

**ENTREPRENEUR  
TRAINER-MOTIVATORS'  
PROGRAMME FOR  
DEVELOPING  
COUNTRIES**

**EDI CAMPUS, INDIA  
JAN. 17 - MARCH 13, 1990**



**Fellowships and Training  
Programme, Commonwealth  
Fund for Technical  
Co-operation,  
Commonwealth Secretariat,  
London**



**Entrepreneurship Development  
Institute of India  
Bhat.  
P.O. Chandkheda - 382 424  
Dist. Gandhinagar,  
Gujarat State, India**

The Fellowships and Training Programme (FTP) of the Commonwealth Fund for Technical Co-operation (CFTC), Commonwealth Secretariat, London and Entrepreneurship Development Institute of India ( EDI ) are organising a training programme for the development of Entrepreneur Trainer-Motivators (ETMs) for entrepreneurial activity. The programme has a special relevance to the needs of the developing countries as the availability of trained and competent manpower is limited in these countries.

Details of the Programme are given in the following pages.

### **Fees**

Full financial support to the selected candidates including cost of return air travel, subsistence allowances as well as training fees will be provided by the Commonwealth Fund for Technical Co-operation under the Fellowships and Training Programme.

### **How To Apply**

**Enquiries** on the Training Programme may be addressed to the Programme Co-ordinator at London. Nominations for the programme should be forwarded to the Director, Fellowships and Training Programme, (Attention : Dr. V. Nagarajan), Commonwealth Secretariat, Marlborough House, Pall Mall, London, SW1Y 5HX, through the Point of Contact for the Programme in the respective governments. Nominations should be received at the Commonwealth Secretariat not later than 3rd November, 1989. The enclosed Bio-data form should also be attached to the Nomination form.

### **Programme Co-ordinators**

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## Entrepreneur Trainer-Motivators' Programme

### Objective

To train the participants in initiating, planning and implementing entrepreneurial development activities.

### Participant Background.

A Trainer, Project Appraiser, Promotion Officer, Teacher, Extension Worker, Credit Officer, Small Business Advisor. Must be interested in developmental activities.

### Training Methodology

- Lectures, Case studies, Discussions, Simulation games, Films
- Field visits, Assignments
- Action Plan Preparation

### Course Content

- Entrepreneurship Development Process  
Identification of potential entrepreneurs, Application of selection tools and techniques, Selection of managerial resources.
- Skill Development :  
Interpersonal communication, Problem Solving, Counselling.
- **Opportunity Guidance :**  
Market Survey, Project Report Preparation, Feasibility evaluation techniques etc.
- Management :  
Small enterprise management techniques
- Institutionalising EDPs :  
Basic requirements and process.
- Policy Framework and Support system :  
Indian experience and its relevance to developing countries.

### **Study Visits**

As part of the course, all participants will go on study visits to various small scale industrial units. They will also visit several financial and developmental organisations.

### **Evaluation :**

Participants will be expected to show active involvement throughout the course, complete the assignments, and prepare countrywise action plans at the end of the programme.

### **Faculty :**

EDI Faculty & Guest Faculty

Duration Jan. 17 to March 13, 1990.

Venue EDI Campus, Bhat, Dist Gandhinagar, India

Language English

### **Who Can Nominate Participants**

- Organisations interested /engaged in small enterprise training and development Programme, self-employment generation activities for urban/rural youth, jobless persons, counselling entrepreneurs.
- Financial institutions and banks financing small and medium scale enterprises, development banks extending their role beyond credit.
- Educational institutions having or planning to have entrepreneurship courses at graduate/under graduate level
- Support organisations providing extension services to small enterprises.

## About EDI

The Institute is sponsored by national development banks - Industrial Development Bank of India (IDBI), Industrial Credit & Investment Corporation of India (ICICI), Industrial Finance Corporation of India (IFCI) and the State Bank of India (SBI). This national resource organisation initiates, supports and accelerates training, development and research in the area of entrepreneurship development, provides professional support to EDP conducting organisations and helps in initiating and implementing entrepreneurship development plans

EDI is actively involved in providing support to developing countries to enable them to take effective steps for identification and development of indigenous entrepreneurship.

EDI has a pleasing, functional campus which provides good academic environment with facilities of air-conditioned hostels, seminar halls etc. It is situated at Bhat near Ahmedabad Airport.

## The Fellowships and Training Programme.

The Commonwealth Secretariat's Fellowships and Training Programme helps Commonwealth developing countries increase their pool of skilled manpower in areas important to national development.

Each year, some 2500 persons, most of them middle-level technologists, managers or officials, pursue courses or work attachments on training awards made under the Programme. The great majority of awards are given for study or training in a developing commonwealth country. A small amount of very specialised training is provided in the industrialised countries.

The Programme's financial resources come from the Commonwealth Fund for Technical Co-operation (CFTC), the Commonwealth's own multinational development agency, which is financed and directed by all the countries of the Commonwealth.

In 1983, the programme joined other divisions of the Secretariat concerned with the development of skills in the Human Resource Development Group (HRDG).

## Commonwealth Industrial Training and Experience Programme

### What CITEP is

A training scheme, started in 1986 within the CFTC's Fellowships and Training Programme under a mandate from the Commonwealth Employment and Labour Ministers to help Commonwealth countries improve their industrial performance.

### What it Does

Provides practical training and experience in industry for technologists, technicians and others. CITEP offers them opportunities for skills development and familiarisation with advanced technologies and new manufacturing processes that are not available in their countries.

### Deciding Who Can Benefit

Close consultation between the Ministries responsible for labour, employment, trade and industry and state and private industrial and manufacturing organisations assists the identification of training needs and of suitable trainees.

### Target Personnel

Engineers, technicians, training officers — women included. CITEP has a special focus on providing training and experience for manufacturing and especially, engineering-based industry but also covers other technology-based activity in the mining, construction, agriculture and service sectors of industry as well as training officers, craftsmen, supervisors, managers and industrial relations officers/trade union officials. The participation of women is encouraged. Personnel with appropriate experience but no formal qualifications can also be considered for awards.

Those selected as CITEP trainees will usually be already employed but requiring upgrading in skills and/or experience

### Location of Training

Wherever possible, training placements are made in developing countries, especially within the same region, a very appropriate training arrangement but often neglected by existing schemes. Placements are also made in developed countries when exposure to a particular advanced technology is required. As well as placing developing-country personnel in developed countries, CITEP will occasionally place some developed-country trainees in developing countries.