

EBCTP

**ENTREPRENEURSHIP AND BUSINESS COUNSELLORS'
TRAINING PROGRAMME**

(October 30 – November 24, 2006)

Sponsored by:

**Government of India – UNDP
“National Project on Urban Poor”**




Organised by:

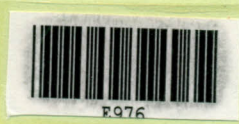
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**Entrepreneurship
and
Business Counsellors' Training Programme
(EBCTP)
(October 30 – November 24, 2006)**

**Trainers' Manual
Part – I**

- 1) Programme Schedule
- 2) EBCTP
- 3) Proposal for Organising MEDP
- 4) Role of EDI as Implementing Agency



Entrepreneurship Development Institute of India
(Via Ahmedabad Airport _ Indira Bridge)
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INDIA

EBCTP

ENTREPRENEURSHIP AND BUSINESS COUNSELLORS' TRAINING PROGRAMME
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Sponsored by:

Government of India – UNDP “National Project on Urban Poor”

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Entrepreneurship Development Institute of India (EDII)

ENTREPRENEURSHIP AND BUSINESS COUNSELLORS' TRAINING PROGRAMME
[OCTOBER 30 - NOVEMBER 24, 2006]

VENUE : LECTURE HALL - II

PROGRAMME SCHEDULE

Week - 1

Day/Date	Session - I 10.00 – 11.15	Session – II 11.30 – 12.45	Session – III 2.00 – 3.15	Session – IV 3.30 – 4.45
Monday 30.10.2006	Programme Introduction, Objectives and Expectations		Micro-Lab : Getting to know each other and Creating a Learning Environment	
Tuesday 31.11.2006	Entrepreneurship Development Programme Overview and Sequence of Major Events		Promoting Entrepreneurship Development Programme	Tools and Techniques of Promotional Activities
Wednesday 01.11.2006	Selection of Potential Entrepreneurs		Business Opportunity Identification for Micro- Enterprises	
Thursday 02.11.2006	Who is Entrepreneur ?	Soft-skill Competencies for Launching and Managing an Enterprise	Business Opportunity Identification for Micro- Enterprises	
Friday 03.11.2006	Entrepreneurship Development Programme Training Inputs		Developing Communication Skill for Trainers	Developing Communication Skills for Potential Entrepreneurs
Saturday 04.11.2006	Field Visit			

Tea Break: 11.15 – 11.30 a.m.

Lunch : 12.45 – 2.00 p.m.

Tea Break : 3.15 – 3.30 p.m.

Sunday : Holiday

Week - 2

Day/Date	Session - I 10.00 – 11.15	Session – II 11.30 – 12.45	Session – III 2.00 – 3.15	Session – IV 3.30 – 4.45
Monday 06.11.2006	Feasibility Study of Micro-Enterprises		Chhu Lenge Aasman – Video film on EDP trained Entrepreneur	
Tuesday 07.11.2006	Achèvement Motivation Training (AMT) – Concept	Why AMT ?	Components of AMT and Its Relevance to Enterprise Creation	
Wednesday 08.11.2006	AMT – Experiential Learning Exercise-I		AMT – Experiential Learning Exercise-II	AMT – Suggested Time-table
Thursday 09.11.2006	Concept of Cost and Methods of Costing		Understanding the Concept of Working Capital Manager of Micro- Enterprises	Assessment of Working Capital
Friday 10.11.2006	Why Market Survey - Tools and Techniques for Market Survey	Market Survey Questionnaire and Report Preparation	Over-view of Business Plan Preparation	Suggested Format for Preparation of Business Plan
Saturday 11.11.2006	Field Visit			

Week - 3

Day/Date	Session - I 10.00 – 11.15	Session – II 11.30 – 12.45	Session – III 2.00 – 3.15	Session – IV 3.30 – 4.45
Monday 13.11.2006	What is Market Analysis	Seven Elements of Demand	Demand Assessment and Forecasting	Elements of Marketing Strategy
Tuesday 14.11.2006	Financial Analysis			
Wednesday 15.11.2006	Technical Analysis for Micro-Enterprises			
Thursday 16.11.2006	Financial Accounting and Statements			
Friday 17.11.2006	Business Plan Integration		Model Business Plan	
Saturday 18.11.2006	Institutional Visit			

