

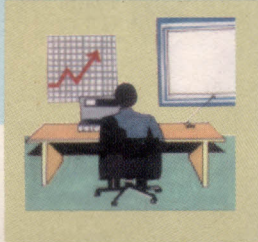
Entrepreneurship in Education



Micro Enterprise and
Micro Finance Development



Performance and Growth of
Existing Entrepreneurs



Performance Improvement of ED
Organisations and ED Programmes



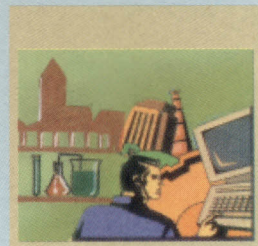
EDI Programme Package 1999-2000



Entrepreneurship Environment
and Support System



Innovation Centre



Strategic International
Programmes



**Entrepreneurship Development
Institute of India**

Highlights of the year 1998 - 1999

Dr. Yo Maruno, Deputy to the Director General and Managing Director, Investment Promotion and Institutional Capacity Building Division, UNIDO, Vienna, lighting the ceremonial lamp while inaugurating the 9th Industrial Project Preparation and Appraisal with special focus on Woven Garment Sector organised under the aegis of Inter-Regional Centre during December 4 - 23, 1998. Also seen in the picture are Mr. B. P. Murali, Sr. Faculty & Programme Director (on his right) and Dr. V. G. Patel, Vice President & Director, EDI.



A participant of this international training programme presenting a bouquet welcoming Ms. Pratibha Karan, Joint Secretary, Deptt. of Industrial Policy & Promotion, Ministry of Industry, Govt. who presided over the inaugural function.



Shri Sureshchandra Mehta, Hon'ble Minister of Industry, Govt. of Gujarat (second from left) seen with (left to right) Dr. Abhijit Bhattacharya, Workshop Director, EDI; Dr. V. G. Patel, Vice President & Director, EDI; and Mr. K. V. Ramanathan, General Manager, SIDBI, Ahmedabad, during the inauguration of the SIDBI - sponsored workshop on 'Software Exports' organised on EDI campus from January 5 - 8, 1999.



His Excellency, Justice Shri Anshuman Singh, Governor of Gujarat, giving away various awards on November 11, 1998 during the National Meet of Rural Entrepreneur Trainer Motivators (RETM) organised on EDI campus.

- IDBI - sponsored Best Woman Entrepreneur Trainer - Motivator (ETM) Award to Ms. Padma Iyer of IED-UP, Lucknow and Special Jury Award to Smt. Kaushalyaben Desai of ANArDe Foundation, Vapi, Gujarat.
- EDI - instituted Best Rural ETM Awards :
 - First winner : Mr. Iqbal Singh, Society for Advancement of Village Economy (SAVE), Kullu, H. P.
 - Second Winner : Mr. Dinesh Kumar, Rural Development Society and Vocational Training Organisation (RUDSOVAT), Sawai Madhopur, Rajasthan.
 - Special Jury Award to Ms. Ranjeeta Kaur, Association for Women & Rural Development, Lakhimpur, Assam.

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(NSTEDB), 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**
- The winner of the prestigious '**Aga Khan Award for Architecture**' for its campus for the year 1992.

FACULTY PROFILE

Dinesh N. Awasthi, Ph. D. (Economics) Sardar Patel University

Senior Faculty

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

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

Associate Senior Faculty

Specialises in financial management, accounting systems and legal framework of NGOs, with almost two decades of direct involvement in the voluntary sector. Currently involved in capacity building in NGO sector.

Abhijit Bhattacharya, Ph. D.(Economics) Patrice Lumumba University, Moscow

Associate Senior Faculty

Economist working in the areas of exports, joint ventures, tie-ups and other forms of international alliances among small and medium scale entrepreneurs. Expert on problems of economic transition in CIS and Eastern Europe and India's trade ties with these countries.

Nalinee Contractor, B.A., LL.B.

Visiting Faculty

Specialises in gender and women in business. Has conducted several New Enterprise Creation and Performance Improvement Programmes for potential and existing women entrepreneurs. Has co-authored a book on women entrepreneurs and contributed to other EDI publications.

Ramesh Dave, B. Sc., M.A., LL.B.

Senior Faculty

Has 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.

Sanjay Grover, MBA(Marketing)

Assistant Faculty

Specialises in developing marketing strategies for specific products/services, like educational and training programmes, software etc. Has experience in industry and teaching.

Raman Jaggi, P.G. Dip (Rural Management)

Associate Senior Faculty

Involved in institutionalising sustainable development process in grass-root micro-enterprise / finance institutions. Specialises in small enterprise consultancy, business opportunity guidance & cluster-oriented SSI development.

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

Associate Senior Faculty

An Economist involved in teaching Economics, Value Systems, Strategic Planning and Multinational Management. Research in varied fields such as; human relations at doctoral level, transactions costs, sectoral policy analysis, irrigation management, tenancy agreements, entrepreneurship and small business, turn-around strategies and quality standards in management education. Currently looking after the PGDBEM course at EDI.

Prabhat Labh, P.G. Diploma in Forest Management (IIFM, Bhopal)

Assistant Faculty

Specialises in Forestry and Natural Resource Management; wide experience in the areas of agriculture, watershed management and natural resource management. Worked as a Program Officer in Ford Foundation supported Client Driven Agriculture Research & Extension Project.

