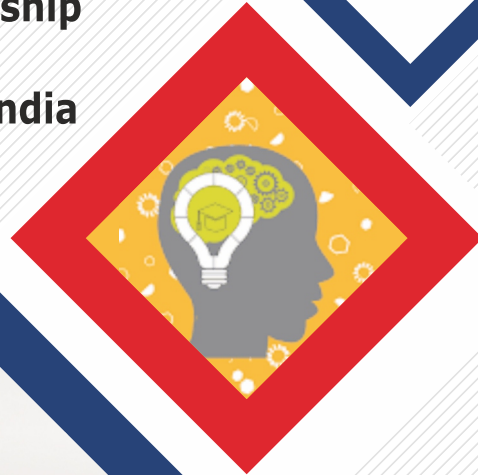




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DEVELOPING ECONOMY ENGAGEMENTS

...EDII's Interventions



under General (Non-Technical) Category by
ARIIA
ATAL RANKING OF INSTITUTIONS
ON INNOVATION ACHIEVEMENTS
(ARIIA)-2021



Ministry of Education
Government of India



Ministry of Skill Development
And Entrepreneurship
Government of India

EDII Governing Board

as on 27th September, 2022



Shri Rakesh Sharma
President-EDII &
Managing Director
and Chief Executive Officer
IDBI Bank Limited
Mumbai



Shri S. Ramann
Chairman & Managing Director
Small Industries Development
Bank of India (SIDBI)
Mumbai



Nominee
IDBI Bank Limited



Dr. Milind Kamble
Founder Chairman
Dalit Indian Chamber of Commerce &
Industry (DICCI)
Pune



Shri Manoj Mittal
Managing Director &
Chief Executive Officer
IFCI Limited
New Delhi



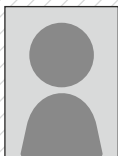
Dr. Achyuta Samanta
Founder & Mentor
Kalinga Institute of Industrial
Technology (KIIT), KIIT University
Bhubaneswar



Shri K. Sampath Kumar
Chief General Manager
(SME & Supply Chain Finance)
State Bank of India
Mumbai



Ms. Rajshree Paatil
Executive Director
(Business Development)
Surya Group
Chennai



Nominee
Industries & Mines Department
Government of Gujarat
Gandhinagar



Shri Anil Bhardwaj
Secretary General
Federation of Indian Micro and
Small & Medium Enterprises (FISME)
New Delhi



Shri B. B. Swain, IAS
Secretary (MSME)
Ministry of Micro, Small &
Medium Enterprises
Government of India
New Delhi



Dr. Sunil Shukla
Director General
Entrepreneurship Development
Institute of India (EDII)
Ahmedabad



Dr. Sailendra Narain
Former Chairman & Managing Director
Small Industries Development
Bank of India (SIDBI)
Mumbai

THE INSTITUTE

An Acknowledged National Resource Institute for Entrepreneurship Education, Research, Training & Institution Building

The Entrepreneurship Development Institute of India (EDII), Ahmedabad was set up in 1983 as an autonomous and not-for-profit Institute with support of apex financial institutions - the IDBI Bank Ltd., IFCI Ltd., ICICI Bank Ltd. and State Bank of India (SBI). The Government of Gujarat pledged twenty-three acres of land on which stands the majestic and sprawling EDII Campus. EDII has been recognized as the CENTRE OF EXCELLENCE by the Ministry of Skill Development and Entrepreneurship, Govt. of India. The Institute has been listed as the Institute of National Importance by Education Department, Govt. of Gujarat. It has also been ranked as No. 1 under General (Non-Technical Category) by Atal Ranking of Institutions on Innovation Achievements (ARIIA)-2021, Ministry of Education, Govt. of India.

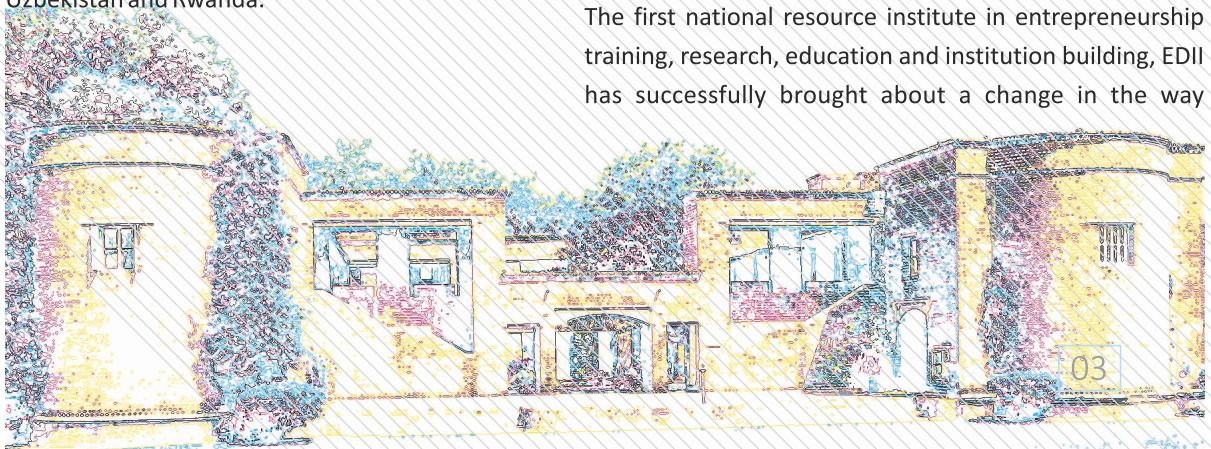
EDII began by conceptualising Entrepreneurship Development Programmes (EDPs), and subsequently launched a fine tuned and tested training model for New Enterprise Creation, popularly known today as EDII-EDP model. Gradually EDII moved on to adopt the role of a National Resource Institute in the field, broadbasing its efforts internationally too, with the setting up of Entrepreneurship Development Centres in Cambodia, Laos, Myanmar, Vietnam Uzbekistan and Rwanda.



EDII works with the Central Government and various State Governments in a collaborative frame. EDII has been appointed / nominated as a knowledge and implementation partner by various departments of state (Gujarat, Karnataka, Madhya Pradesh, Tamil Nadu, Jammu & Kashmir, Andhra Pradesh, West Bengal, Uttarakhand, Punjab, etc) and central ministries (Ministry of Rural Development; Ministry of External Affairs; Ministry of Micro, Small & Medium Enterprises; Ministry of Textile; Ministry of Food Processing Industries; Ministry of Science & Technology, etc).

The Institute has established that entrepreneurs can be developed through well-conceived interventions and training; latent entrepreneurial potential is widespread among people and both rural and urban areas abound in opportunities.