Week - 4

Day/Date	Session - I 10.00 – 11.15	Session – II 11.30 – 12.45	Session – III 2.00 – 3.15	Session – IV 3.30 – 4.45
Monday 20.11.2006	Role of Trainer and Understanding the Process of Business Counselling		Seven Business Crises – Film-cum-Discussion	
Tuesday 21.11.2006	Follow-up of EDP		Documentation of Entrepreneurship Development Programme	
Wednesday 22.11.2006	Guidelines for Action Plan Preparation		Action Plan Preparation By Participants	
Thursday 23.11.2006	Action Plan Preparation By Participants		Action Plan Presentation and Submission By Participants	
Friday 24.11.2006	Action Plan Presentation and Submission By Participants		Valedictory Function	

Trainers Training Programme for Entrepreneurship and Business Counsellors (EBCs) For Promotion of Micro Enterprises in Urban Areas

Introduction

In view of enormous potential and the strategic thrust by the Ministry of Urban Employment and Poverty Alleviation, Government of India on promoting micro enterprises, there is a growing realization at the policy level that the strategy would work only if competent entrepreneurs come forward to take up the advantage of the potential. Given the fact that the supply of entrepreneurs is rather inadequate, potential entrepreneurs need to be motivated to come forward to take up the challenges. This calls for a cadre of qualified and well-trained Entrepreneurship and Business Counselors who could motivate, train, guide and counsel the potential and existing entrepreneurs to take up the advantages of the government policies and programmes geared towards promoting micro enterprise development in the urban areas. This requires a large number of professionals to be trained as Entrepreneurship and Business Counselors (EBCs) to motivate and groom entrepreneurs.

Looking at the magnitude of the work involved and constraints faced, it is proposed to facilitate creation of a cadre of trained counsellors from Gov- Non governmental organizations and other agencies, EDI proposes to organize National Training Programme for EBCs covering 25 officials to be trained as trainers in the programme..

Programme Objectives

Major objectives of the Training of Trainers Programme are to:

- ◆ Develop entrepreneurship and business counselors (EBCs) from amongst trainers and organizations involved in EDPs. The programme intends to bring about an understanding of ideal programme promotion and trainee selection modes and the design of a programme based on special needs of different target groups, investment potential and regional market and economic circumstance, etc.;
- ◆ Imbibe concept of identification of business opportunities: The methodology; and, the commercial analysis of business opportunities and preparation of project profiles;
- ◆ Develop capabilities in performing specific tasks related to micro enterprise development such as: identification of viable business opportunities in the sector based on resource-economy-market circumstance (area potential survey), linking the same with selected entrepreneurs and helping them prepare business plans.
- ◆ Equip participants on various aspects of business decisions making in Micro Enterprises such as outsourcing, make-or-buy, product and market mix, etc.

- ◆ Help them to understand options of productive integration such as common raw material banks, financing schemes as to make them cost competitive as also enhance market access.
- ◆ inculcate an idea into ideal modes of providing umbrella/escort services and help them develop into business counselors in all functional areas: applied marketing(domestic and export), systems, HRD, accounting and finance, business strategy, costing, marketing and sales promotion and so on
- ◆ Help develop an understanding on planning and implementation of training programmes effectively.
- ◆ help the participants understand the special needs of different target groups - Youth, Unemployed, SC/ST, Women - as far as entrepreneurship and sustainable economic development is concerned;
- ◆ Strengthen their knowledge and develop their skills, attitudes and behavioral attributes for initiating, planning and implementing urban entrepreneurship development activities effectively.

Course Content

The participants will be exposed to the basic principles of Micro Enterprise development and their application. Besides this the participants will be equipped with necessary knowledge and skills to perform various promotional, organizational, motivational, managerial and counselling tasks. To fulfill the above, the course content proposes to cover all the critical areas of micro enterprise creation and management as described subsequently.

Entrepreneurship Development Process

- Effective promotional methods for generating interest among the target population in entrepreneurship development programmes
- Effective interaction process for sensitising the environment and support systems towards EDPs
- Assessing entrepreneurial potential, among the urban youths (potential entrepreneurs) using appropriate selection techniques
- Process of identifying the types of resources for new enterprises and finding out the appropriateness of different enterprise resources including those available within the community.
- Process of identifying the key elements in feasibility/viability-assessment of an income-generation project and helping the potential entrepreneurs make sound project plans.
- Planning and implementation of the training programme and steps for systematic follow-up.
- Counselling potential entrepreneurs in venture launching and managing the same.

