepared by the Institute. 20 trainers will be re-trained.
4.3.2	EDI campus	3 days Nov.26-28 1998	EDP Trainers	To institutionalise these activities at the state-level and help trainers develop professional expertise in new programmes.
4.4	EDI campus	1 week Nov.30-Dec.5, 1998	EDP Trainers	
4.4.1	EDI campus	3 days To be decided	Potential/Existing Entrepreneurs Library/Computer professionals	A comprehensive training package for setting up an Information Centre to provide fee-based data services in various fields.
4.4.2	EDI campus			
4.5				
B. Workshops/Seminars				
	Location	Duration/Period	Target Group	Objectives and Outcome
4.6	Bhopal	2 days May 6-7, 1998	CEOs of ED organisations	An effort to bring all Chief Executives of ED organisations on a common platform to discuss emerging issues in the field of entrepreneurship development; networking; information exchange.
C. Publication				
	Location	Duration/Period	Target Group	Objectives and Outcome
4.7	-	6 months Apr-Sept 1998	Entrepreneurs/ ED organisations	In the light of new industrial policy, existing manual is being revised.
D. Other Activities				
	Location	Duration/Period	Target Group	Objectives and Outcome
4.8	-	Throughout the year	State Govts.	Support to be extended to new institutions of Rajasthan and J&K with a view to building up ED activities in them.
4.9	EDI campus	1 day Nov. 11, 1998	ED Women Trainers/ Teachers	To motivate Women Entrepreneur Trainer-Motivators to contribute more towards ED activities among women.

ENTREPRENEURSHIP ENVIRONMENT AND SUPPORT SYSTEM



The support system plays a crucial role in the survival and growth of potential and existing entrepreneurs. The constituents of the support system such as; officials of developmental organisations, financial institutions and administrative/ monitoring departments, should not see their role as being merely administrative. Skills of business and entrepreneurial evaluation techniques need to be imparted to the functionaries and upgraded periodically and effectively. There is also a need to sensitise these officials to the changing and growing requirements of the entrepreneurs. EDI has initiated several orientation and extension motivation projects to address these needs.

The widely appreciated Focussed Behavioural Event Interview (FBEI) technique, developed by the EDI, addresses the issue of appraising the 'man-behind the project', i.e. the entrepreneur. Similarly capacity building programmes for industry associations and effective business counselling programmes are conducted on a regular basis. Orientation towards identifying and developing intrapreneurial talents amongst existing enterprises is also imparted.

The hurdles faced by existing and potential women entrepreneurs are many. This includes attitudinal barriers in the support system. Keeping this in view, EDI organises EDPs for potential women entrepreneurs, trainers' training programmes and orientation programmes for support system officials aiming at bringing about an attitudinal change in them.

Conferences, workshops and seminars are also organised for interaction between NGOs and bankers to facilitate creation and development of business enterprises. The institute has also undertaken several research initiatives in the area of industrial environment, industrial clusters, policy and support systems.

This year, the programmes have been designed to :

- sensitise the environment to provide extensive support to potential/ existing entrepreneurs;
- inculcate intrapreneurial skills to help government officials play a proactive role;
- encourage women entrepreneurs to come forward, establish their ventures and become self-sufficient;
- develop linkages/ network among all those who work to support and promote entrepreneurship and
- study the emerging role of industry associations in the changing economic scenario.

Achievements in this thrust area

■ Entrepreneurs' Meets	11
■ Number of ED Orientation Programmes for Officers of DICs/Banks/Financial institutions	23
* Number of officers sensitised	462
■ Number of Extension Motivation Programmes for Support System Officials	12
* Officers trained	240
■ Number of FBEI Programmes for Credit/ Appraisal Officers of Banks/Financial Institutions	19
* Officers trained on the interview technique	342
■ Business Counsellors' Programme for Small Industry Development Officers (SIDOs)	
* Number of officers trained	48
■ Intrapreneurship Programme for Govt. Official of Jammu & Kashmir	
* Officials trained	26
■ NGO-Bankers' Interface	3
* Number of NGO-CEOs participated	40
* Number of Bankers participated	45
■ Workshops on Women Entrepreneurship : Gender & Entrepreneurship Development under GTPP of Govt. of India	
* Number of Resource Persons trained (5 States)	22
* Number of Workshops organised in 2 states (U.P. and M.P.)	4