The first national resource institute in entrepreneurship training, research, education and institution building, EDII has successfully brought about a change in the way







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ENTREPRENEURSHIP ROUTING FOR COUNTRIES ACROSS THE GLOBE

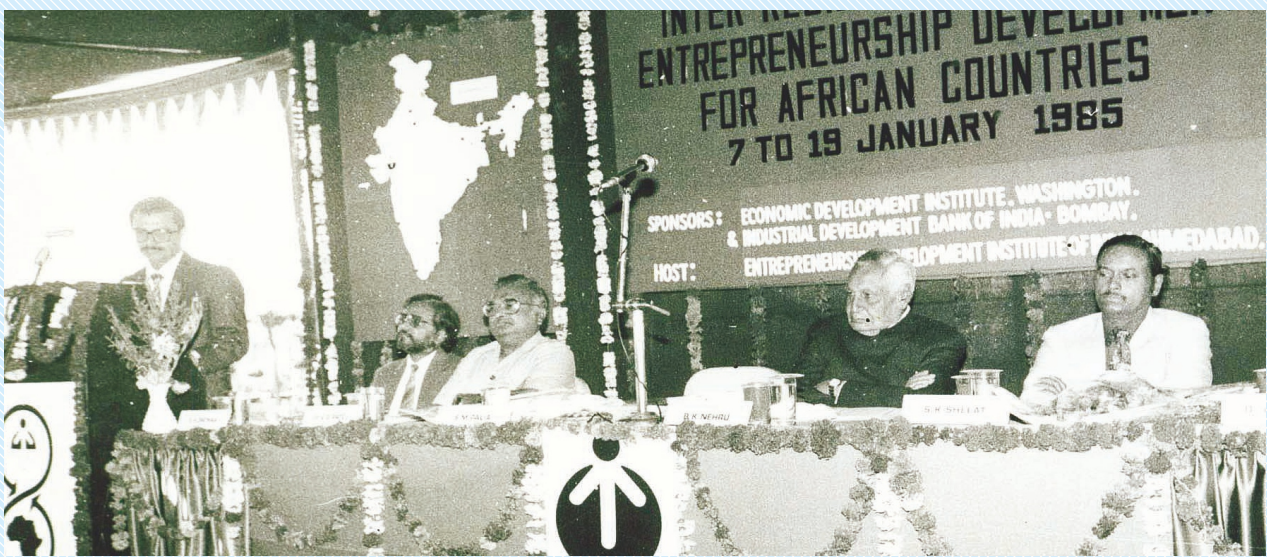
Acknowledged as an International Resource Centre, EDII has been sharing its experiences and expertise in entrepreneurship development with various developing countries which possess certain distinct competitive advantages and potential for entrepreneurship development.

EDII envisions building capacities of countries and human resources in order to broad-base entrepreneurship across the world. Training, capacity building, research, education and institution building are its core areas of interventions. Training potential and existing entrepreneurs, linking them with viable opportunities, ensuring a conducive environment by sensitizing the support system and policy advocacy are EDII's niche areas.

The Institute has placed several developing economies on a trajectory of economic growth by routing them on the track of entrepreneurship development. In its efforts,

the Institute has received support from the World Bank, International Labour Organization, UNIDO, Commonwealth Secretariat, FNSt., European Union, Governments of various countries, Ministry of External Affairs, Govt. of India and several international agencies.

EDII was established in 1983, i.e., at a time when entrepreneurship, as a strategy, was making gradual inroads into the programmes, policies and guidelines of governments in India and across the globe. Recognition of markets, identification of competitive sources of raw material purchase, efficient cost structure, insightful R & D, adoption of new technologies and adequate financial flow were some of the concerns which bothered entrepreneurs alike, be it in India or abroad. Developing countries were eagerly seeking answers to promote economic growth and were beginning to realize the potential of entrepreneurship. EDII wanted developing countries to explore their



First Inter-Regional Workshop on Entrepreneurship Development for African countries - January, 1985.

entrepreneurial potential as a means to maximize economic growth.

EDII's Foray into Entrepreneurship on International Grounds

Interventions on the international front began within a year of the Institute's founding, with an inter-regional workshop for African Countries and an Entrepreneurship Development Programme in Mauritius. The subsequent years

witnessed a tremendous boost in activities on the international front in the areas of entrepreneurship education, small and medium enterprises, developing entrepreneur trainer-motivators, sensitizing support system officials to aid the growth of entrepreneurship; improving the performance of existing entrepreneurs and setting up of Entrepreneurship Development Centres across the globe to strengthen entrepreneurship development.

Some primary domains in which interventions have made a noticeable difference include:



Inter-Regional Workshop On Entrepreneurship Development - 1996



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Entrepreneurship can get a boost only when people at large start thinking, innovating, harnessing resources and thus get involved in the process of 'creation'. Such a mind-set needs to be cultivated, and towards accomplishing this, education is the most potent medium to float an upbeat culture amongst the populace of a country. EDII took measures to widespread entrepreneurship among youths who are the flag bearers of future.

- Achievement Motivation Training (AMT) for Malaysian entrepreneurs at Cranefield School of Management, U.K. to create a positive impact on the attitude, skills and extension orientation.
- AMT for new and existing entrepreneurs at MARA Institute of Technology, Malaysia to strengthen the trainer's capabilities in conducting AMTs. The focus was on conceptual and theoretical aspects of development of entrepreneurial identity through AMT.
- Sponsored by Entrepreneurial Extension

Centre, College of Arts, Science & Technology (CAST), Kingston, developed faculty members, as Resource Persons, of the academic institutions in Jamaica and other Caribbean Island countries to orientation on entrepreneurship.

- Faculty Exchange between EDII and Industrial Entrepreneurship Development Centre (IEDC), Nepal sponsored by ILO to create awareness about the need and process of developing entrepreneurship took place at Nepal followed by a 5-day programme for bankers to develop their skills in assessing entrepreneurial potential among SSI loan applicants. Also, to develop the manpower of IEDC, an 8-day training programme on growth counselling was completed to facilitate better performance of local enterprises.
- South Asia Professional Exchange and Training Programme (SAPETP) sponsored by U.S. Dept. of State Educational & Cultural Affairs Bureau was conducted at the Beyster Institute of Rady School of Management, University of California, San