- Follow-up Mechanism

The Programme will also include the following major Soft-Skill Development Inputs:

- Communication Skills for confidence building among potential entrepreneurs and effective interaction with target group and support agencies.
- Problem Solving Skills to identify and analyse the key elements in a problem/situation and strategies for solving the same.

Behavioural Development and Achievement Motivation Training

- This specific and intensive input is imparted to develop the required attitudes in the trainers and traits to play an effective role as an Entrepreneurship and Business Counsellor (EBC).

Training Methodology

The training model focuses on the development of skills, knowledge and attitudes necessary to become an effective trainer in developing potential entrepreneurs. To facilitate the development of these competencies, the training approach is based on Adult Learning Principles/Experiential Learning. **The medium of instruction will be English/Hindi.** A number of training methodologies will be used for imparting various inputs, such as:

- i) Class Room Lectures, ii) Group Discussions: .iii) Case Study: iv) Games / Simulation Exercises: .v) Audiovisuals / Role-Plays: .vi) Field Work/Project Work:

Programme Structure

The programme will be imparted in two phases as follows:

Phase I (4 weeks): Class-room Training/Theoretical Inputs

The coverage of training impacts in a classroom setting will encompass business opportunity identification and guidance in the micro enterprises, potential entrepreneur profiling and linking up opportunities with potential entrepreneurs, market analysis and cost and capital budgeting of micro enterprise projects, and the various dimensions of business plan preparation. The modes of planning and implementing training programmes will also be covered viz. promotion and selection of trainees, scope in terms of support system and escort services, etc.

Phase II (3 weeks): Field Work/Project Work

The participants will be required to go back to their area of operation to carry out the project work, for a period of three weeks. They will require to:

- (i) conduct a quick area potential survey;
- (ii) Identify at least five (5) potential business opportunities.
- (iii) prepare project profile on the 5 opportunities;
- (iv) Select any one of the five opportunities and conduct a market survey/feasibility study on the same;
- (v) Develop a bankable business plan, covering competitor, customer and consumer analysis on the opportunity for which feasibility study has been conducted.

Expected Outcome

Subsequent to the completion of the proposed training programme, the 25 participants, trained as entrepreneur-trainer-motivator-counselors, will be in a position to:

- understand the needs of the potential entrepreneurs and thereby respond to the same;
- identify business opportunities in concerned districts/areas and counselling urban potential entrepreneurs in project selection, planning and implementation;
- provide necessary support and umbrella services to the potential entrepreneurs, in launching micro enterprises;
- plan and conduct Micro Enterprise development programme (MEDPs) and self-employment programmes (SEPs) for potential urban entrepreneurs;
- monitor their EDPs
- Act as resource persons for entrepreneurship/self-employment generation activities in their areas of operation.

Selecting EBCs / ETMs

Helping youth to realize their entrepreneurial potential that culminates into setting up of small ventures is a sensitive, human resource development activity. The extension workers and other functionaries of EDOs and other implementing agencies that are to be engaged in such an activity must therefore have an exposure and orientation to micro enterprise development. It is necessary to target the programme to such EBCs, who have enough potential for becoming successful Entrepreneurship Trainer-Motivator-cum-Business Counsellors. It will be advisable to sponsor preferably those workers who possess a graduate/post-graduate degree besides 2 to 3 years experience of working in the areas related to micro enterprise promotion. However, this does not debar others who may not fulfill the criteria but have enough motivation, understanding and commitment, so far as promotion of micro enterprise sector is concerned.

Proposal for Organizing Micro Enterprise Development Programmes (MEDPs) in Collaboration with the trained EBCs to Promote Micro Enterprises in Urban Areas

Background

As stated earlier, the ability of an entrepreneur to mobilize resources and combine them into a viable business undertaking depends on his/her education and training. A curriculum content that emphasizes practical business skills, such as technical skills, accounting and finance, marketing, and human resource management, will contribute to providing potential entrepreneurs with the basic managerial skills needed to start and run a business. Problem solving, creativity, decision making, communications and leadership are entrepreneurship skills that may be required to be partly built up.

There is a need to create competent and competitive entrepreneurs, who set-up new micro enterprises. Ministry of Urban Employment and Poverty Alleviation, Government of India is also keen to ensure that the urban sector grows, thrives and becomes the engine of growth for the Indian economy. The Ministry is also keen to augment the supply of entrepreneurs through training and counselling interventions, who take advantage of the Government facilities and a favourable policy framework evolved to promote this sector. The task of developing a large number of new entrepreneurs has to be taken at a war footing.