ENTREPRENEURSHIP ENVIRONMENT AND SUPPORT SYSTEM 1998-99

▶ A. Training		Location	Duration/Period	Target Group	Objectives and Outcome
5.1	Intrapreneurship Programme for J & K Officials.	Phase I: Ahmedabad Phase II: Srinagar	10 days Dec. 15-24, 1998 3 days To be decided	J & K Govt.Officials	To make the government officials more pro-active to the needs of new/existing entrepreneurs.
5.2	Training of DIC Officials (3 Nos.)	EDI campus	1 week each April 20-24, 1998 May 11-15, 1998 June 29-July 3, 1998	DIC officials	To bring about attitudinal change in DIC officials so as to help them perform the role of a 'change agent' in the changing economic scenario.
▶ B. Workshops/Seminars		Location	Duration/Period	Target Group	Objectives and Outcome
5.3	Managing Change : Role of Industry Associations in Liberalised Economic Environment	EDI campus	2 days Jan 1999	Industry Associations	To sensitise industry associations towards their new role in the wake of changing economic policies in the country. The workshop will be preceded by a study.
5.4	Workshop on Constraints to Growth : A Policy Perspective	EDI campus	2 days Sept. 10-11, 1998	Govt.officials/ Entrepreneurs/ Finan.Institutions/ Ind.Associations	Dissemination of the research study findings on 'Facilitating and Hindering Factors in the Growth of SMEs'. An attempt to evolve policy framework and action plan to remove the constraints.
▶ C. Publications		Location	Duration/Period	Target Group	Objectives and Outcome
5.5	Study of Industrial Clusters in India	-	1 year	Policy Makers, Industry Associations	To disseminate the research study findings on Industrial Clusters and initiate talk on the methodology and prospects of strengthening them.
5.6	Entry Barriers to Entrepreneurship	-	1 year	Educationists/Policy makers/Financial Institutions/Banks/ Youth Bodies/ Entrepreneurs	To disseminate the findings on the research.
5.7	Constraints to Growth : Emerging Issues in Entrepreneurship	-	1 year	Entrepreneurs/ Policy-makers/ Financial Institutions/ Banks	To disseminate the findings of the research on the theme.

INNOVATION CENTRE

(A NATIONAL FACILITY FOR SCIENCE & TECHNOLOGY BASED ENTREPRENEURIAL INNOVATIONS)



A National Facility for Innovations sponsored by the National Science & Technology Entrepreneurship Development Board (NSTEDB), DST, Govt. of India, set up at EDI, is expected to play a facilitatory role in bringing ideas from laboratories to the industrial arena. The Innovation Centre, is expected to encourage evolution of technology-driven enterprises by making available information on new and advanced technologies.

To realise the said objective, the Centre has developed a National Data Bank to facilitate (a) potential entrepreneurs in selecting suitable projects, and (b) existing entrepreneurs in technology upgradation/ quality improvement. This information source will highly benefit ED institutions all over the country.

While research institutions and laboratories can provide a lot of inputs in terms of R&D, the problem lies in commercialising these innovative ideas. The Centre would bring about one-to-one interaction between industry and R&D laboratories to bridge the existing gap in adopting appropriate technologies and facilitating technology tie-ups.

This apart, through specialised hi-tech EDPs, technology upgradation programmes and workshops on new products/processes, the Centre would strive to support survival/ growth of potential and existing entrepreneurs.

The Centre is hence expected to serve as a crucible and melting pot of R & D that may be successfully exploited for the cumulative growth in quality and competitiveness of industrial manufacturing processes and products in the sub-continent.

To provide additional inputs in the area of business opportunity identification and guidance to prospective and existing entrepreneurs, the institute will prepare video-films on innovative products and processes.