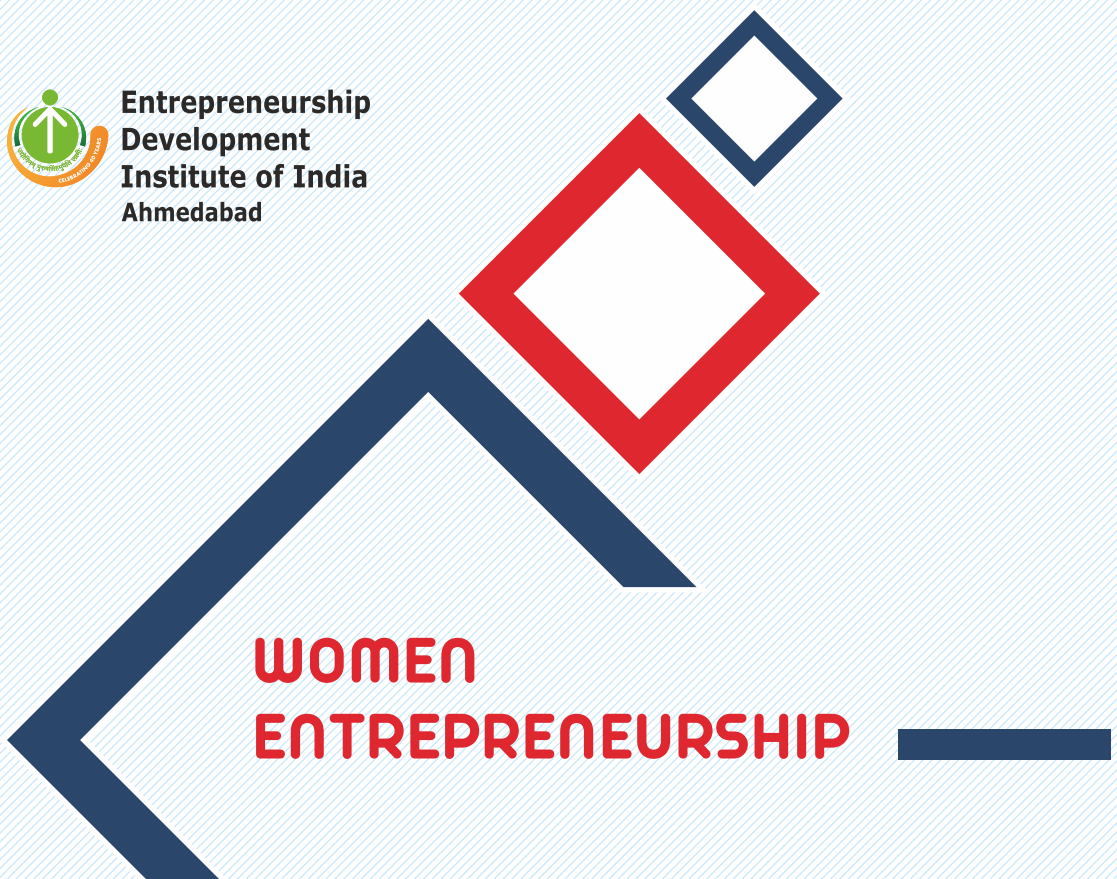


EDII entered into an MoU with the Royal University of Bhutan to conduct activities to institutionalize entrepreneurship in this region. Seen here are the participants of a Faculty Development Programme with senior resource persons from EDII.

-
- Diego, to create entrepreneurial growth companies by enhancing the ability of faculty members from leading business schools.
 - Capacity building of the Instructors Training Centre of The Vocational Training Organization (TVTO), Tehran, Iran sponsored by Govt. of Iran to spread entrepreneurship development in various provinces of Iran.
 - Participated in the 2nd International Seminar on 'Vocational Skills Training' sponsored by TVTO, Tehran in Iran to conduct a training programme on 'Corporate Entrepreneurship' for faculty members and trainers of TVTO.
 - Professional Fellows Program (PFP) in collaboration with University of Oklahoma and sponsored by US Department of State for young professionals to receive technical and management sessions at the University of Oklahoma and gain first-hand experience in their respective sectors and participation in Professional Fellows Congress in Washington DC.
 - Organized a training programme for existing entrepreneurs on 'Family Business Management' sponsored by Govt. of India to equip the wards of family businesses with entrepreneurial and managerial skills at Lao PDR.
 - Organized Youth & Children Summer Camps at Iran which was sponsored by TVTO, Tehran to inculcate the spirit of entrepreneurship amongst them.
 - Organized Faculty Development Programme (FDP) in Royal University of Bhutan. The FDP equipped 23 teachers from various academic institutions of Bhutan to effectively initiate entrepreneurship related activities and motivate students to adopt entrepreneurship as a career.
 - Act as a resource person in the Sub-Regional Workshop on "ED for Technical & Vocational Education Teachers" organized by Colombo Plan Staff College (CPSC) in Kuala Lumpur & Kathmandu financed by Commonwealth Secretariat, London to impart entrepreneurship inputs in the educational institutions.



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WOMEN ENTREPRENEURSHIP

Women entrepreneurship is one of the core areas where EDII has intervened successfully to bring women to the forefront of the economic world. EDII designs tailor-made courses in women entrepreneurship development and skill building so that women are able to overcome their inhibitions and hurdles that so typically bother them. EDII contributed to entrepreneurship development of women from across the world through

- New Enterprise Creation programmes: These skill development and technical training programmes ensure presence of trained women entrepreneurs in emerging sectors. These programmes help women identify their strengths, hone their skills, align it with their identified business opportunity, and float a sustainable business enterprise.
- Programmes to create cadre of Women Entrepreneur Trainer-Motivators & Business Counsellors: The Institute not just creates women entrepreneurs but also conducts training programmes for putting in place cadres of women entrepreneur trainer-motivators who take up the task of giving wings to the women entrepreneurship development movement. The Institute has conducted several such capacity-building programmes in the African and the Asia-Pacific region with resounding success.
- Performance Improvement Programmes (PIPs): The success of an enterprise depends on its viability, project planning, implementation and management. Realizing that presence of soft skills in an entrepreneur can help achieve these, PIPs are offered to impart soft skills to existing women entrepreneurs.



UNIDO sponsored 3-tier project involving sensitization, demonstration programmes and creating a cadre of Entrepreneur-Trainer Motivators (ETMs) for developing women entrepreneurs was successfully undertaken. Women entrepreneurship development has been a continuing priority at EDII.

Some major initiatives in the domain of Women Entrepreneurship include:

<ul style="list-style-type: none"> • Skill Development Programmes for Women Entrepreneur Trainer-Motivators & Business Counsellors. <p>Funded by : Commonwealth Secretariat, London (Under financial assistance from Commonwealth Fund for Technical Co-operation).</p>	<p>Activities undertaken with an objective of developing a cadre of hard core professionals who will work for the promotion of economic activities among women in the Asia Pacific Region. These capacity building programmes were organized to increase the supply of competent women entrepreneurs in all strata of society in the Asia Pacific Region and to encourage the consolidation and growth of existing small enterprises by way of providing effective business counselling services by trained professionals.</p>
<ul style="list-style-type: none"> • International 3-tier training programmes for women (i) imparting necessary entrepreneurial skills in women who are already in business, (ii) sensitizing support system institutions (both training and financial) about the gender biases that are inherent in social relations and (iii) training a cadre of committed women Entrepreneur Trainer-Motivators (ETMs). <p>Funded by: UNIDO</p>	<p>With a view to optimize utilization of human resources and to promote entrepreneurship among women entrepreneurs, training programmes were conducted for the participants of developing countries.</p>



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SUPPORT SYSTEM SENSITIZATION

The Support System in every country comprises several layers, and one dysfunctional tier could leave a damaging impact on the results. It is important to sensitise and build capacities of officials so that they impart a certain advantage to the entrepreneurial ecosystem. Training and sensitization could well infuse efficiency among officials and generate empathy in them towards new entrepreneurs. EDII, on a mission to deep root entrepreneurship across the world also took the onus of doing away with incongruities in the system by regular training and workshops. The Institute undertook the following activities, across the globe:

