



Fifth Programme on
**SUCCESSION PLANNING FOR
ENTREPRENEURIAL CONTINUITY**

SEPTEMBER 13-25, 1993

AWARD FOR
THE AGHA KHAN ARCHITECTURE
1992 WINNERS - EDI



Organised by :
**ENTREPRENEURSHIP
DEVELOPMENT
INSTITUTE OF INDIA**

Ahmedabad (Near Village Bhat), P.O. Chandkheda-382 424, Gujarat
Tele : 811331/811423 Telex : 0121-6224 EDI IN. Gram : 'ENDIND' Ahmedabad. Fax : (91) 272-815367

A business enterprise embodies the entrepreneurial vision and capabilities of its promoters and leadership. To sustain and continually replenish this vision, to improve the capabilities to perceive new opportunities and exploit them is, therefore, essential for healthy development of the enterprise. In other words, a successful entrepreneurial initiative must not remain an end in itself; instead it should form a foundation, a building block, for a series of initiatives.

To ensure this continuum, it is necessary to inculcate and reinforce entrepreneurial aspirations and capabilities in the future leadership of an enterprise. The grooming of future leaders, therefore, cannot be an ad hoc activity; it would require conscious advance planning informed by a long-term vision of goals. This programme- **Succession Planning for Entrepreneurial Continuity**- has been conceived with this end in view. Four programmes have been already held in this series and they have been highly acclaimed by the client system.

Objectives

- * To ensure that the entrepreneurial vision resulting in the birth and consolidation of an enterprise is transmitted to the next generation of its leaders;
- * To sharpen the capabilities of future leadership of an enterprise to gauge intelligently the constraints and opportunities in the ever-changing, competitive environment and respond creatively to them;
- * To sensitise the future leaders of an enterprise about the problems of transition and the need for organisational innovation and human resource development in the wake of changing business scenario.

For Whom

The programme is open to those who are likely to join their family business such as sons and daughters of first generation entrepreneurs who are about to join or have joined recently the management of their businesses.

Programme Content

- * Entry strategy, career growth, learning style, leadership, dynamics in family business.
- * Entrepreneurial Motivation and Competencies.
- * Transition Management
- * Creativity, Product and Organisational Innovations
- * Business environment and structural changes in Indian industry
- * Opportunity perception, Diversification and Growth, Project and Corporate Planning
- * Project work on future directions by the participants

Pedagogical Methods

A variety of teaching methods- case discussions, role playing, sensitivity training, written exercises, lectures and discussions would be used. The participants will be exposed to a series of experiences in succession planning in a variety of organisations. The participants will be encouraged to use the Institute's library and computer centre. The medium of instruction will be English only.

Monitoring and Follow-Up

With a view to ensuring that participation in the programme has relevance for developments in the participating organisations, the EDI would continue to keep in touch with the alumni of the programme and would be ready to offer them any help or counselling in the process of implementing future entrepreneurial plans.

Venue

The programme would be residential and it would be held at the elegant and sprawling campus of the Institute located near Ahmedabad airport. The participants would be accommodated in comfortably furnished air-conditioned hostels of the Institute on double occupancy basis.

Fee

The fee for the entire programme would be Rs. 9500/-. It will cover board and lodging and the cost of instruction and teaching material.

Faculty

D. G. Allampalli, M. Tech. (IIT, Bombay)
G. R. Jain, Ph. D. (Jodhpur)
Ranga Kota, PGDM (IIM, Ahmedabad)
B. P. Murali, PGDM (IIM, Ahmedabad)
J. B. Patel, B. Tech. (BTI, Kanpur)
V. G. Patel, Ph. D. (Wisconsin)
D. Tripathi, Ph. D. (Wisconsin)

In addition to the above members of the EDI faculty, distinguished experts from sister institutions, such as IIMs, will participate in teaching. Guest speakers from Indian corporate world will be invited to share their experiences and insights.

Nominations

Nominations must be made on the enclosed proforma and mailed along with a demand draft of Rs. 9500/- to :

Dr. Gautam Raj Jain
Programme Director
Entrepreneurship Development Institute of India, Ahmedabad (Near Village Bhat, Via Ahmedabad Airport and Indira Bridge)
P. O. Chandkheda-382 424, Gujarat.
Phones : (0272) 811331, 811084
Telex : 121-6224 EDII IN
Fax : (91) 272-815367

The last date for receiving nominations is August 10, 1993.