INNOVATION CENTRE 1998-99

▶ A. Research		Location	Duration/Period	Target Group	Objectives and Outcome
6.1	Study of Existing Entrepreneurs with reference to technology needs	Ahmedabad	3 months Feb - Apr 1998	Existing units in 3 industrial estates	To understand and assess the technological needs of existing entrepreneurs for adopting innovative products/processes in their enterprises.
6.2	Study of Units based on Innovative Technologies	National	3 months Apr - June 1998	Existing Units	To assess and understand problems associated with commercialisation of innovations. The findings of the study will be disseminated through a workshop.
▶ B. Workshops		Location	Duration/Period	Target Group	Objectives and Outcome
6.3	Problems & Issues in Adopting Appropriate Technologies	EDI campus	1 day August 1998	Existing Entrepreneurs/ Scientists from R&D Labs.	One-to-one interaction between industry and R&D laboratories to bridge the existing gap in adopting appropriate technologies.
6.4	Commercialisation of Innovations	EDI campus	1 day Dec 1998	Existing Entrepreneurs/ Scientists from CSIR Labs.	One-to-one interaction between industry and R&D laboratories to facilitate technology tie-ups.
6.5	Interaction with Industry Associations	EDI campus	1 day May 1998	Office Bearers of Ind. Associations	To orient Industry Associations and their members on new technological developments.
▶ C. Seminars		Location	Duration/Period	Target Group	Objectives and Outcome
6.6	On Scope and Opportunities in :		1 day each		A series of seminars on selected sectors to facilitate introduction of new products and processes to existing enterprises.
6.6.1	Essential Oils and Aromatic Chemicals	EDI campus	June 11, 1998	Existing & Prospective Entrepreneurs in respective industries/ Technologists/ Consultants/ Industrial Promotion Agencies/ED Orgns.	
6.6.2	Pharmaceuticals	EDI campus	August 28, 1998		
6.6.3	Food & Agro Processing	EDI campus	Sept 30, 1998		
6.6.4	Communication Technology	EDI campus	Oct 30, 1998		
6.6.5	Bio-Technology	EDI campus	Nov 26, 1998		
6.6.6	Dyes & Chemicals	EDI campus	Dec 30, 1998		
6.6.7	Pollution Control	EDI campus	Feb 26, 1999		
▶ D. Other Activities		Location	Duration/Period	Target Group	Objectives and Outcome
6.7	Preparation of Video Films on S&T based products & processes	EDI campus	Throughout the year	Potential Entrepreneurs/Ind. Promotion Agencies	To provide additional inputs in the area of business opportunity identification and guidance to prospective entrepreneurs.
6.8	Developing and Maintaining Data Bank	EDI campus	Throughout the year	Potential/Existing Entrepreneurs/Ind. Promotion Agencies	To provide required information on S&T based projects to facilitate (a) potential entrepreneurs in selecting suitable projects, and (b) existing entrepreneurs in technology upgradation/quality improvement.

STRATEGIC INTERNATIONAL PROGRAMMES



The institute has effectively supported ED activities throughout the globe at the behest of international developmental agencies such as; UNIDO, ILO, Commonwealth Secretariat, FNST., SAARC, World Bank and Governments of developing countries. EDI's expertise in Entrepreneurship Development, New Enterprise Creation, Business Opportunity Identification and Project Appraisal Technique is globally appreciated. The institute has extended and shared its Indian experiences with governments and agencies across the continents. Specialised programmes and projects have been successfully organised for the officials of the support system, ED organisations, NGOs/ VOs and educational institutions, industry associations, etc.

In recognition of its international stature, the United Nations Economic and Social Commission for Asia and Pacific (ESCAP), Bangkok, Thailand has declared EDI a 'Centre of Excellence'. Besides, the UNIDO and the Government of India sponsored Inter-Regional Centre (IRC) for Entrepreneurship and Investment Training established at the institute is yet another feather in its cap. The objective of the Centre is to develop and strengthen indigenous capabilities of selected developing countries of Asia and Africa in 'Project Development Cycle' (i.e. identification, preparation, appraisal and implementation of industrial investment projects). The focal point institutions to be developed in three regions, as a part of IRC's mission to coordinate ED activities across the countries are expected to effectively disburse the EDI experiences.

Besides organising training programmes for different target groups under IRC, the institute will also conduct its regular training programmes such as Industrial Project Report Preparation and Appraisal and advanced programme on project Appraisal based on COMFAR package.

Achievements in this thrust area

■ Programmes for training Entrepreneur Trainer-Motivators (ETMs) for developing countries	12
* Total number of trainers trained	212
■ Number of Polytechnic Teachers trained as Resource Persons for Commonwealth Association of Polytechnics in Africa (CAPA)	18
■ Number of programmes on 'Industrial Project Preparation & Appraisal for developing countries	8
* Number of appraisal officers trained	181
■ Number of Inter-Regional Workshops on Entrepreneurship for Policy-makers of African/Asian/Francophone and CHOGRM member countries	4
* Countries participated	35
■ UNIDO Project on Women Entrepreneurship	
* 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
■ Technical training provided to Women Entrepreneurs of developing countries	
* Number of women entrepreneurs from Sri Lanka	20
* Number of women entrepreneurs from Nepal	19
■ 'Concept-to-Completion' Approach for initiating and implementing ED activities in :	
Ghana and Kampuchea	
■ Industrial Extension Sub-Contract	
Bhutan	
■ Savings & Credit System for Southern Highlands Extension and Rural Financial Services Project	
Tanzania	
■ ILO-supported Exchange Programme between EDI and IEDI, Nepal	