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

Assistant Faculty

Specialises in the areas of finance and accounts with 5 years experience in the fields of Pharmaceutical and Consumer Appliances Industry. Presently involved in teaching finance and accounts and small business management in PGDBEM course.

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

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. As Project Director, looking after the activities of the Inter-Regional Centre for Entrepreneurship & Investment Training.

V. Padmanand, M.Phil., CRENIEO, M.Phil., Cambridge, UK, PGDM
Faculty

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

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

Faculty Associate

Marketing experience in the corporate sector. 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 in Entrepreneurship and Programme on Rural Marketing.

Abhinav Paranjpe, M.Sc.(Computer Science)

Associate Faculty

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

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

Faculty Member (On deputation)

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

N. Ramesh, M.Sc. (Chemistry)

Faculty

Worked as Chemist(R&D) for seven years and as Entrepreneur Trainer-Motivator for fifteen 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

Has sixteen 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 Open Learning Programme in Entrepreneurship(OLPE).

Nilanjan Sengupta, Ph.D. (Sociology) Visva Bharti Shantiniketan

Associate Faculty

Worked as a Faculty Member at National Institute of Bank Management in the Development Banking area group as a Sociologist and Gender Specialist. Engaged in training and extensive research. Specialises in Gender & Development, Rural Development, Development Banking etc.

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

Associate Senior Faculty

Psychologist specialises in Entrepreneurship Education, Organizational Behaviour, Human Resource Development and Corporate Entrepreneurship. Currently involved in Executive Development Programmes for corporate houses. Organizing programmes on Personality Development, Motivation, Leadership, Organizational Effectiveness, Managerial Excellence, Group Dynamics and Organizational Stress. Research work on developing curriculum of entrepreneurship, entry barriers to entrepreneurship and new selection & motivational tools for potential entrepreneurs.

B. B. Siddiqui, Ph.D.(Psychology) Gujarat University

Senior Visiting Faculty

Psychologist specialising in Clinical and Organisational Psychology. Trained to conduct Personal Growth Laboratory Training Programmes and Group Dynamics. Currently involved in programmes on HRD, Organisational Behaviour, Personality and Leadership Development. A registered Counsellor-Psychologist with Rehabilitation Council of India, New Delhi.

Naresh Singh, 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

Associate 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, ACWA

Senior Visiting Faculty

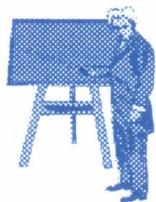
Specialises in the areas of finance and project planning with extensive experience in Development Banking and Commercial Banking. Involved in conceptualising and conducting a number of national and international programmes in corporate financial strategy formulation and management, investment decisions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

Kirti Vakil, B.Com.

Associate Faculty

More than 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.

ENTREPRENEURSHIP IN EDUCATION



Education is a 'public good' as per economist's parlance. However, its impact can hardly be tangible, if it remains purely academic. Educational policies and approach remain dysfunctional, if they are not adapted or linked with the requirements of industry and economic sub-sectors of an economy. Millions of unemployed only increase the fiscal burden of the exchequer. Reorientation of curricula with a focus on application-oriented educational inputs is the need of the hour. Equally, if not, even more vital, it is imperative to link entrepreneurship curricula with all the conventional educational streams. While the focus of such education at the initial stage of the academic spectra needs to remain on soft-skill entrepreneurial competency development, at the higher technical & graduate qualification level, the need is to incorporate hard-skill inputs into their syllabi.

The EDI, therefore, envisages the introduction of entrepreneurship curricula in all the institutions of higher learning in the country. The target institutions include business schools, engineering colleges and higher secondary schools in most states of the Indian subcontinent. The Institute having established 'world recognised excellence' in entrepreneurship training, will strive to inculcate this concept across the length & breadth of the country. It will initiate interventions at various levels, such as ; policy formulation, curriculum design, pedagogical methods of imparting education and human resource development in general.

Having established a formal association with the University Grants Commission (UGC), the institute's policy research division and expert faculty with considerable experience in establishing institutions nationwide, will all be instrumental in realising this vision. The pioneering endeavour of the Institute in launching the one-year Post Graduate Diploma in Business Entrepreneurship and Management (PGDBEM) would play a vital role in developing youth to take up New Enterprise Creation as a career option. An exclusive 'Academy of Achievers' will also be developed at the institute to serve as motivational frame of reference for the productive citizens of the morrow.

Achievements in this thrust area

■ One-year Post Graduate Diploma in Business Entrepreneurship and Management (PGDBEM) (Launched in August 1998)	
Number of students enrolled	60
■ Number of Faculty Development Programmes (FDPs) in Entrepreneurship	28
Number of teachers trained	560
■ Number of National Summer Camps on Entrepreneurial Adventure for Youth (17-22 years)	7
Students participated	238
■ Number of Summer Camps for School Children (12-16 years)	6
Students participated	230
■ National Seminar on Current Researches in Entrepreneurship	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	80
Students participated	3400