To meet the challenges as mentioned above, EDI plans to implement MEDPs, in collaboration with the newly trained Entrepreneurship and Business Counsellors (EBCs). EDI has been successfully implementing a well thought-out Micro Enterprise Development Programme (MEDP) strategy to promote Micro Enterprises, in collaboration with a large number of NGO with EDOs all over the country. Encouraged by the positive outlook of the Ministry of Urban Employment and Poverty Alleviation, Government of India, EDI is keen to take up this massive task in the urban area for the promotion of Micro Enterprises.

The EDI Approach

EDI, on the basis of its experience of organising more than 500 Micro Enterprise Development Programmes (MEDPs) all over the country, is convinced that it can be a major approach for promotion of Micro Enterprises. It proposes to follow the strategy under which EDI will train **25** professionals of selected implementing agencies, as EBCs. Subsequently, the Institute will organize at least **two** MEDPs with each of them. In this phase, the trainers will practice in the field what they have learnt in the classroom during the EBC Training Programmes. Subsequently, these agencies will directly get linked with the Ministry for implementing EDPs, independently.

It is also proposed that the MEDP trainees under such programmes should pay a token fee. This is based on two considerations. First, anything which is made available free has very limited value in the eyes of the beneficiaries. Once they pay, even a token amount, for the services they take them more seriously. And second, the quantum of fee is being determined keeping in view the fact that a large number of similar programmes like PMRY, etc. have a component of stipend also. While

beneficiaries of such government-sponsored programmes get the benefit of stipend, we are attempting to create a culture of 'paying for the services'. This could be achieved only in a phased manner. Hence the fee component is being proposed on a token basis.

Proposal for MEDPs

EDI proposes to organize under the National Project, **14 MEDPs at 14 locations in 7 selected states** in collaboration with the newly trained personnel from the implementing agencies under the pilot project. The location and the number of MEDPs to be conducted will depend upon the choice of the respective states. Each MEDP will be of 4 weeks duration comprising of daily classroom training of four hours.

Objectives

Major objectives of the proposal are:

- i) to organize **14 MEDPs, as a pilot project** in collaboration with the implementing agencies, whose professionals are trained in the various EBCs Training Programmes;
- ii) to extend professional support to the collaborating agencies in implementation of the programmes to institutionalize the activity over a period of time;
- iii) to train between **350** potential entrepreneurs in collaboration with the trained EBCs and help creation of about **210** Micro Enterprises, by the trained entrepreneurs.
- (iv) to monitor, evaluate and document the impact of the EDPs conducted by these selected agencies.

After the initial back up support provided by EDI, in the first two MEDPs, the EBCs will be reasonably well equipped to organize MEDPs independently, which is the objective of EDI.

Reporting Progress to Ministry

It is proposed to keep the Ministry informed regularly of the progress of the projects. In consonance to the practice being adopted by EDI, Quarterly meetings will be organized at its head office (Gandhinagar). In the meetings, besides reporting of the progress made for the reporting quarter, all the major issues related to implementation of MEDPs will be sorted out and action plan for the next three months will be finalized. Following the same strategy, EDI proposes to submit quarterly progress reports to the Ministry. A Monitoring Performa will be evolved by EDI which will be filled by the implementing agencies to update the Institute of the progress made by them on a regular (Quarterly) basis. At the end of the stipulated period of follow up for a particular MEDP, which is normally one year from the date of the completion of the MEDP training, EDI will submit the final report to the Ministry. Thus, the responsibility of EDI and its partner implementing agencies will be to carry out rigorous follow up at least up to one full year, for each MEDP. EDI will also be responsible for documentation of the programmes besides monitoring the implementation.

The Institute will monitor the MEDPs through regular visits of its regional co-ordinators to the partner Implementing Agencies. It will also help the Agencies in trouble shooting during this phase.

Funding Pattern for MEDPs

We propose for a grant amount of Rs. 1, 00,000/- to be given by the Ministry, for each of the MEDP to be implemented by the implementing agencies. It is proposed that the grant component could be restructured in a manner that it becomes performance linked. The agencies, which perform well, deserve to be rewarded adequately, whereas non-performance will be discouraged. Therefore, it is proposed that the agencies be given a grant of only Rs.70, 000/- to cover their basic, out of pocket expenses only.