- Familiarized bank officials in the development of local entrepreneurial talent in Togo, under sponsorship of West African Development Bank, Lome.
- Conducted two training programmes for credit officers in Malawi, on Entrepreneurial Assessment Techniques. 40 Small Enterprise Development professionals from Malawian Traders' Trust and other institutions including international nodal organizations were trained. The programme was sponsored by UNDP-ILO.
- Sensitised senior Govt. officials on the significance of initiating New Enterprise Creation and Growth Programmes in Iran. The outcome was an action plan to set up a National Institute for Entrepreneurship in the country, regular manpower development for entrepreneurship, training to youths on business opportunity identification and setting up of necessary credit and other support system in Iran under Ministry of Industry, Govt. of Iran.
- Conducted a one-week training programme in Port Louis in association with the Ministry of Agriculture, Govt. of Mauritius for policy-makers, heads of financial institutions, and officials of NGOs engaged in small enterprise development



The Global Issues and Sustainable Development (GISD), Division of Swiss Agency for Development and Cooperation appointed the Institute to broadbase Entrepreneurship in the Greater Mekong Sub-region through an array of entrepreneurial interventions. The inauguration of the first workshop of the project in Vientiane, Lao PDR.

and para-statal organizations running support services for industries. The programme helped in creating a conducive environment in the country for promoting small scale enterprises in food & agro processing sector.

- Completed a project on 'Unleashing Entrepreneurship for Development & Trade', wherein officials from Chamber of Commerce, industry associations, academic institutions and government organizations had participated. These Review Workshops focused on arriving at a road-map for ensuring sustainability of

entrepreneurship development activities initiated under the project in the Greater Mekong Sub region.

- Organized a seminar on 'Appreciation of Training Interventions for Small Enterprise Development' in Togo. EDII experts conducted the seminar for Chief Executives/Senior Officials of government/banks and support system officials who are engaged in small enterprise development. The seminar was followed by a training programme for operational level officers of banks/financial institutions for assessing entrepreneurial competencies





PROGRAMMES FOR EXISTING ENTREPRENEURS

The vision for economic development for many countries is enshrined in improving the overall entrepreneurial climate for New Enterprise Creation and performance of existing ones. Sustaining an enterprise is as much a challenge as setting up a business. Existing entrepreneurs, if trained in spotting growth avenues, planning for growth and dealing with challenges, they can easily sail through the vicissitudes of business. EDII ensures this for entrepreneurs across the globe.

- Conducted Training Programme for Existing Entrepreneurs in Mauritius where 50 participants benefitted from the training inputs on competency development, business plan preparation, business opportunity identification, project
- counselling, business opportunities in Mauritius, local resources and market survey. The programme was sponsored by Development Bank of Mauritius.
- Under sponsorship of Indian High Commission in Mauritius & Development Bank of Mauritius, organised Entrepreneurial Orientation Seminar for potential and existing entrepreneurs, on business opportunities in Mauritius, business plan preparation, technology selection and entrepreneurial competencies.
- Conducted Entrepreneurship Development Programme (EDP) for tiny and small enterprises financed by the Development Bank of Mauritius. The



Launch of the Project to promote trade relations between entrepreneurs of India and Europe - 2000.

outcome of the programme was reflected in the bank and the government's acceptance to develop skills and capabilities to improve performance of local entrepreneurs.

- Conducted Senior Management Development Programme (SMDP) for SME Leaders from Malaysia. The programme aimed at developing capabilities of SME business leaders in Business strategies and Strategic thinking, Innovation, Productivity and Efficiency, Business sustainability, and Human capital development. All 21 participants were provided post programme support for a period of 12 months.
- A Growth programme was organised at the behest of Industrial Enterprise Development Institute (IEDI), Nepal in Kathmandu during December 14-16, 1997 for 20 existing entrepreneurs. The participants were provided skills to understand the nuances of enterprise growth and chalk out an action plan for



growth. In order to ensure sustainability of results, on-the-job training was also provided to IEDI faculty members towards organizing such growth programmes in future.

- Organized Growth Programme in Royal University of Bhutan. The Programme focussed on helping 17 existing entrepreneurs get insight into their strengths & weaknesses and plan systematically on the basis of knowledge acquired.



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INSTITUTION BUILDING FOR STRENGTHENING ENTREPRENEURSHIP

EDII has come forward in a big way to provide technical assistance to developing nations under the aegis of the Ministry of External Affairs, Govt. of India. EDII's vision also advocates institution building for concretising entrepreneurship. In order to, therefore, replicate the success story of promoting first generation entrepreneurs through training and counselling interventions, the Institute took up the task of setting up EDII-like institutions across the world. In this concept-to-completion approach, work involves need assessment study, identification of viable business opportunities, strategy for implementations, policy framework for promotion of SMEs and organizational framework for an ED Centre. The Institute has set up ED centres at Cambodia, Lao PDR, Myanmar, Vietnam, Uzbekistan and Rwanda. Work is in progress in select other African countries.



EDII adopted concept-to-completion approach in the Ministry of External Affairs- supported task of setting up Entrepreneurship Development Centre in Cambodia, Lao PDR, Myanmar, Vietnam (CMLV nations), Uzbekistan, Rwanda and selected African countries.

Seen here are the participants of the first five-day Appreciation Workshop on Entrepreneurship Development for Policy Makers from ASEAN Countries conducted during 19-23 April, 2004. 21 delegates from Indonesia, Philippines, Singapore, Cambodia, Lao PDR, Myanmar and Vietnam participated in this workshop.



Hon'ble Vice President of India, Shri Hamid Ansari inaugurating the ED Centre in Yangon, Myanmar - 2009.

CAPACITY BUILDING PROGRAMMES

- In order to meet specific needs of developing countries, the Institute has been designated as a Nodal Agency of Ministry of External Affairs, Government of India. Under Indian Technical Economic Cooperation, Ministry of External Affairs, Govt. of India, close to 161 countries in Asia, East Europe, Central Asia and Latin America are invited to share the Indian developmental experience in various areas and spheres of entrepreneurship and capacity building. EDII conducts capacity building in the following areas:
 - Two-year Post Graduate Diploma in Management – Entrepreneurship (PGDM–E)
 - Empowering Women through Entrepreneurship Development
 - Industrial, Infrastructure and Sustainable Project Preparation and Appraisal
 - Entrepreneurship and Small Business Promotion
 - Capital Market & Investment Banking
 - Informal Sector Enterprise, Entrepreneurship & Local Economic Development
 - SME Banking & Financial Services
 - Agri-Entrepreneurship & Supply Chain Management
 - Entrepreneurial Management
 - Business Research Methodology & Data Analysis
 - Promoting Innovations & Entrepreneurship through Incubation
 - Cluster Development Executives' (CDEs) Programme
 - Sustainable Livelihoods & Mainstreaming with Market



◀ *Former Minister of External Affairs, Govt. of India, Hon'ble Shri Natwar Singh inaugurated the Lao-India Entrepreneurship Development Centre - 2004.*



◀ *Shri N. Ravi, Former Ambassador of India to Vietnam inaugurated the Vietnam-India Entrepreneurship Development Centre - 2005-06.*

- Entrepreneurship Education to strengthen Emerging Economies
- In order to impart sustainability to its efforts in the field of entrepreneurship development, EDII undertook a host of activities to institute a cadre of Trainers who could take the mantle forward. The following programmes were organised in this area:
 - The first full-fledged ILO sponsored Training of Trainers' course organized for 12 vocational training instructors and development officers from Malawi in view of the existing conditions in the region and the field action inputs
 - Conducted Training of selected trainers from Senegal, Togo and Guinea-Conakry at EDII under the sponsorship of World Bank.
 - Trainers' Training Programme on 'Entrepreneurship Education' was organised under sponsorship support of Commonwealth Association of Polytechnics in Africa (CAPA), representing 25 CAPA led institutions and 11 Commonwealth African Countries. Inputs were imparted in the areas of planning and organizing workshop with emphasis on design and management of Entrepreneurship Skill Development Programmes in Polytechnics at Malawi.