ENTREPRENEURSHIP IN EDUCATION 1999-2000

Sr.No.	Activity	Location	Duration/ Period	Target Group	Objectives & Outcome
1.1 Education Programme :					
1.1.1	Post Graduate Diploma in Business Entrepreneurship and Management (PGDBEM)	EDI campus	1 year Aug '99 - July 2000	Graduates from any discipline; family business successors; NGO representatives	The one-year accelerated and application-oriented course would develop well-moulded entrepreneurs, family business successors and NGO professionals. Target : 80 students
1.2 Capacity Building Programmes :					
1.2.1	College Principals: Workshop on 'Approaches to Entrepreneurship Education' (4 Nos.)	EDI campus Three Regions	1 day each July 28,'99 To be decided	Principals of vocational stream colleges	To discuss with principals the need, scope and approaches to entrepreneurship education in vocational stream and encourage them to implement it. Research study findings on 'Entry Barriers to Entrepreneurship' will be shared with them. Target : 100 colleges.
1.2.2	Faculty Development Programmes (FDPs) in Entrepreneurship for College & University Teachers (3 Nos. : 1 National; 2 Regional)	EDI campus North South	2 weeks each July 13-24, '99 To be decided	Teachers of vocational stream, S&T institutions, commerce colleges & business schools	To develop capabilities of teachers on entrepreneurship module and equip them to carry out ED activities. Target : 75 teachers.
1.2.3	Workshop on Introducing Entrepreneurship in School Curricula (3 Nos.)	U. P. H. P. M. P.	1 day each To be decided	State Education Planners/Policy makers/ Principals/Professionals	To deliberate on introducing ED courses at school level and seek their support for initiating entrepreneurship education in formal education. Target : Sensitising 75 officials
1.2.4	Manual on Teaching Entrepreneurship for College Teachers	EDI campus	6 months July-Dec'99	Teachers / Trainers/ Professionals	To provide material on 'How to Teach Entrepreneurship'. Will be useful for 1500 vocational stream colleges.
1.2.5	Developing Interactive CD-Rom for University/Polytechnic Teachers	EDI campus	3 months Oct-Dec, '99	Teachers/ Trainers/ Professionals	To make resources available on Entrepreneurship in the form of a CD-Rom for the benefit of teaching community.
1.2.6	Support to Educational Institutions on Entrepreneurship Education	National	1 year Throughout the year	Educational/ Professional Institutions	To help educational institutions smoothly implement ED courses and activities. Need-based support to be made available on curriculum design, resource material and training.
1.3 Sensitisation of Youth and Children : 'Catch Them Young':					
1.3.1	Eighth National Summer Camp on Entrepreneurial Adventure for College going Youth	EDI campus	2 weeks May 25- Jun 04, '99	HSC & College students	To help youth identify an innovative and challenging career option and plan it entrepreneurially. Target : 30 college students.
1.3.2	Summer Camps on Entrepreneurial Stimulation for School Children (3 Nos. : 1 National; 2 Regional)	EDI campus Bangalore North	1 week each May 10 -15,'99 May 3-7, '99 To be decided	Students of 12-16 yrs. of age (7th-10th std.)	To inculcate a spirit of achievement in children at right age. This year, to institutionalise the camp at regional level. Target : 100 children in 3 camps. Productive use of summer vacation.
1.3.3	Entrepreneurship Awareness Camps (3 Nos.)	Uttar Pradesh	3 days each Sept-Dec '99	S&T students	To create awareness among science/ polytechnic students for becoming 'job creator' rather than 'job-seeker'. Target : 200 students.
1.3.4	Visit of School Children	EDI campus	1 day each Throughout the year	10th/12th Std. students of vocational stream	To provide students an exposure to entrepreneurship and motivate them to become 'self employed'. Target : 500 students from 10 schools of Gujarat.
1.3.5	Developing an 'Academy of Achievers	EDI campus	1 year Throughout the year	Programme participants	A compendium of cases, success stories, video films and bibliographic references on achievers from all walks of life. A key resource centre for information on achievers.

MICRO ENTERPRISE AND MICRO FINANCE DEVELOPMENT



The rural sector of the economy houses the bulk of India's unemployed, under-employed and poverty-stricken. Inequalities in income distribution and malnourishment are chronic features of the rural economy. Alternative income generation options need to be devised to solve the travails of the rural masses. Self-employment and entrepreneurship training would not only offer a means of sustainable livelihood, but would also help develop some of the most viable industrial sectors in terms of global competitive advantage. Hence, the Rural Entrepreneurship Development Programme (REDP) model has been structured by thrust area experts of the Institute.

In order to ensure dissemination of the EDI-REDP model across the length and breadth of the country, the Institute has been working with hundreds of established NGOs/VOs and state level institutions, in organising REDPs. Potential entrepreneurs in the remotest of areas in the sub-continent are benefitted through this approach.

The EDI has also developed and incorporated the modalities and techniques involved in the development of Self-Help Groups (SHGs), local area banks and the micro-credit delivery system into its rural development thrust. Cluster-based micro enterprise development in rural areas has also emerged as a significant initiative of the institute.

The Institute plans to grow into an International Centre for Micro Enterprise and Micro Finance Development (INTERmemfin) to alleviate the twin problems of poverty and unemployment in developing countries. NGOs operating at grassroot level, training interventions on urban micro enterprise sector and agricultural opportunity oriented EDPs are receiving increasing focus in this area.

Having acquired significant experiences in the area of Micro Credit Delivery Management, EDI has planned to internationalise the programmes to share its expertise with other developing countries. Rural marketing and NGO-Banker interfacing have also been focussed upon. Extensive research is being pursued on a continuous basis. These are followed by policy workshops and preparation of professional manuals for effective dissemination of action based learning from research among policy makers, NGO officials, trainers and funding institutions.

