

**TWELFTH COURSE  
FOR TRAINING  
PROFESSIONALS  
IN ENTREPRENEURSHIP  
DEVELOPMENT**

**(AUGUST 17-  
SEPTEMBER 25, 1992)**



**ENTREPRENEURSHIP DEVELOPMENT INSTITUTE OF INDIA**

**Bhat, P.O. Chandkheda-382 424, Gujarat**

**Tele. : 811331/811423 Telex : 121-6224 EDI IN GRAM : 'ENDIND' Ahmedabad.**

## BACKGROUND

Small enterprises are being promoted all over the country through educational-cum-training interventions. Entrepreneurship Development as a regular course being introduced in technical and non-technical institutions including universities and colleges by setting up Centre for Entrepreneurship Development, Department of Small Business Development and Science & Technology Entrepreneurship Development Park. This is mainly to help educated youth to take up self sustaining career in industry and trade. Training interventions are being used by way of organising Awareness Camps, Entrepreneurship Development Programmes and/or by providing counselling services to prospective entrepreneurs. This is being done to promote various target groups like Traders, Artisans, Craftsmen, Educated Unemployed, Women, Ex-servicemen for successfully pursuing career as entrepreneur in industry and trade.

All the Institutions engaged in Entrepreneurship Development through education, training and counselling are experiencing the shortage of competent training professionals in entrepreneurship development. To respond to this important need, EDI is offering Twelfth Course to develop Training Professionals as Teachers, Counsellors, Facilitators and Promoters in Entrepreneurship Development.

## OBJECTIVES

The main objective of the Course is to prepare and develop training professionals in entrepreneurship development for teaching, training and counselling potential entrepreneurs. The Course is designed to serve the following specific objectives:-

- Upgrade the participants' knowledge and insight into the theories and practices of various intervention strategies of Entrepreneurship Development for new enterprise creation.
- Equip participants with the necessary knowledge, skills and competencies to design and organise educational cum training courses in Entrepreneurship.
- Develop counselling skills to help prospective entrepreneurs in planning and initiating small enterprises through key areas like Entrepreneurial Qualities, Information Inputs, Opportunity Guidance, Project Report Preparation and Project Implementation.
- Enhance the overall personal competencies of the participants to be effective as counsellors, promoters, teachers and facilitators in entrepreneurship development for new enterprise creation.

## FOR WHOM ?

- (i) Government departments engaged in Human Resource Development and self-employment programmes, particularly, Directorate of Industries, SISIs, District Industries Centres, etc.
- (ii) Educational Institutions with Entrepreneurship Development Cell or Science & Technology Entrepreneurship Development Park. Management and Commerce Faculty Members of Universities and other departments involved in initiating and implementing Entrepreneurship Development activities.
- (iii) Technical Consultancy Organisations involved in EDPs and counselling prospective entrepreneurs.

- (iv) Institutes for Entrepreneurship Development/Centres for Entrepreneurship Development working at state level.
- (v) Banks and Financial Institutions engaged in promotion and development of first generation small entrepreneurs through their consultancy cell by organising counselling cum extension services and training programmes for small businesses.
- (vi) Voluntary organisations and non-government organisations committed to develop potential entrepreneurs through various types of income generation activities under self-employment promotion programmes.

### WHO CAN BE NOMINATED ?

Those who are Graduates in any discipline in the age group of 25-35 years with an aptitude for developmental activities. They should preferably have some exposure or experience in HRD/Training related activities or in small industry development.

Sponsoring organisations may select their members out of:

- Trainers of Entrepreneurship Awareness or Entrepreneurship Development Programmes.
- Project Appraisal and Development Officers of Banks and Financial Institutions.
- DIC Managers and Officers of Industries and Employment Departments.
- Teachers and Professors involved in Entrepreneurship Education.
- Extension Officers of NGOs and VOs engaged in promoting income generation activities for self-employment.
- Consultants in Small and Medium Industries.

### ACCREDITATION COURSE

Two phases viz. on the job training and refresher programme are added to this programme to facilitate earning of final accreditation certificate. The final accreditation is strongly recommended for the training officials of CEDs/IEDs. They are therefore advised to participate in all phases of the programme.