▲ A 15-Member delegation led by Dr. Boymurod S. Ulashov, Former Chairman of the State Committee of the Republic of Uzbekistan on De-Monopolization, Support of Competition and Entrepreneurship on its visit to the institute to discuss the modalities of promoting and establishing an ED Centre in Uzbekistan - 2007.



◀ Inauguration of the India Uzbekistan Entrepreneurship Development Centre (IUEDC) in Tashkent, Uzbekistan. Seen here are (From L to R) Mr. Adkham Ikramov, Chairman, Chamber of Commerce and Industry, Republic of Uzbekistan; Dr. Sunil Shukla, Director General, EDII and Mr. Vinod Kumar, Ambassador Extraordinary and Plenipotentiary, Republic of Uzbekistan - 2018.



Seen here is Union Minister of State for External Affairs, Shri V. Muraleedharan inaugurating the Rwanda-India Entrepreneurship Development Centre at Kigali, Rwanda on 15th November, 2021. Also, on the occasion were (L-R) Dr. Sunil Shukla, Director General, EDII; Mr. Puneet Roy Kundal, Joint Secretary, Ministry of External Affairs and Mr. Oscar Kerketta, High Commissioner of India, Kigali, Rwanda - 2021.



Dignitaries with participants of the first New Enterprise Creation Programme at the Rwanda-India Entrepreneurship Development Centre - 2021.

- Entrepreneur Trainer-Motivators' Training Programme was organized at Ghana for institutionalizing entrepreneurship development in their respective countries. The initiative was sponsored by Commonwealth Secretariat, London.
- Training programme was conducted in Tanzania under sponsorship of UNIDO for creating a cadre of trainers designing and implementing training programmes in the areas of industrial management, entrepreneurship development and project development cycle.
- 'Training of Trainers' programme was organised as a part of 'Fostering Innovation and Re-fuelling Entrepreneurship (FIRE)' programme for Govt. of Malaysia by Human Resources Development Fund-HRDF (Pembangunan Sumber Manusia Berhad-PSMB) Government of Malaysia, to impart entrepreneurial knowledge and skill set, as well as to enhance the capabilities of trainers in delivering training for up-skilling and re-skilling of Malaysian women, low household income community and youth.
- 'Training of Trainers' Programme was offered to senior management of Majlis Amanah Rakyat (MARA) to impart skills in Business Opportunity Identification and Business Plan Preparation, in addition to inputs on achievement-motivation training. The training was organised at MARA, Jawi Campus



<p>The process of establishing centres at Cambodia, Lao PDR, Myanmar, Vietnam, Uzbekistan and Rwanda include:</p>	<p>Centres Established</p>	<p>The Vision of the Centres Established</p>
<ul style="list-style-type: none"> • Feasibility Study • Appreciation Workshops to create widespread awareness • Workforce selection and orientation • Business Opportunity Identification • Training of Trainers to create a cadre of trained professionals who could consolidate the learning • Developing teaching & training aides • Setting up financial and administrative system • Advisory support for sustainability of the Centre 	<ul style="list-style-type: none"> • Lao-PDR India Entrepreneurship Development Centre (LIEDC) at Vientiane • Cambodia India Entrepreneurship Development Centre (CIEDC) at Phnom Penh • Myanmar India Entrepreneurship Development Centre (MIEDC) at Yangon • Vietnam India Entrepreneurship Development Centre (VIEDC) at Hanoi • India Uzbekistan Entrepreneurship Development Centre (IUEDC) at Tashkent • Rwanda India Entrepreneurship Development Centre (RIEDC) at Kigali. • Similar Centres are proposed at select other African countries. 	<p>The Centre will spearhead entrepreneurship development movement in their respective countries to promote a conducive environment, thus becoming Centres of Excellence for facilitating creation of viable and competitive new enterprises and strengthening of the existing ones. It will endeavour to create resilient, indigenous entrepreneurs who will be efficient in the competitive global market.</p>



INVESTMENT PROMOTION AND ENTREPRENEURSHIP

EDI undertook projects to accelerate growth through Investment Promotion & Entrepreneurship under the aegis of Inter-Regional Centre for Entrepreneurship and Investment Training sponsored by UNIDO and Govt. of India.

The Inter Regional Centre (IRC) for Entrepreneurship and Investment Training set up at the Institute aimed at developing and strengthening indigenous capacities of selected countries in Asia, Africa and Arab regions for investment promotion and entrepreneurship development leading to accelerated industrial development and globalization of economies. The countries where interventions were primarily targeted were; Mozambique, Sudan, Yemen and Bahrain.

The projects/activities accomplished include:

- Investment Opportunities Identification: Project designed to inculcate an in-depth understanding of new sources/processes of business opportunity identification, target groups and their specific needs, and concepts and techniques of scanning the environment for possible business opportunities.
- Industrial Project Preparation and Appraisal: These training programmes honed the skills of investment decision makers, consultants, bank officials and project analysts.
- Project Planning, Implementation & Monitoring/Evaluation: Officials and consultants responsible for planning and