Achievements in this thrust area

■ Number of REDPs Conducted	435
Number of rural poor trained	10017
Number of rural enterprises set up	4134
■ Number of Trainers' Training Programmes Organised	15
Number of rural trainers trained	362
■ Number of National / Regional Workshops on RED strategy for NGOs	13
Number of NGO officials sensitised	402
■ Activities on Informal Micro Credit Delivery System (IMCDS) :	
★ Trainers' Training Programmes organised	5
NGO trainers trained	134
★ Number of Workshops for CEOs of NGOs on IMCDS	7
Number of CEOs attended	182
★ Number of NGO officials re-trained on IMCDS Refresher Course	60
■ Number of Capacity Building Programmes for NGOs on Sustainability	3
NGO trainers trained	48
■ Number of Policy Sensitisation Workshops organised for Sustainability of NGOs	3
Number of officials sensitised	175
■ Number of Rural Youth influenced through Entrepreneurship Awareness Workshop	40
■ Support to Rural Industries Programmes (RIP) Project of SIDBI :	
★ Number of Agencies engaged in Enterprise Promotion which were provided Technology & Market Linkages	12
★ Number of Technology Demonstrations organised	11
Number of SSIs/Artisans/Potential Entrepreneurs benefitted	650
★ Number of participants in the Handicraft Exporters' Meet organised for linking local artisans with exporters of brassware	36
■ International Delegations on Micro Enterprise Development :	
Sri Lankan delegates	66
From Nepal	60

PERFORMANCE AND GROWTH OF EXISTING ENTREPRENEURS



Some SMEs are in the throes of financial and technical collapse, while many have metamorphosed into profit centres, collaborating with if not challenging the larger players who have entered their geographical market segments. EDI faculty, consultants and trainers have had tremendous exposure towards counselling potential & existing entrepreneurs and have also had the opportunity to learn from their experiences. Be it due to the success of the sustainable flexible manufacturing system, the far eastern method of manufacturing system, or the cluster based approach to industrial development, economists have oft declared the next millennium to be that of Asia's. Regardless of the perceptible shift in the location of manufacturing enterprises towards fast developing and reforming countries, like India, the shift in the base of service sector industries is also perceptible. EDI's professional competence in project, exports, systems and management consultancy is gainfully employed as to ensure a sustainable transition of SMEs into viable partners or competitors of global players within the programme of reform sequencing under the auspices of the International Monetary Fund.

With a vision to create 'World Class' entrepreneurs, EDI has also been undertaking research training and consultancy programmes for existing entrepreneurs, ensuring that they have a sustainable potential base to grow. Incorporation of sophisticated technology & management principles have been the thrust of EDI initiatives on this front.

Several EDI projects and programmes in this thrust area have been focussing on imparting hard skill training inputs through growth / technological modernisation / export promotion related activities. However, parallelly, soft-skill based training inputs through programmes on family business and intrapreneurship have been given equal priority. Highly technical initiatives such as those on software, internet application and country / product specific export programmes are also slated to be developed as core areas.

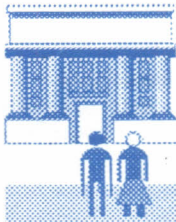
Achievements in this thrust area

■ Succession Planning for Entrepreneurial Continuity (SPEC) :		
Number of programmes conducted		10
Number of successors groomed		197
■ 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
■ Total Number of Growth-cum-Counsellors' Programmes Conducted		13
General Growth Programmes	9	
Growth Programmes exclusively for Women Entrepreneurs	1	
Export-oriented Growth Programme	2	
Cluster-based Growth Programme	1	
Total number of entrepreneurs geared up		282
Total number of business counsellors developed		248
■ Growth-cum-Counsellors' Programmes in association with State-level ED Organisations		
★ Entrepreneurs influenced		35
★ Counsellors developed		64
■ Total Number of Region / Product-specific Export Workshops		4
★ Business with CIS countries		
Number of potential exporters developed		23
★ Business with South Africa		
Number of potential exporters developed		55
★ Software Exports		
Number of potential exporters developed		37
■ Functional Programmes on Strategic Management		3
★ Entrepreneurs trained		32
■ Intrapreneurship Programmes		3
★ Managers / Executives of SMEs trained		61
■ Corporate Executive Programmes		
Number of programmes organised for Zydus-Cadila Group of Companies		9
Number of executives trained		200