University Teachers, Business Counsellors, Consultants, Project Appraisal and Development Officers and all those who do not conduct Entrepreneurship Development Programmes are exempted from the accreditation phase and hence they do not have to participate in the course leading to Accreditation.

### COURSE CONTENT :

To ensure overall development of the participants as 'Training Professionals' in Entrepreneurship Development along the lines of the objectives of the course, the courses will cover the following inputs:

Training Programme will consist of six modules:-

#### *Module 1: Programme Orientation*

Programme introduction, micro-lab, participants' presentation on their organisation

#### *Module 2: Concepts in Entrepreneurship Development:*

Entrepreneur, enterprise and entrepreneurship; economic development; barriers to entrepreneurship development; SIs in India; issues in promoting SIs; approaches and intervention strategies of entrepreneurship development.

#### *Module 3: Entrepreneur and Entrepreneurship Development*

Experience sharing by entrepreneurs; ED process; EDP centre selection; planning and promoting EDPs; assessing entrepreneurial potentials.

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## **FEE:**

### **Certificate Course**

Rs. 10,000/- (Rupees ten thousand only) includes cost of training, teaching material, lodging and boarding (6 weeks).

### **Accreditation Course**

Rs. 15,000/- (Rupees fifteen thousand only) including cost of training, teaching materials, lodging, boarding and refresher-evaluation phase (8 weeks).

### **Fee subsidy and its procedures:**

State Technical Consultancy Organisations, Institutes and Centres for Entrepreneurship Development, Non-Government Organisations and Voluntary Organisations may get Professional Staff Training Subsidy from IDBI. They should contact Small Industries Development Fund Department (SIDFD), Industrial Development Bank of India, IDBI Tower, Cuffe Parade, Bombay - 400 005, explaining the nature of work of their organisation, need for developing manpower in entrepreneurship, plans and experience in entrepreneurship development activities with a copy to EDI for follow-up.

Technical, educational and science faculty members of universities, colleges may approach Department of Science & Technology (DST) through Advisor, National Science & Technology Entrepreneurship Development Board (NSTEDB), Department of Science & Technology, Government of India, Technology Bhawan, New Mehrauli Road, New Delhi-110 016 for fellowship support to attend this programme. The DST has made a provision of fellowship on selective basis depending upon the background of the teachers and the planning of educational institutions for entrepreneurship development activities.

## **HOW TO APPLY :**

Nomination should be sent in the attached proforma alongwith the programme fee before 15th July, 1992 to;

**Dr. Gautam Raj Jain**  
Programme Director

Entrepreneurship Development  
Institute of India  
Bhat, (Via Ahmedabad Airport &  
Indira Bridge)  
P.O. Chandkheda 382 424, Gujarat, India

Telephones : (0272) 811331, 811068,  
811084, 811470, 811423.

Telex : 0121 6224 EDII IN/Gram : ENDIND,  
Ahmedabad.

## THE INSTITUTE

The Entrepreneurship Development Institute of India (EDI-I) was set up in 1983 with the objective of developing entrepreneurship through education, teaching and research. Sponsored jointly by the Industrial Development Bank of India, Industrial Credit & Investment Corporation of India, Industrial Finance Corporation of India and State Bank of India, it is the national resource organisation 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, the EDI-I has developed about 1000 new entrepreneurs directly through its own programmes and another 10,000 through the programmes of a network of institutions created by it. It has developed about 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 several developing countries. Besides, the Institute has contributed significantly in introducing entrepreneurship oriented curricula in schools in various parts of the country. Twelve Teachers' Training Programmes were held and imparted training to about 240 teachers of engineering, polytechnics and science colleges all over the country to enable them to provide entrepreneurship related inputs. Its research studies have led to several major publications. It has an excellent library and documentation centre.

All these have earned great deal of national and international recognition for the Institute which is amply reflected in the support that the World Bank, International Labour Organisation, United Nations Industrial Development Organisation, Commonwealth Secretariat and several other international agencies have extended to its educational endeavours.