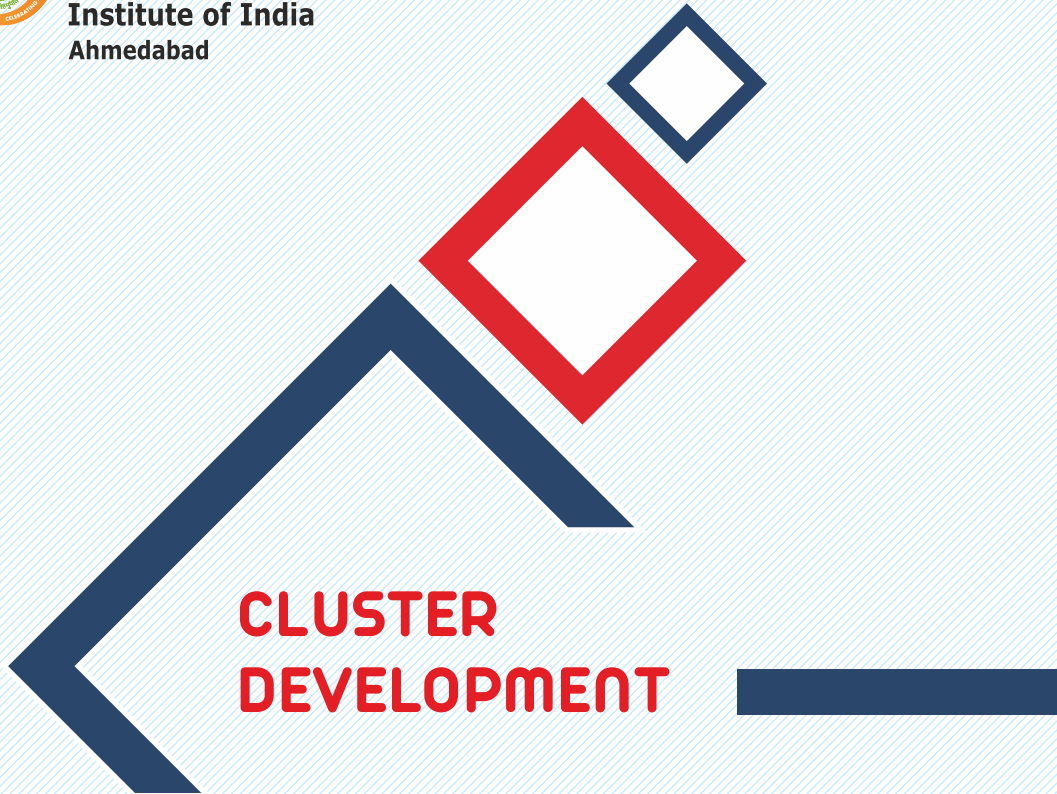
Inter Regional Workshop on Entrepreneurship Development for CHOGRM Member Countries during February 23-28, 1987.

- implementation of industrial projects are imparted up-to-date skills so that the viability of the project does not remain questionable.
- Investment Promotion and Capital Market Development: These workshops were especially designed for policy makers, investment promotion officers, consultants and financial specialists.
- New Enterprise Creation & Enterprise Performance and Growth: The programmes aim at grooming SME promotion officers, entrepreneurship trainers, Development personnel, teachers and counsellors to conduct training programmes in facilitating setting up of new enterprises as also ensuring viability of the existing ones.

EDII facilitated the process of setting up Arab Regional Centre for Entrepreneurship and Investment Training (ARCEIT) in Manama, Bahrain; Advisory Centre for Industrial Development (CADI) in Mozambique; initiated ED activities in Jordan and Kuwait, built capacity of over 200 professionals in Islamic Development Bank, Jeddah, in Project Development Cycle and supported potential entrepreneurs in setting up their own enterprises. The Institute also strengthened existing entrepreneurs in diversifying their ventures through Enterprise Upgradation (EU) process.



Shri S. H. Khan, President-EDII and Chairman-IDBI at the inauguration of the UNIDO-Govt. of India sponsored Inter Regional Centre - 1998.



Cluster Development is one of EDII's niche areas. The Institute is engaged in revitalization of industrial and artisanal clusters. The Institute implements cluster development model with the objective of stimulating dormant clusters by intervening in the areas of production, technology, marketing, skill development and ergonomics. In order to impart sustainability to the effort, EDII also exposes the clusters under intervention to international markets, processes and experiences. Around this time, UNIDO came out with its 3-phase training model to develop Cluster Development Agents. The Institute in collaboration with UNIDO carried out a number of Cluster

Development Agents (CDAs) and created a cadre of executives' to address the issues that affect the growth of different clusters in the country.

- Cluster mapping
- Gap Analysis
- Capacity Building of Entrepreneurs so that they get trained in new developments in business, network, learn brand building and imbibe latest technical knowledge
- Capacity Building of Business Management Organizations
- Developing the Exit Strategy



United Nations Industrial Development Organisation (UNIDO), in association with EDII, organised a 'Training Programme for Industrial Cluster Development Agents' during October 11- December 22, 2000, at EDII campus.



Cluster Value Chain Study and SME Cluster Development & Export Consortia training with Mekong Institute, Thailand

Mainstreaming Social Entrepreneurship Education project in collaboration with the University of East London:

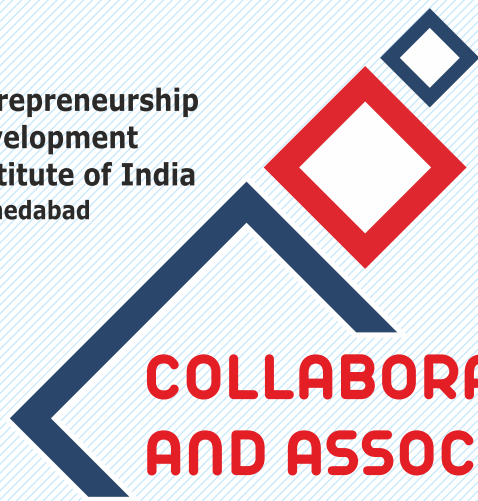
Social Entrepreneurship in India remains on the periphery of entrepreneurial landscape. Acknowledging this, mainstreaming Social Entrepreneurship Education in India project proposes to introduce Social Entrepreneurship in the education system through sensitization, awareness, discussions and deliberations. The project was implemented in collaboration with the University of East London. The project ensured promotion of Entrepreneurship in general, and Social Entrepreneurship, in particular, in India and other countries.

Designing and Offering Business Courses in various languages

EDII offers a helping hand in improving bilateral ties with developing countries by designing and imparting courses in business Hindi at both certificate and advanced levels. Such tailor-made courses focus on the nuances of business Hindi, the culture and the customs of India, thus making it easier for the beneficiary to comprehend Indian business structures, policies and systems to succeed in business. EDII has been offering such courses to the students of Chinese University to positively impact business relations between India and China. The students have gained proficiency in Hindi language, culture and the customs of India, and have thus expressed their confidence about working with Indian markets.



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COLLABORATIONS AND ASSOCIATIONS

EDII has a strong international presence. The Institute has struck strategic alliances with Kunming University of Science and Technology, China; Yunnan University of Finance and Economics, China; South West University of Finance and Technology, China; Newcastle University Business School, UK. The Collaboration with Oklahoma State University, Stillwater, USA for student and entrepreneur exchange has delivered enriching results.

INDIA AND MALAYSIA HOLD HANDS TO ENSURE SKILL ENRICHMENT AND ENTREPRENEURSHIP DEVELOPMENT...



Dato C M Vignaesvaran Jeyandran (L), Former Chief Executive of Human Resource Development Fund and Dr Sunil Shukla, Director General, EDII during the signing of the MoU in the presence of Dato Sri Mohammad Najib Bin Tun Abdul Razak, Former Hon'ble Prime Minister of Malaysia and Shri Narendra Modi, Hon'ble Prime Minister of India - 2017

EDII and Pembangunan Sumber Manusia Berhad (PSMB), an arm of Human Resource Development Fund under the Ministry of Human Resources, Malaysia signed a Memorandum of Understanding (MoU) in the presence of Shri Narendra Modi, Hon'ble Prime Minister of India and Dato Sri Mohammad Najib Bin Tun Abdul Razak, Former Hon'ble Prime Minister of Malaysia.