PERFORMANCE & GROWTH OF EXISTING ENTREPRENEURS 1999-2000

Sr.No.	Activity	Location	Duration / Period	Target Group	Objectives & Outcome
3.1 Family Business :					
3.1.1	11th National Programme on Succession Planning for Entrepreneurial Continuity (SPEC)	EDI Campus	2 weeks Jan 17-28, 2000	Sons, daughters and wards of existing entrepreneurs	To train successors to join family businesses with a view to ensuring smooth transition management. Target : 20 successors.
3.1.2	SPEC Programme in collaboration with CII (2 Nos.)	Regional	2 weeks each To be decided	Sons, daughters and wards of existing entrepreneurs	An initiative to take this core activity to regional level. Target : Around 40 second generation entrepreneurs. CII collaboration assured.
3.2 SME Growth :					
3.2.1	Growth-cum-Counsellors' Programmes for: - Technical Upgradation & Modernisation - Export Promotion - Women Entrepreneurs (Total : 4 Nos.)	Regional	3 Phases stretched over 4 months To be decided	Existing entrepreneurs/ Professionals and Trainers	To facilitate planned growth among established entrepreneurs through focus on project management techniques and expert counselling. Target: 80 SMEs to be strengthened for growth; 80 counsellors to be developed to effectively carry out small business counselling services beyond EDI's direct intervention.
3.2.2 (a)	Promoting Usage of Internet by Indian SMEs : Case studies on Successful Application of Internet by Indian SMEs	EDI campus	6 months Apr-Sept. 1999.	Existing entrepreneurs	To establish utility and approach of using Internet for productivity improvement and internationalisation of SMEs. A preparatory activity to be followed by a workshop for SMEs. Target : 5 cases.
(b)	Workshop for SMEs to develop resource persons on Internet Applications.	EDI campus	3 days Nov, '99	Trainers/ Consultants/ Counsellors	To develop a group of resource persons who in turn can organise localised application programmes for entrepreneurs. Target: 20 persons.
3.3 Corporate Entrepreneurship :					
3.3.1	In-Company Executive Development Programme	EDI campus	1 week To be decided	Corporate executives	To develop soft skill competencies of corporate executives to act as 'profit centres' for strategic business units. Target : 20 executives
3.4. SME Exports (International Business) :					
3.4.1	Region Specific Export Workshop: Australia	Mumbai	4 days May 24 -27, '99	Potential exporters	To motivate potential SSI exporters to pursue opportunities in the international markets suited to their capabilities in terms of nation/ product / services. Target : 75 entrepreneurs of which, 40-50 to become actual gainers.
3.4.2	Product Specific Export Workshop : Software (2 Nos.)	Bhubaneswar/ North-East	4 days To be decided	Potential exporters	
3.4.3	Product Specific Export Workshop : Textile	Surat/ Baroda	4 days To be decided	Potential exporters	
3.4.4	Workshop on Project Exports	EDI campus	4 days To be decided	Potential exporters	

PERFORMANCE IMPROVEMENT OF ED ORGANISATIONS AND ED PROGRAMMES



EDI has assumed the responsibility for establishing a comprehensive entrepreneurship development policy at the national and regional level. Integrating ED strategy with national annual plans and budget is the need of the hour. The development policy as visualised by EDI does not merely seek enhanced levels of subsidy for related activities, but focusses more towards investment in building a favourable climate for entrepreneurship development. While EDI has contributed towards the establishment of IEDs and CEDs of the country, many more states are bereft of such nodal support institutions. Hence the institute is looking for ways & means to develop the state level institutions through appropriate policy interventions.

For effective organisation of ED activities in the respective states, the Institute regularly organises capacity building programmes for trainer-motivators and provides EDI expertise for successful implementation of training programmes. EDI's prestigious 'Best ETM Awards' encourages trainer-motivators by recognising their efforts in the area of entrepreneurship training & development.

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. This apart, National Trainer's Meet regularly organised by the Institute provides a forum for experience sharing & brainstorming amongst ED organisations.

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.

Achievements in this thrust area

■ Open Learning Programme in Entrepreneurship (OLPE)

* Launched in January 1995	
* Number of batches announced	17
* Number of learners enrolled	1583
* Number of S&T learners	1160
* Number of Non-S&T category	423
* Number of women learners	297

■ National Trainers' Courses

* Trainers developed	272
* Trainers accredited	110

■ Functional Trainers' Programmes on :

* Entrepreneur Selection, Motivation, Counselling and Competencies Professionals trained	4
* Business Opportunity Identification & Guidance Professionals trained	50
* Project Report Preparation Professionals trained	4
	80
	4
	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 1999-2000

Sr.No.	Activity	Location	Duration / Period	Target Group	Objectives & Outcome
4.1	New Enterprise Creation (NEC) :				
4.1.1	Open Learning Programme in Entrepreneurship (OLPE)	National	11 months Throughout the year	Graduates, Women, Employees, Students	To help youth, employees, women and professionals in setting up their own businesses through distance learning. Target : 400 learners.
4.1.2	Open Learning Programme in Entrepreneurship Development (OLPED)	Gujarat	6 months To be decided	Employment officers of Gujarat	To develop employment officers through Open Learning Programme in Entrepreneurship that would help them in counselling unemployed youth registered with employment offices for taking up entrepreneurship/self employment. Target : 70 officers.
4.1.3	Research Study : Review of EDP Model and Alternative Approaches to New Enterprise Creation	EDI campus	3 months Apr-June '99	ED Institutions/ Trainers	To review existing EDP Model and revise it based on experiments of ED institutions with a view to making it more effective in terms of higher success rates, serving a large number at a lower cost.
4.1.4	Consultative Workshop on 'Alternative Approaches to NEC-EDP Model'	EDI campus	3 days Oct 27-29, '99	CEOs of ED Institutions/ Trainers/ Teachers	To present the findings of above research study on alternative approaches to New Enterprise Creation and evolving a modified EDP Model relevant in the current context.
4.2	ED Institution Building :				
4.2.1	Support to state-level ED Institutions	Regional	----	ED Institutions/ ED Cells/ STEPs	Support to be extended to effectively organising ED activities in the respective states.
4.2.2	Research Study : Organisational Analysis of state-level ED Organisations	EDI campus	3 months Dec '99- Feb 2000	ED Institutions	To study strengths and weaknesses of state ED institutions and find ways & means to make them sustainable.
4.2.3	Chief Executives' Meet of ED Institutions	EDI campus	2 days Nov 25-26, '99	CEOs of ED Institutions	Annual Meeting of CEOs of ED organisations to discuss emerging issues in the field of entrepreneurship development and organisation management.
4.2.4	National Trainers' Meet	EDI campus	1 day Nov 25, '99	ED Trainers/ Teachers	To bring trainers of ED organisations on a common platform to discuss emerging issues in the field of entrepreneurship wherein presentation of revised EDP Model will be made. The meet will have the theme "How to Create World Class Entrepreneurs ?".
4.2.5	Best Entrepreneur Trainer-Motivator (ETM) Award	EDI campus	1 day Nov 25, '99	ED Trainers/ Teachers	To enthuse and motivate Entrepreneur Trainer-Motivators to contribute more towards ED.

