

21-22

July to December

EDI REPORTS

Entrepreneurship Development Institute of India

(Sponsored by IDBI, ICICI, IFCI & SBI)

WISHING YOU

AN ENTERPRISING

NEW YEAR

1989

Dear trainer,

EDI's contribution to entrepreneurship movement by way of developing a well-rounded cadre of trainers is well-known. In furthering such an effort and in pursuance of the suggestions made during the 2nd National Trainers' Meet organised by us during March, 1988, we have decided to set-up a "National Forum of Entrepreneur-Trainers". The Forum would provide a platform for indepth interaction amongst we trainers on a sound professional footing. Not looking too far ahead, the Forum could also act as a professional body giving due recognition to its members as sound professionals.

We can make a success out of such a Forum only when we trainers work together with a deep sense of involvement and commitment. At the outset, I

solicit your valuable suggestions covering the following points :

- Name & style in which the Forum could function.
- What would be the constitution of the Forum in terms of office bearers, procedures for their election/nomination etc. ?
- Specific objective of the Forum.
- Who can join the Forum ?
- What could be the activities of the Forum ?

Please feel free to cover any other points that you consider important. We would like to organise the first meeting of the Forum during our 3rd National Trainers' Meet likely to take place during March 1989. Please do write to me at your earliest.

B.P. Murali
Training Faculty

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10-POINTS ON NATIONAL ENTREPRENEURSHIP STRATEGY

I was present at the National Workshop hosted by the Department of Science and Technology on "Employment Generation through Entrepreneurship Development" at Delhi on 16th November '88. Stimulating talks were given by Dr. Sam Pitroda and Professor Hiten Bhaya. Unfortunately, the structure of the one-day programme did not permit expected interactions between planners and policy makers on one hand and the researchers and practitioners on entrepreneurship on the other. While Dr. Pitroda concluded by offering a 10-point programme for further actions, and I am sure this programme will be circulated by the Department of Science and Technology in the near future, at a national policy and planning level the first need, I believe, is to take cognisance of substantial work which has already been done and is being done on entrepreneurship development in various parts of the country. Very rich experiences and insights are available based on scores of entrepreneurship development organisations making a significant contribution in the form of employment generating enterprises by creating new entrepreneurs. If entrepreneurship development endeavour is to be effective in maximising output in terms of employment and income generation, here are my 10 points for a national thrust in this direction:

1. Enlarging the scale of

Entrepreneurship Development Programmes and improving their effectiveness in maximising start-ups should be the first thrust area.

2. Direct employment impact of EDPs can be more than doubled if 50 enterprises start instead of 20 (as is now) out of every 100 new entrepreneurs developed through a large number of EDPs.
3. Following steps are required to accomplish this increase. Uncertainty every year about financial resources to implement EDPs must be removed. EDPs must be made Plan schemes in the State Five Year Plans for industry, employment, education and rural development; Planning Commission must recognise this as a significant human resource development strategy. The prevailing ad hoc support must give rise to annual budgetary provisions and release of funds well in time.
4. Significant expansion of EDPs is feasible if target groups are wide-based and not restricted to only science and technical graduates or educated unemployed. Vast entrepreneurial potential remains untapped. Employees, small traders, non-technical graduates, self-employed, craftsmen, even rural poor, offer potential sources. Schemes of assistance must become broad-

based and avoid unjustifiable bias in favour of technicians, technocrats, and educated.

5. Pre-identification of new industrial and business opportunities for entrepreneurs, location-wise, investment-wise, bringing in new technologies must become a priority homework of state level organisations including EDP trainers to facilitate a large number of entrepreneurs to emerge. Innovations need to be encouraged, new technologies, new products, new processes, new uses of raw materials must get due financial support which is not forthcoming today.
6. Specialised entrepreneurship development institutions at state levels must be set up and existing ones strengthened for this sensitive task.
7. Expansion of EDPs and improvement in performance would require trained trainer-motivator facilitators. This cadre must be recognised and expanded. More than 400 new trainers will be needed, an equal number to be trained from existing officers to serve each district through EDP strategies. Ultimately, each taluka and village should be reached through EDPs.
8. Almost 30 per cent of carefully selected trained entrepreneurs are unable to start enterprises and