Under the collaboration, EDII shared its expertise with PSMB in the field of education, training, research and institution building to enhance PSMB's trainers in delivering comprehensive and high-quality training under PSMB's programmes for upskilling and reskilling Malaysian women, low household-income community and youth. PSMB and EDII committed to work together in the areas of skill development, reskilling, entrepreneurship development, capacity building, training and methodology, content development, consulting and research.

Creating a stronger routing to Entrepreneurship in Malaysia

EDII signed an MoU with Putra Business School, Malaysia to inspire new age entrepreneurs and students in India and Malaysia. Seen here is (L) Dr. Sunil Shukla, Director General, EDII signing the MoU in a virtual ceremony - 2020.



◀ Delegation led by (3rd from R), Ms. Elanie Steyn, Ph.D, Associate Professor of Journalism Gaylord Family Professor, Journalism Area Head, Gaylord College of Journalism and Mass Communication, University of Oklahoma with Dr. Sunil Shukla, Director General, EDII - 2019.

Professional Fellows Programme

Under an MoU, EDII is the in-country partner for The University of Oklahoma, through Gaylord College of Journalism and Mass Communication, in connection with the U.S. State Department supported Professional Fellows Programme.

Under the provision of the grant, two groups of 3 to 4 Indian entrepreneurs/ business educators/ business professionals travel to the U.S. for a five-week exchange programme. The University of Oklahoma and Entrepreneurship Development Institute of India (EDII), India in coordination with the U.S. Embassy in India select participants for the U.S. visits.

Professional Fellows Programme, place Indian mid-level emerging leaders in small or start-up business ventures, business administration in Oklahoma and associate them with one of America's leading universities. The programme aims to provide professional experience and training to nurture participants' talents and prepare them for more responsible leadership positions in their businesses, communities and society in general as they return to their countries.



Prof. Kenneth Kamwi Matengu, Ph.D., Vice Chancellor, UNAM, University of Namibia and Dr. Sunil Shukla, Director General, EDII signing MoU to jointly undertake entrepreneurship related activities among students of Namibia - 2019.

EDII'S International Outreach



AFRICA

Ethiopia, Zaire, Uganda, Kenya, Malawi, Mozambique, Swaziland, Zambia, Zimbabwe, South Africa, Ghana, Ivory Coast, Nigeria, Botswana, Sierra Leone, Guinea (C), Namibia, Senegal, Gambia, Tanzania, Cameroon, Mauritius, Seychelles, Burundi, Central African Republic, Togo, Madagascar, Rwanda, Comoros, Congo

EUROPE

UK, Austria, Germany, Russia, Malta, Cyprus, Turkey, Bulgaria

ARAB REGION

Bahrain, Saudi Arabia, Sudan, Jordan, Egypt, Oman, UAE, Iraq, Yemen, Kuwait

ASIA

Nepal, Bhutan, Thailand, Bangladesh, Laos, Cambodia, Vietnam, Philippines, China, Indonesia, Brunei, Malaysia, Pakistan, Afghanistan, Uzbekistan, Kazakhstan, Sri Lanka, Myanmar, Maldives, Bhutan, Western Samoa, Papua New Guinea, Tuvalu, Kiribati, Solomon Islands, Iran, Kyrgyzstan

OTHER REGIONS

Australia, New Zealand, Fiji, Jamaica, Trinidad & Tobago, Columbia, Barbados, Panama, Peru, Brazil



RESEARCH AND DISSEMINATION THROUGH SEMINARS AND WORKSHOPS

- Conducted a 3-day dissemination seminar on ED related activities in Nigeria under the aegis of Nigeria Bank of Commerce & Industry (NBCI), where over 80 participants including senior officers, policy-makers and executives from Federal Government participated. The seminar highlighted the need for appropriate policies and commitment of the government for nurturing a conducive environment for indigenous entrepreneurs to emerge and survive through viable profit making projects. Realizing the concern for development of small industries, particularly through self-employment of educated/uneducated youth and retiring civil servants, the seminar concluded that the country must initiate EDPs on an appropriate scale.
- Conducted a dissemination workshop for the benefit of Francophone African countries where 28 participants from 13 countries attended the workshop along with senior officers from African Development Bank. In the workshop, the key elements of EDP process, and the significance of replicating the same in diverse parts of various African countries were fruitfully discussed. The most positive impact was that most countries were eager to initiate EDP process and understand the pre-conditions for doing so.
- An international seminar on Self-Employment & Entrepreneurship Development was conducted in Philippines under the sponsorship of Asian Development Bank & ILO (Asia Pacific Region, Bangkok). EDII sought to make a sound impact on the participants from 19 countries comprising senior policy-makers, bankers, heads of training institutions, development banks and



A high-level delegation from Spain comprising (4th from L) Mr. Antonio Largo Cabrerizo, Chancellor, University of Valladolid, Spain; (3rd from L) Ms. Paloma Castro Prieto, Vice-Rector for Internalization, University of Valladolid, Spain; (2nd from L) Dr. Guillermo Rodriguez Martin, Director, Casadela India visited EDII to prepare a broad framework to undertake entrepreneurship related interventions and trade facilitation across Spain and India - 2019.

directors of industries. EDP approach for Self-Employment and small Enterprise Development, dealing with a variety of target groups was well received. In the seminar, a great deal of interest was evinced in selection techniques and training of Entrepreneur Trainer-Motivators.

- Conducted a seminar on 'Development Banking' in Abidjan in Ivory Coast under the sponsorship of Asian Development Bank where experience sharing was done on EDP inputs focussed on opportunity identification and selection and evaluation of entrepreneurial competencies through new technique, prior to extending financial assistance.
- Organized five Regional Workshops on 'Unleashing Entrepreneurship for Development & Trade' in GMS Region: Cambodia Lao PDR, Myanmar, Vietnam, Thailand and Yunnan under the aegis of

Swiss Agency for Development Cooperation (SDC). These workshops were followed by a research study on 'Entry Barriers to Understand the Perception of Youth towards Entrepreneurship'. A dissemination workshop was held in Bangkok on November 23, 2009 to highlight the findings of the study which would lead to developing the entrepreneurial base of GMS region.

- EDII team visited three developing countries and identified conditions for conducting entrepreneurship programmes, problems and gaps at policy level, manpower requirement and possibilities of adopting Indian EDP Model. The report titled 'Fostering Industrial Developing Countries : Efforts, Issues and Strategies' was accepted by UNIDO and constituted as one of the key background papers for discussion at the International

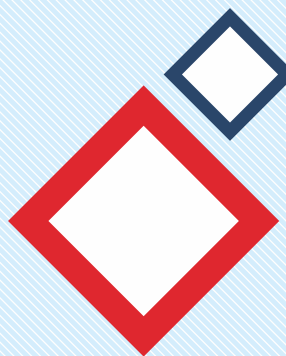


UGANDAN DELEGATION AT EDII

Ugandan Investment and Trade delegation led by the Former Minister of State, General Duties, Ministry of Finance, Planning and Economic Development, Mr. Mwesigwa Rukutana - 2002 on their visit to EDII



**Entrepreneurship
Development
Institute of India
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Conference on Small Enterprise Development which is jointly organized by Govt. of India and UNIDO. Several countries had shown interest in adopting EDII-EDP approach.