THE INSTITUTE

The Entrepreneurship Development Institute of India (EDI), was set up in 1983 with the objective of developing entrepreneurship through education, teaching and research. Sponsored jointly by Industrial Development Bank of India (IDBI), Industrial Finance Corporation of India (IFCI), Industrial Credit and Investment Corporation of India (ICICI) and State Bank of India (SBI), it is a premier national institution in the country to focus exclusively on entrepreneurship development. Autonomous in character it is registered under the Societies Registration Act and is governed by its own board.

During its short career, EDI has developed more than 1000 new entrepreneurs directly through its own programmes and another 10000 through the programmes of a network of institutions created by it. It has also developed more than 200 trainers to help different state-level organisations and banks in their entrepreneurship development efforts, and an EDP model developed by it, is being implemented by more than 100 organisations in India and in several developing countries. Besides, the Institute has contributed significantly to introducing entrepreneurship-oriented curricula in schools in various parts of the country.

All this has earned a great deal of national and international recognition for the institution which is amply reflected in the support that the World Bank, International Labour Organisation, United Nations Industrial Development Organisation, Commonwealth Fund for Technical Cooperation, FNF, Ford Foundation and several other international agencies have extended to its educational endeavours. The Institute's professional links with central and state governments are extremely strong.

EDI PUBLICATIONS & AUDIO VISUALS

EDI Reports

The EDI regularly publishes a quarterly bulletin, i.e. EDI Reports, covering various activities undertaken by the institute. (Free circulation on demand)

Publications

1. Entrepreneurship Development Programme in India and Its Relevance to Developing Countries - V.G. Patel Rs. 130/- US \$ 25
2. Developing New Entrepreneurs Rs. 200/- US \$ 40
3. Self-Made Impact-Making Entrepreneurs -Gautam R. Jain & M. Akbar Ansari Rs. 250/- US \$ 45
4. National Directory of Entrepreneur Trainer-Motivators (1989) Rs. 80/-
5. Entrepreneurship Bibliography Rs. 55/- US \$ 11
6. Strategy of Success in Business and Industry (Hindi) -V.G.Patel (1975) Rs. 50/-
7. In Search of Identity -The Women Entrepreneurs of India - Ajit Kanitkar & Nalinee Contractor Rs. 160/- US \$ 15
8. The Seven Crises & Business Strategy for Survival & Growth -V.G. Patel (In print)
9. A Manual on How to prepare A Project Report J.B. Patel & D.G. Allampalli Rs. 100/- US \$ 10

Papers

1. Potentials of Ex-servicemen for Entrepreneurship: A Study -Gautam R. Jain (1989) Rs. 48/- US \$ 4
2. Course of Entrepreneurial Succession in Family Business : A Feasibility Report -Gautam R. Jain (1989) Rs. 43/- US \$ 3
3. The Missionaries : A Study of Entrepreneur Trainer-Motivators in India -Dinesh Awasthi (1989) Rs. 72/- US \$ 6
4. Proceedings of National Workshop on Developing Research Agenda on Entrepreneurship -Gautam R. Jain & Dinesh Awasthi (1989) Rs. 81/- US \$ 7
5. Agenda for Change Rs. 75/- US \$ 6

Video Cassettes

1. Five Success Stories of First-Generation Entrepreneurs Rs. 1000/- US \$ 100
2. Assessing Entrepreneurial Competencies. Rs. 1000/- US \$ 100
3. Business Opportunity Selection & Guidance Rs. 750/- US \$ 75
4. Problem Solving - An Entrepreneurial Skill Rs. 750/- US \$ 75
5. Starting Crisis in Business Rs. 250/- US \$ 20
6. Cash Crisis in Business Rs. 250/- US \$ 20
7. Delegation Crisis in Business Rs. 250/- US \$ 20
8. Leadership Crisis in Business Rs. 250/- US \$ 20
9. Financial Crisis in Business Rs. 250/- US \$ 20
10. Prosperity Crisis in Business Rs. 250/- US \$ 20
11. Management Succession Crisis in Business Rs. 250/- US \$ 20
12. Planning for Competition & Growth Rs. 250/- US \$ 20

Special Offer : The Institute will bear the packing & Postage charges in case of order for the complete set of 'Seven Crises in Business' series (Sr. No. 5 to 12)

Kit

1. Achievement Motivation Training (AMT) Kit Rs. 700/- US \$ 56

Clippings

1. Entrepreneurship Newspaper Clippings Year-Book - 1991 Rs. 300/- US \$ 24
2. Entrepreneurship Newspaper Clippings Year-Book - 1992 Rs. 250/- US \$ 20

(A 10% discount is allowed to all training/educational institutions, government/semi-government organisations and libraries on all above audio-visuals. Postage will be charged extra)