STRATEGIC INTERNATIONAL PROGRAMMES 1998-99

▶ A. Training		Location	Duration/Period	Target Group	Objectives and Outcome
7.1	Inter-Regional Centre (IRC) Project :				
7.1.1	EDP in Botswana	Gaborone Botswana	5 weeks Sept.-Oct. 1998	Potential Entrepreneurs	As a part of IRC's mission to develop Focal Point Institution (FPI) in Botswana in the area of Entrepreneurship Development and Investment Training. About 25 potential entrepreneurs will be trained on identification of appropriate technologies and consultancy services for technology absorption.
7.1.2	Trainer's Training Programme	Gaborone Botswana	4 weeks Jan 1999	ED Professionals from Botswana & other countries of S. Africa	To develop a core group of resource persons for entrepreneurship development through Focal Point Institution developed in Botswana, Capacity Building.
7.1.3	Sector-specific Programme on Industrial Project Preparation and Appraisal	EDI campus	3 weeks Nov.-Dec. 1998	Trainers/Consultants Dev.Officers/ Bankers/Appraisal Officers	To improve and update project appraisal techniques and decision making process in specific industrial sector that would lead to improved viability and returns.
7.1.4	9th Training Programme on Industrial Project Preparation and Appraisal	EDI campus	3 weeks Feb.-March 1999	Trainers/Consultants Dev.Officers/ Bankers/Appraisal Officers	A training programme based on standard UNIDO model to strengthen individual/institutional capability to formulate, appraise and devise appropriate mechanism with a view to implementing viable industrial investment projects.
7.1.5	Advanced Programme on Project Appraisal focussing on Finance and Computer Model for Feasibility Analysis & Reporting (COMFAR)	EDI campus	2 weeks Jan 1999	Policy Makers/ Investment Promotion Officers/ Financial Specialists	To sharpen analytical skills of participants in the area of financial analysis for taking effective investment decisions on industrial projects.
7.2	Women ETM Programme for Developing Countries	EDI campus	4 weeks Sept. 1-25, 1998	Women Entrepreneur Trainer-Motivators	A comprehensive training package to train Trainer-Motivators for initiating, planning and implementing ED activities for women entrepreneurs; equipping them with skills to assess entrepreneurial competencies; and, grooming them for effective counselling. Indian experiences on Small Enterprise Creation will be shared.

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 enquires 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 on 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.

The Centre also plans to launch an Annual Lecture Series by eminent entrepreneurship theorists and practitioners on specific themes.

CENTRE FOR RESEARCH IN ENTREPRENEURSHIP EDUCATION AND DEVELOPMENT (CREED)

▶ A. Research				
	Duration/Period	Target Group	Objectives and Outcome	
1	Study on Entry Barriers to Entrepreneurship as perceived by Youth	3 months April-June 1998	Graduates/Students	To understand the facilitating and hampering factors in selecting entrepreneurship as a career. The study will have wide implications for policy formation, training and curriculum design.
2	Role of Entrepreneurship Education in Promoting Self-employment : Gujarat Experience	3 months July-Sept. 1998	Students/Teachers/ Parents	To assess the contribution of entrepreneurship education in motivating students for self-employment and a career in entrepreneurship. Report could be useful for introducing entrepreneurship in regular curricula.
3	Long Term Course in Entrepreneurship & Management : A Feasibility Study	2 months April-May 1998	Potential/Existing Entrepreneurs and Managers	To assess the desirability, feasibility and nature of proposed course. If found viable, further action will follow.
4	Study on Successful NGO Intervention in IMCDS : The Indian Experience	1 year Throughout the year	NGOs	To document the success and failure factors in operating Micro Credit Delivery System. A sound methodology for micro credit management could be evolved.
5	Study on Bankers' Attitude and Constraints to Credit Delivery	6 months Sept. 1998 Feb. 1999	Banks	To isolate the critical factors which hinder smooth supply of credit to new entrepreneurs from a banker's point of view which may lead to policy changes.
6	Study on the Role of Industry Associations in the Changing Economic Policy Frame	6 months June-Nov. 1998	Small Industry Associations	To study and evolve a model for interventions by industry associations for the benefit of their members especially in view of increasing emphasis by the Government on these associations.
7	Impact of Industrialisation on Regional Economy : A Study of Problems and Prospects	6 months Oct. 1998- March 1999	Officials of Govt. of Gujarat	To assess the impact of large industrial units on the local economy and evolve a model whereby local area gets maximum possible benefits.
8	Developing a Regional Index of the Level of Entrepreneurship Development	6 months July-Dec. 1998	Entrepreneurs & Policy-makers	To develop an index which could be used for policy formulation as well as for investment decisions.
▶ B. Other Activities				
	Duration/Period	Target Group	Objectives and Outcome	
9	Journal of Entrepreneurship	Bi-annual	Academic Community	To share research findings with the academic community and enhance the boundaries of knowledge in entrepreneurship.
10	Short-term fellowships in Entrepreneurship Research	2-12 weeks each Throughout the year	Researchers	5 fellowships to ED trainers, teachers, researchers to work on specific themes. Travel, on-campus residence and library support will be made available.
11	Annual Lecture on Entrepreneurship	1 day Feb. 1999	All interested individuals	To spread the message of entrepreneurship. A distinguished guest speaker will be invited to deliver an annual lecture on a specific theme.