ENTREPRENEURSHIP ENVIRONMENT AND SUPPORT SYSTEM



The framework of Entrepreneurship related activities adopted and disseminated by EDI can hardly be successful without the support of government institutions / banking institutions / term lending institutions. It is research on policy imperatives and economic / industry sectoral trends, creation of a common forum for awareness generation, skill development and knowledge dissemination among support system officials that can help EDI's initiatives on this front. While EDI's activities in different thrust areas strive to meet the slated objective of creating an environment conducive to entrepreneurship, the channelisation and focus of initiatives in knitting together all relevant players in the environment viz., policy-makers, policy administrators, entrepreneur-facilitators and potential/existing entrepreneurs, require specialised efforts.

In order to make progress in this arena, appropriate training interventions and pro-active workshops have been designed. Policy research activities with emphasis on avoiding mere academic research have been given a major thrust. It is action-research undertaken by a team of academicians, business consultants and trainers in close association with support system officials that could prove to be of substantial benefit for policy reorientation. Initiatives along these lines have been undertaken and are being pursued in the form of research on perceptions of funding agencies, the role of industry associations and growth constraints of SMEs. Workshops for dissemination of study findings have been and are being conducted on a continuous basis. EDI's expertise in entrepreneurship development and investment analysis has been incorporated within specialised training programmes targeted at project appraisal officers.

Achievements in this thrust area

■ Entrepreneurs' Meets	11
■ Number of ED Orientation Programmes for Officers of DICs / Banks / Financial Institutions	26
Number of officers sensitised	568
■ 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-Banker Interface	5
Number of NGO - CEOs participated	72
Number of Bankers participated	70
■ Workshops on Women Entrepreneurship : Gender & Entrepreneurship Development under GTP of Gol	
Number of resource persons trained (5 states)	22
Number of workshops organised in 2 states (UP & MP)	4

STRATEGIC INTERNATIONAL PROGRAMMES



EDI has been declared as a resource centre to fulfill capacity building requirements of developing countries in the area of Entrepreneurship Development and Investment Decision-making. The UNIDO & GoI sponsored Inter-Regional Centre for Entrepreneurship & Investment Training has been set up at the Institute with the objective to develop and strengthen indigenous capacities of selected developing countries in Asian, African and Arab regions in the areas of Entrepreneurship and Investment Promotion. The focus is on capacity building of specific Focal Point Institutions in these regions through various training interventions followed by Pilot EDPs for New Enterprise Creation. Intra-regional investment promotion and collaboration are also expected by this initiative.

EDI has also been vested with the responsibility of removing cultural barriers and informational asymmetries between Indian and West European Entrepreneurs. The European Union assignment under the ENTRIXIE project is also expected to promote collaboration between industrial sectors in India and that of Western Europe. EDI also proposes to incorporate telematics based training via sophisticated information technology systems. EDI has been developing data bases in association with partner institutions in UK, Germany and Austria to develop informational data banks on mutually beneficial business opportunities. These are expected to be available to Indian & European SMEs at the click of a mouse. EDI has been regularly contributing towards conduct of developmental programmes for financial & ED related organisations across several continents.

Achievements in this thrust area

■ Programmes for Training Entrepreneur Trainer-Motivators (ETMs) for Developing Countries	13
Total number of trainers trained	223
■ 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	9
Number of appraisal officers trained	203
■ 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 in :	
* Bhutan	
■ Savings and Credit System for Southern Highlands Extension and Rural Financial Services Project in	
* Tanzania	
■ ILO-supported Exchange Programme between EDI & IEDI, Nepal	