They should be encouraged to charge a token fee from the participants to make up for the deficit, if any. Besides this, they are offered performance-based incentives for helping the MEDP trainees in starting micro enterprises. Better the performance, in terms of establishment of new micro enterprise units, higher would be the potential for the agency to leverage funds. It is proposed to link the performance incentive to the size of units set up. Higher the size of investment, higher will be the incentive amount that will be available to them. The proposed performance structure is as follows:

Quantum Of Loan Sanctioned By Banks (Rs.)	Performance Incentive Per Unit Set Up (Rs.)
Up to 10,000/-	Nil
10,001/- to 25,000/-	500/-
25,001/- to 50,000/-	1,000/-
50,001/- to 75,000/-	1,500/-
75,001 to 1,00,000/-	2,500/-
Above 1,00,000/-	3,500/-

The performance incentive would also be available for self-financed units provided they have minimum investment of Rs. 10,001/- in plant and machinery, at the above rates. The incentive could be claimed by the Implementing agency/NGO on production of copy of the sanction letter and first installment of disbursement of funds by the banks in the case of bank financed units and on production of a copy of invoice and undertaking by the NGO that the machinery has been installed at the site, in the case of self-financed units. The performance incentive could be released every six months beginning January (i.e., in the months of January and July) every year.

This system will be much more result oriented, impact making and effective compared to a blanket grant of Rs. 1,00,000/-, with no accountability. The proposed system reduces the cost of each MEDP by a sum of Rs. 30,000/- and links the balance grant with the performance. Assuming a success rate of about 60 per cent and an average investment of Rs 50 thousand per micro enterprise unit, it may call for a budgetary provision of about Rs. 15,000 per MEDP towards the performance linked incentive amount to be paid to the Implementing Agencies.

Action Plan

The proposed action plan is spread over a period of **ONE** year wherein:

- i) Each of the implementing agencies trained under the EBCs Training Programmes will conduct two MEDPs (part-fee based) in collaboration with EDI, after the EBC Training Programme.
- ii) EDI will actively participate, guide and monitor implementation of the programme and will evaluate them concurrently, as the Institute takes responsibility of the qualitative results of the MEDPs.
- iii) EDI will extend its professional support to the implementing agencies in selection of the MEDP trainees; opportunity identification and project report preparation. Need-based support to the partners will also continue simultaneously.
- iv) EDI will continue to monitor the programmes periodically till the completion of one year; regularly report to the Ministry and submit a consolidated monitoring-cum-evaluation report to the Ministry at the end of the project period.

Objectively Verifiable Indicators

Quantitative (Figures stipulated may vary in different Strategic options adopted)

- i) Developing capabilities of 25 implementing agencies to take up Micro Enterprise Development Programmes on a regular and long-term basis.
- ii) Training of about 350 youths as entrepreneurs under the project.
- iii) Emergence of at least 210 self sustained economic ventures by the youths in as many as 14 urban locations.
- iv) Creation of 850 regular jobs.
- v) Project profiles on 100 - 150 potential business opportunities.
- v) Enhancement in the overall productivity of the Urban Sector with scarce resources (human and fiscal). (Can be assessed by impact assessment studies at the end of the project period)

Qualitative

- i) Entrepreneurial values and managerial temperament will be inculcated in society.
- ii) Check on unwanted exodus to job market.
- iii) Hastening the pace of appropriate technology transfer.
- v) It will also help in more equitable distribution of income and wealth in urban areas.

Programme Implementation

- i. It is proposed to organize MEDPs in collaboration with the implementing agencies who would be trained in the Ministry sponsored EBCs Training Programme conducted by EDI. The Institute will then enter into an agreement with the implementing agencies for implementation of the programmes. Under this arrangement EDI will primarily be responsible for participating in the planning process, helping the EDOs in networking with the local government agencies and banks, develop the promotional strategy, participate in the selection of trainees, help the EDOs in identification of opportunities, project report preparation and formulation of follow up strategy, etc.
- ii. As per the agreement, the Implementing Agencies will be paid Rs. 70,000/- to meet the basic cost of the MED programmes.
- iii. EDI will also be responsible for result-oriented monitoring and evaluation of the programmes, besides documentation, quality of the programmes and accountability of funds. EDI will also be responsible for quarterly reporting to the Ministry on the progress made in the MEDPs.
- iv. The implementing agencies will be responsible for implementing the MEDPs in their areas of operation, and will also be responsible for an intensive follow up for a period of one year after the classroom training is over. They will also locally co-ordinate with EDI, banks and other support agencies for the success of the programme.