- Conducted seminars in Washington to provide exposure to the officials of World Bank and EDII-WB on EDP approach. The need for policy framework, appropriate schemes of assistance by financial institutions, decisions regarding margin money and collaterals and evaluation of inherent entrepreneurial capabilities were some of the key areas identified for introducing EDPs in developing countries.
- Conducted a Feasibility Study for organizing EDPs in Senegal. The assignment involved assessment of institutions, manpower resources, target groups, training facilities, support system and other pre-requisites for launching EDPs successfully.
- Study visit to Togo was organised, where EDII team visited institutions, development banks and concerned ministries to create awareness about EDPs; assessed the country's interest in Small Enterprise Development and selected 4 potential Trainer-Motivators for subsequent training at EDII.
- Study visit to Guinea-Conakry was organised wherein the team identified 32 project opportunities with potential for new enterprises which included manufacturing, agro-based and service-based units with low investment in plant & machinery, simple technology and ease in maintenance and operation with locally available man-power skills. 8 Trainer-Motivators were selected for subsequent training at EDII.
- Developing Curriculum and Guidelines for introducing Entrepreneurship in the education system in developing countries was also taken up on war-footing. The project aimed at preparing case studies on successful experiences of ED efforts in cross-cultural conditions. For this purpose, the Chief Project Officer of HRD Group of Commonwealth Secretariat, London, visited EDII and looking at the expanse of its ED activities assigned to the Institute, the task of preparing a case study on the ED process in India.
- A Conference was organised in Kuala Lumpur on 'Small Scale Enterprises and Entrepreneurship Development'. Given the diversity of member countries in terms of size, development policies and demographic characteristics, EDII was able to clear the air about the role of entrepreneurs in small scale enterprise development, the importance of EDP as a strategy for creating indigenous entrepreneurship and the criticality of an integrated approach combining selection, training and follow-up assistance was established.



Participants of the Awareness Workshop on 'Unleashing Entrepreneurship for Development & Trade', conducted under the aegis of the Global Issues and Sustainable Development, Division of Swiss Agency for Development and Co-operation at People's Republic of China - 2007

- The Institute participated in a 3-day workshop in Islamabad on 'Developing Entrepreneurship for Promotion of Self-Employment in Urban Areas'. The Institute offered its assistance in setting up a Centre for Entrepreneurship Development in Pakistan, training of trainers and also in replicating EDII-EDP Model.
- A comprehensive report was submitted to ILO and Sudan Government spelling out requisite policies, programmes and institutions needed to implement self-employment programmes for graduates, primarily on the lines of entrepreneurship.
- Conference held in Mahe, Seychelles on 'Entrepreneurship Development'. Indian experiences and EDII expertise in ED related activities were well received by the participating officers and the need for replicating the same in their countries was spelt out.
- Policy-makers' seminar was organised on 'Enabling Environment for Enhancing Entrepreneurship in public & private sectors in Africa. Subsequent to EDII's presentation, the seminar attended by about 35 participants, concluded with a decision to build national capabilities at macro policy and institutional levels for promoting entrepreneurship.
- Presented a paper on 'ED Approach: The Indian Experience' in Kenya. In the seminar EDII Faculty shared Indian experiences in identifying a good entrepreneur and his role behind the success of the project.
- The Institute was commissioned by ILO for a research study on 'Training for Self-employment through Vocational Training Institutions (VTIs): Lessons from Experience'. The analytical report based on case studies of 3 Indian VTIs revealed better performance by the VTI run by an NGO because of its autonomy and commitment while the poor performance of government-run VTI was due to a casual approach to the task of self-employment. Subsequently, in November 1993, ILO invited the EDII expert to present the research findings at Turin.
- Identified Small Business Training Needs leading to Bhutan Industrial Extension Sub-contract. Discussion with local entrepreneurs, government officials, Chamber of Commerce & Industry, bankers and representatives of international organizations led to a specific action plan which was implemented in Bhutan in collaboration with the Business Opportunity & Industrial Centre (BOIC), Ministry of Trade. EDII entered into a contract with the organization to develop business

GEM India Consortium

The Global Entrepreneurship Monitor (GEM) Survey is the largest annual study of entrepreneurial dynamics in the world. This is used as a reference index for understanding the level of entrepreneurship in the country. GEM was conceived in 1999 by the London Business School, UK and Babson College, USA and has been venerated for the credibility and coverage of its research. In 2001, the study was first anchored in India by the prestigious IIM-Bangalore. Following the successful accomplishment of GEM India research project in 2001, it was again undertaken in 2002. After

twelve years, i.e. in 2012, India participated again in the study to probe the nature and level of entrepreneurship among different strata of the economy, in India. EDII has led the GEM India Team since 2012.

The GEM survey has proved immensely useful in providing data for researchers; knowledge on global entrepreneurship for educators and practitioners, and information to guide policy makers in formulating effective and targeted policies and programmes. Till now, eight survey reports have been published.

counsellors and extension officers during the 1st Phase (Jan-Mar 1995) and prepare a Performance Improvement Manual; training material for thematic programme covering finance & accounts; hold practicum on Integrated Firm Analysis for Business Counsellors and prepare plans for organizing the first Performance Improvement

Programme (PIP), in the second phase.

- For developing 'Savings & Credit Scheme' for Southern Highlands Extension and Rural Financial Services (SHERFS), Mbeya, a manual was prepared on credit formation, credit saving, credit lending and its administration.

Promoting Socially Responsible Business for Development in Asia and the Pacific



62 delegates from India, Laos, Myanmar, Uzbekistan, Nepal, Philippines, Thailand, Denmark, Vietnam and Sri Lanka participated in the workshop on 'Entrepreneurship in Socially Responsible Business for Development in Asia and the Pacific'. The workshop was jointly organized by UNESCAP Business Advisory Council Task Force and EDII.

CONCLUSION

EDII has been largely instrumental in facilitating countries to jumpstart on the path of entrepreneurship. EDII's concept-to-completion strategy focusses on driving in an understanding on Entrepreneur, Enterprise & Entrepreneurship Development; Motivation & Competencies; Business Counselling; Business Plan Formulation; Accounting & Financial Management; Business Opportunity Identification & Guidance; Assessing, Selecting and Analysing Competencies of Potential Entrepreneurs and Follow-up Support Services.

EDII also works towards improving the performance of existing enterprises and preparing them for growth. Enterprises are addressed with focus on technology selection, introduction of innovations, tie-ups by networking, new sources of funds, new methods of marketing and development of competencies for exports and dealing with international business. Such skill honing programmes have delivered tangible results for existing entrepreneurs. The Institute has collaborated with several countries and organizations across the globe.





Dr. V. G. Patel, Former Director, EDII, receiving the Aga Khan Award for Architecture in 1992 at the hands of His Highness Aga Khan



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