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 1999-2000

Sr.No.	Activity	Location	Duration/ Period	Target Group	Objectives & Outcome
7.1 Innovative Opportunities :					
7.1.1	Seminar on 'New Opportunities in Food & Agro Processing' (2 Nos.)	Uttar Pradesh Hyderabad	1 day each Aug '99 Sept '99	Existing/ Prospective entrepreneurs	To facilitate existing/prospective entrepreneurs in identifying new opportunities in the areas of Food & Agro Processing. Target : 10 new opportunities; 200 entrepreneurs to be exposed.
7.1.2	Seminar on 'New Opportunities in Essential Oils & Aromatic Chemicals (2 Nos.)	Mysore Chennai	1 day each July '99 Oct '99	Existing/ Prospective entrepreneurs	Target : 10 new opportunities; 200 entrepreneurs to be exposed.
7.1.3	Seminar on 'Wealth from Waste'	Chennai	1 day Nov '99	Existing/ Prospective entrepreneurs	Target : 10 new opportunities; 200 entrepreneurs to be exposed.
7.1.4	Technology-based New Projects focussing on Forest & Agro Resources	Regional	1 month To be decided	Tribal/Rural entrepreneurs	To arrive at an inventory of technology-based new products focussing on forest and agro resources for the benefit of rural entrepreneurs. A study leading to 50 project ideas.
7.2 Commercialisation of Innovations :					
7.2.1	Preparation of Techno-Commercial Feasibility Reports on Innovative Products	EDI campus	1 year Throughout the year	Existing/ Prospective entrepreneurs	Detailed techno-commercial assessment reports will help in commercialisation of 12 innovative technologies.
7.2.2	Commercialisation of Innovative Technologies	EDI campus	1 year Throughout the year	Existing/ Prospective entrepreneurs	Commercialisation of at least 5 innovative technologies developed by CSIR laboratories.
7.2.3	Study : Problems & Issues in Adopting Innovative Technologies	National	6 months Apr-Sept, '99	Existing Innovative Units	To assess and understand problems associated with commercialisation of innovations. The findings of the study will be useful in interactions with scientists and entrepreneurs.
7.3 International Technology Sourcing/Transfer :					
7.3.1 & 6.5.1	Website Development	EDI (Website in Germany)	3 months Apr-June, '99	Existing entrepreneurs of Partner Countries of EU Project	Collection, compilation, analysis and dissemination of information among partner countries facilitating international trade linkages.
7.3.2	Database for Technology Sourcing	EDI campus	1 year Throughout the year	Entrepreneur - Managers	This will act as a clearing house for Technology Transfer and Joint Ventures by Entrepreneur - Managers.

CENTRE FOR RESEARCH IN ENTREPRENEURSHIP EDUCATION AND DEVELOPMENT (CREED)

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

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

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

CREED envisages to promote collaborative research endeavours with institutions and individuals outside the Centre. It organises a national seminar biennially, where scholars from across the country come together to share their views on issues related to entrepreneurship that are of contemporary relevance and interest.

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

CENTRE FOR RESEARCH IN ENTREPRENEURSHIP EDUCATION AND DEVELOPMENT
(CREED) 1999-2000

Sr.No.	Activity	Duration/ Period	Target Group	Objectives & Outcome
1	4th National Seminar on 'Current Trends in Entrepreneurship Research'	3 days Mar 15-17, 2000	Academicians, Policy makers	To provide a platform to academicians, researchers and policy makers to interact and exchange information. Theme could be 'Entrepreneurship in Next Millennium'. Target : 25-30 papers.
2	Study on 'Entry Barriers to Entrepreneurship as perceived by Youth'	3 months Apr-June '99	Graduate students	Research to understand facilitating and hindering factors for youth for taking up entrepreneurship as a career. Implications for policy formation. Study findings will be shared at national / regional level workshops.
3	Study on Successful NGO Intervention in Informal Micro Credit Delivery System (IMCDS) : Indian Experience	1 year Throughout the year	NGOs	To document the success and failure factors in operating IMCDS. Will help in drawing important lessons for further policy intervention. Will also provide information on sound methodology that will be helpful to other NGOs.
4	Study on Sociological Aspects of Impact of ED in Rural Societies	1 year Throughout the year	NGOs	The study will bring out the impact of ED on the overall social structure of the society and the village economy. Will also highlight issues related to sustainability of small businesses in rural areas.
5	Research Study : Review of EDP Model and Alternative Approaches to New Enterprise Creation	3 months Apr-June '99	ED Institutions/ Trainers	To review existing EDP Model and revise it based on experiments of ED institutions with a view to making it more effective in terms of higher success rates, serving a large number at a lower cost.
6	Research Study on Bankers' Attitude towards and Constraints on Credit Delivery to Small and Medium Enterprises	6 months Apr-Sept. '99	Bank managers	A study to understand the process of bank credit delivery to small and medium enterprises and identify the factors that restrict free flow of bank credit to them.
7	Workshop on Bankers' Role in Credit Assistance to SME sector	1 day Jan, 2000	Commercial banks/ Industry associations	The outcome of the research shown at 5.1.3 above will be shared with relevant players and consolidated for possible policy implications.
8	Research Study on Role of Industry Associations in the promotion of Small Scale Sector	6 months Apr-Sept,'99	Office bearers of Industry Associations	To assess the potential of industry associations in creating support environment for growth of small and medium enterprises in the changing economic scenario.
9	Workshop on 'Managing Change : Role of Industry Associations in Liberalised Economic Environment'	1 day Jan, 2000	Industry Associations and Policy-makers	The findings of the research study shown above (5.2.1) will be disseminated to sensitise industry associations and policy makers to make them recognise their potential in providing mutually reinforcing support in the task of developing effective environment for growth of SME sector.