The Ministry will extend support to EDI in networking with various support agencies of the state governments for facilitating the credit flow and other support.

The Project Cost

The total estimated cost to implement one MEDP works out to Rs.1, 00,000/- (Rupees One Lakh only) inclusive of performance-based incentive as per above stated scheme.

The EDI cost of providing professional support to the implementing agencies, releasing of funds/grant in stages, releasing of the incentive amount, monitoring, evaluation, documentation, reporting the progress to the Ministry as a nodal agency and assuming the responsibility of proper and systematic implementation of the MEDP will be separate. It works out to Rs. 38,500/- per EDP.

UNIT COST FOR ORGANISING ONE MEDP BY THE IMPLEMENTING AGENCIES

[Assuming 25 participants in each programme]

Sr. No.	Expenditure Head	Amount (Rs.)
Training Related Expenses Accruing to the Implementing agencies		
1.	Pre Training and promotional Expenses	3,000.00
2.	Course Material @ Rs. 120/- per participant	3,000.00
3.	Honorarium to Guest Faculty	10,000.00
4.	Field/factory visits (3) @ 3000/- per visit	9,000.00
5.	Technical training/exposure	20,000.00
6.	Rent of Training hall for 2 months	4,000.00
7.	Counselor's salary for 6 months	36,000.00
8.	TA/DA for the counselor	10,000.00
9.	Administrative Over Heads & Misc.	5,000.00
10.	Total cost of organizing an EDP	1,00,000.00

UNIT COST OF ORGANIZING AN MEDP – RS 1, 00,000/-

EDI COST OF OPERATING AS A NODAL AGENCY FOR IMPLEMENTATION OF THE EDPs

EDI Professional Charges		
1.	Person-day Cost (Towards selected professional inputs, coordination, monitoring, reporting, documentation, release of funds and incentive amount, etc.) for 5 days @ Rs.6,100 per day	30,000.00
2.	TA/DA for the Faculty	8,000.00
3.	Secretarial Assistance	500.00
4.	Cost for each EDP: Total (1-3)	38,500.00
	EDI's total professional cost for supporting 1 EDP is	38,500.00
(RS. THIRTY EIGHT THOUSAND FIFTY THOUSAND ONLY)		

UNIT COST FOR MONITORING ONE EDP - RS 38,500

ROLE OF EDI AS AN IMPLEMENTING AGENCY (IA)

As stipulated once Entrepreneurship Development Institute of India (EDI) is accorded the status of An Implementing Agency by the Ministry of Urban Employment and poverty Alleviation, Government of India; it will assume the following responsibilities:

1. Will act on behalf of the Ministry for promotion of Micro enterprises, through entrepreneurship development training strategy. To begin with, it will work as an Implementing Agency for a period of two years.
2. It will endeavor to institutionalize the strategy over a period of time so that it is sustainable in the long run. To begin with, EDI will work in urban areas of the selected project location.
3. Will select credible implementing agencies in the target states, in consultation with the Ministry, for successful implementation of the project.
4. Will undertake the task of capacity building of the implementing agencies through Entrepreneurship and Business Counsellors (EBCs) Training Programmes. It will also prepare a Trainers & Trainees Manual for the use of the EBCs and Entrepreneurs respectively in the field.
5. Will organize Entrepreneurship Development Programmes in collaboration with the Implementing Agencies, for establishment of Micro Enterprises. It will act as a bridge between the Implementing Agencies and the Ministry and will coordinate and guide the Agencies in implementation of MEDPs.
6. Will enter into agreement with the Implementing Agencies for conducting MEDPs.
7. Will receive bulk funding from the Ministry towards the expenses of the MEDPs and disburse the funds to the Implementing Agencies in a phased manner.
8. Will be responsible for a result oriented implementation of the MEDPs and will also be responsible for providing professional support to the Implementing Agencies towards the same end.
9. Will be responsible for timely consolidated progress reports on the MEDPs. For this purpose, it will compile the progress reports submitted by the Implementing Agencies and present them to the Ministry.
10. EDI will also be responsible for a result oriented follow-up, monitoring and evaluation of the MEDPs that are organized by the Implementing Agencies.
11. EDI will also participate actively in the concurrent, mid-term and final evaluation of the project along with the Ministry.