EDI PUBLICATIONS

1.	Entrepreneurship Development Programme in India and Its Relevance to Developing Countries - V. G. Patel	Rs. 150/- US \$ 10
2.	Developing New Entrepreneurs	Rs. 250/- US \$ 20
3.	Self-Made Impact-Making Entrepreneurs	Rs. 300/- US \$ 22
4.	National Directory of Entrepreneur Trainer-Motivators (1996)	Rs. 190/-
5.	In Search of Identity - The Women Entrepreneurs of India - Ajit Kanitkar & Nalinee Contractor	Rs. 200/- US \$ 15
6.	A Manual on How to Prepare a Project Report - J. B. Patel & D. G. Allampally	Rs. 150/- US \$ 10
7.	A Manual on Business Opportunity Identification & Selection - J. B. Patel & S. S. Modi	Rs. 200/- US \$ 15
8.	Performance Improvement Booklets for Existing Entrepreneurs	Rs. 50/- US \$ 4 (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	
9.	Not Born - The Created Entrepreneurs - Jose Sebastian & Sanjay Thakur	Rs. 200/- US \$ 15
10.	New Initiatives in Entrepreneurship Education & Training - Edited by Gautam Jain & Debmuni Gupta	Rs. 200/- US \$ 15
11.	The Seven Business Crises & How to Beat Them - V. G. Patel	Rs. 210/- US \$ 16
12.	Evaluation of Entrepreneurship Development Programmes - D. N. Awasthi & Jose Sebastian	Rs. 250/- US \$ 20
13.	The Journal of Entrepreneurship (Published by SAGE Publications)	Subscription for one year Rs. 175/- US \$ 34 UK £ 26
14.	EDI Reports (Newsletter-free circulation on request)	
15.	Open Learning Programme in Entrepreneurship (OLPE) Newsletter (for OLPE learners)	

EDI 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) (In five episodes)	Rs. 2000/-

Note : Postage charges will be extra

HIGHLIGHTS OF THE YEAR 1997-98

A participant of the international training programme on 'Industrial Project Preparation and Appraisal', expressing her views on the programme, during the valedictory function on March 6, 1998. This was the first programme conducted under the banner of Inter Regional Centre for Entrepreneurship and Investment Training. Also seen in the picture are (right to left) Dr. V. G. Patel, Vice President & Director, EDI, Ms. Pratibha Karan, Jt. Secretary, Department of Industrial Policy and Promotion, Ministry of Industry, Government of India, Mr. Wilfred S. Nanayakkara, UNIDO Country Director for India & Bhutan and Mr. B. P. Murali, Project Director, IRC, EDI.



Dr. V. G. Patel, Vice President & Director, EDI, addressing the participants during the inaugural function of the workshop on 'How To Do Business With South Africa' sponsored by SIDBI and organised at EDI campus during January 5-10, 1998. Also seen in the picture are (right to left) Mr. Jacques De Vos, Consul General of the South Africa and Dr. Abhijit Bhattacharya, Project Director, EDI.



Mr. Jacques De Vos inaugurating the workshop.

Dr. Abhijit Bhattacharya, the Programme Director, addressing the gathering during the inaugural function of the Workshop on Export to CIS and East Europe, sponsored by SIDBI and organised at SBMP, Mumbai during November 10-15, 1997. Also seen in the picture (second from left) is Mr. Ireneusz Makles, Consul General of the Republic of Poland.



Members of the Governing Body of EDI As on 31st March, 1998

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7. **Shri K. V. Kamath**
Managing Director & CEO
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Addl. Chief Secretary
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9. **Shri P. Kotaiah**
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