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 and Resource Persons	Rs. 190/-	—
5.	In Search of Identity - The Women Entrepreneurs of India - Ajit Kanitkar and Naline 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. 225/-	US \$ 16
12.	Handbook for New Entrepreneurs	Rs. 595/-	
13.	Evaluation of Entrepreneurship Development Programmes - D.N. Awasthi & Jose Sebastian	Rs. 250/-	US \$ 20
14.	The Journal of Entrepreneurship (Published by SAGE Publications) Annual Rate : Institutional Individual		Subscription for one year Rs. 385/- US \$ 82 £ 54 Rs. 245/- US \$ 36 £ 25
15.	EDI Reports (Newsletter-free circulation on request)		

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/-	US \$ 20

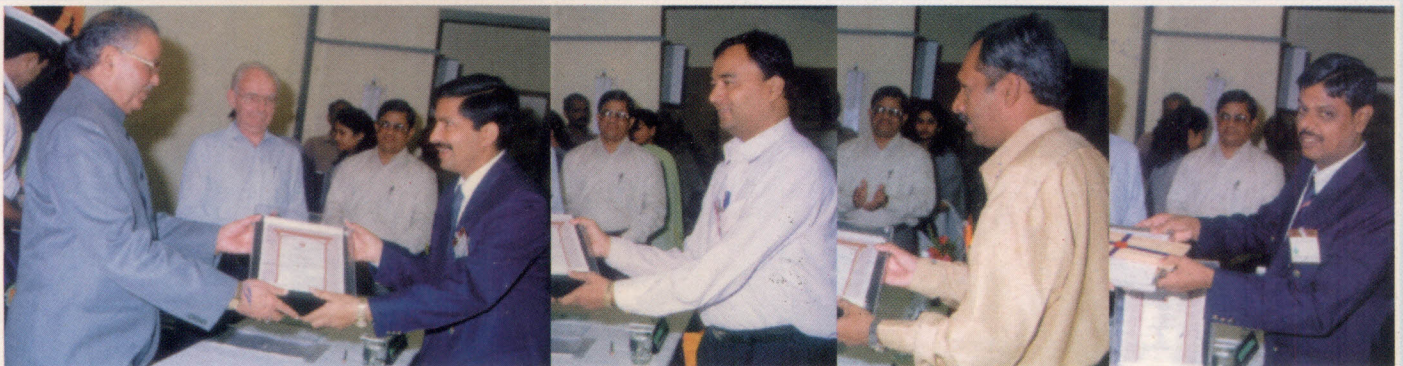
Note : Postage charges will be extra

Highlights of the year 1998 - 1999

The first batch of the Institute's one-year Post Graduate Diploma in Business Entrepreneurship and Management launched on 3 August, '99 & inaugurated by the Heads of three Premier National Institutions viz; IIM, CERC and NID. Prof. Manubhai Shah, Managing Trustee, CERC, lighting the ceremonial lamp. Seen with him are Mr. Vikas Satwalekar, Executive Director, NID and Dr. V. G. Patel, Vice-President & Director, EDI.



Shri Dipendra Singh Shekhawat, Hon'ble Minister for Agriculture Marketing, Govt. of Rajasthan, delivering the inaugural address during the NABARD - sponsored 'NGO-Banker Interface on Rural Entrepreneurship Development' organised during February 23-25, 1999 in Jaisalmer, Rajasthan. Also seen in the picture are (left to right) Mr. Kirti Vakil, Workshop Director and Dr. Dinesh Awasthi, Sr. Faculty & Head, Rural Entrepreneurship Development Division, EDI.



His Excellency Justice Shri Anshuman Singh, Governor of Gujarat, presenting the EDI-instituted Best Bankers' Awards (regionwise) as a part of National Meet of RETMs.

- Mr. Subhash Chand Sharma, Deputy Manager, SBI, Kullu, H.P. (for Northern Region)
- Mr. Prakash Chandra Misra, Branch Manager, Dhenkanal Gramya Bank, Orissa (for Eastern Region)
- Mr. Bhawani Shankar Sharma, Branch Manager, BOB, Sawai Madhopur, Rajasthan (for Western Region)
- Mr. Manickam Manoharan, Sr. Manager, Indian Bank, Kanchipuram, Tamil Nadu. (for Southern Region)

**Members of the Governing Body of EDI
As on 31st March, 1999**

- (1) **Shri G. P. Gupta**
President - EDI
Chairman
Industrial Development Bank of India
IDBI Towers, Cuffe Parade,
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- (2) **Dr. Yoginder K. Alagh**
Member of Parliament
(Rajya Sabha)
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- (3) **Shri Subodh Bhargava**
Group Chairman & Chief Executive
Eicher Goodearth Limited
Eicher House, 12, Commercial Complex.
Greater Kailash - II (Masjid Moth)
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- (4) **Dr. M. V. d. Bogaert, s.j.**
Co-ordinator
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- (5) **Ms. Madhura M. Chatrpathy**
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- (6) **Shri D. K. Dhagat**
Chief General Manager
(Development Banking)
State Bank of India
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- (7) **Shri K. V. Kamath**
Managing Director & CEO
Industrial Credit and Investment Corp. of India Ltd.
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Mumbai - 400 021
- (8) **Shri C. K. Koshi**
Addl. Chief Secretary
Government of Gujarat
Industries & Mines Dept.
Block No. 5, Sachivalaya
Gandhinagar - 382 010
- (9) **Shri Y. C. Nanda**
Managing Director
National Bank for Agriculture & Rural Development
Sterling Centre, Shiv Sagar Estate,
Dr. Annie Besant Road,
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Mumbai - 400 018
- (10) **Shri P. V. Narasimham**
Chairman & Managing Director,
Industrial Finance Corporation of India Ltd.
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New Delhi - 110 001.
- (11) **Dr. Sailendra Narain**
Managing Director
Small Industries Development Bank of India
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Lucknow - 226 001.
- (12) **Shri V. Venkateswarlu**
Adviser (Market Research Development)
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IDBI Towers, Cuffe Parade,
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- (13) **Dr. V. G. Patel**
Vice President & Director
EDI, Ahmedabad.

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