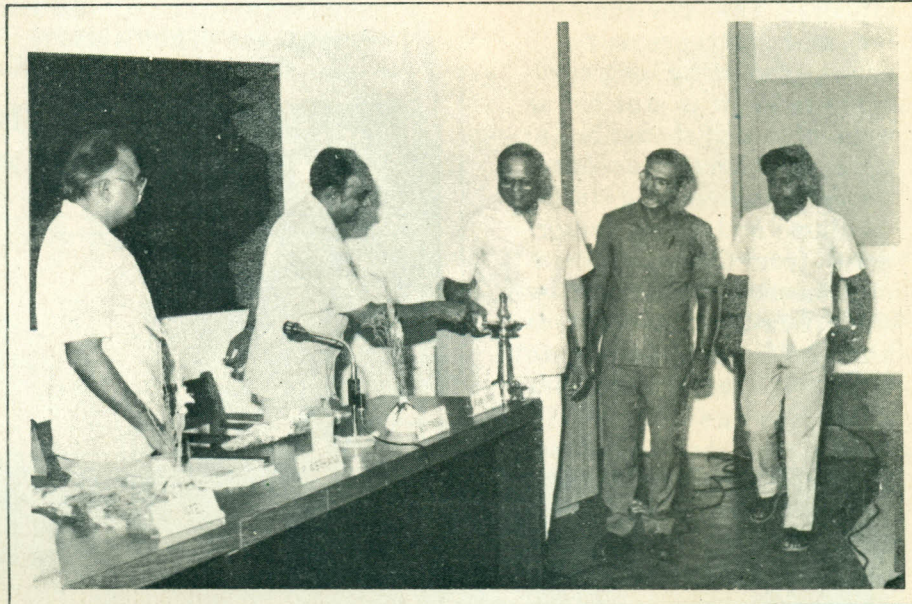
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EDP APPRECIATION PROGRAMME FOR IDBI OFFICERS

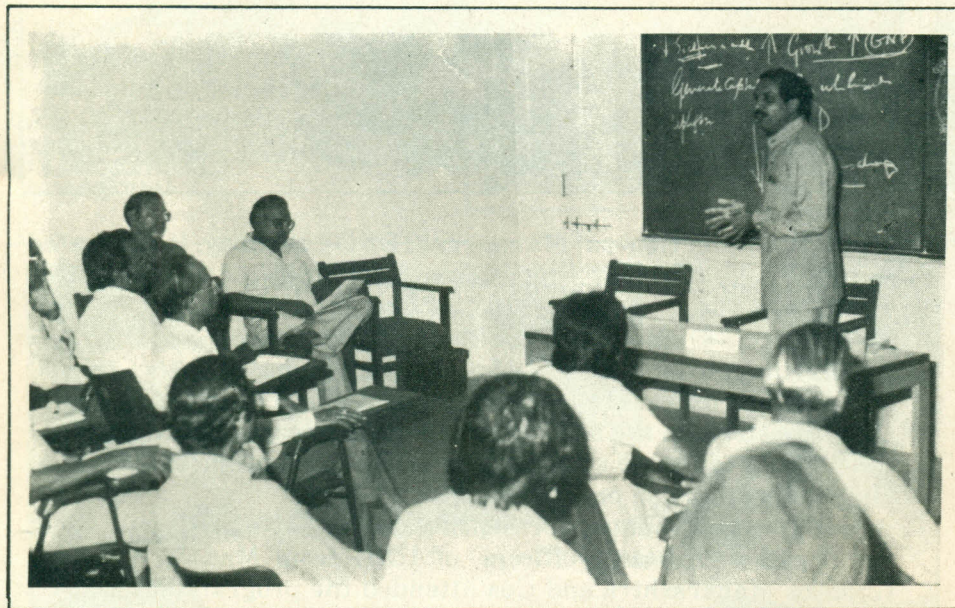
The national financial Institution led by Industrial Development Bank of India (IDBI) play a major role in facilitating the emergence of first generation entrepreneurs by sponsoring/funding EDPs conducted by various agencies.

Considering IDBI's major role it is indeed appropriate to orient it's officers at policy making as well as operational levels to various facets of Entrepreneurship Development. This will enable them to provide professional support to EDP conducting agencies which are being funded by them.

EDI has constantly organised EDP Appreciation Programmes for IDBI Officers. A fourth such programme was organised at the Institutes' Campus from 11-



Dr. P. Asthana, General Manager, IDBI Bombay and EDP trained entrepreneur Shri Naginbhai Sheth lighting the inaugural lamp at the EDP appreciation Programme for IDBI offices. To the extreme left is Dr. V.G. Patel, Director, EDI.



Shri R.L. Prabhu, General Manager, IDBI Bombay discussing with the participants, the evaluation of EDP appreciation programmes.

14th July, 1988. The programme was inaugurated by Dr. P. Asthana, General Manager, IDBI, Bombay, and an EDP trained successful entrepreneur Shri Naginbhai Patel, Chief Guest at the function shared his experience on the fruitfulness of EDP Training.

Twenty-one Participants from various IDBI offices participated in this programme.

On the concluding day Shri R.L. Prabhu, General Manager (Pers. & Admn.), IDBI Bombay emphasised in his valedictory address the importance of such training programmes for senior level officers in IDBI and suggested that such appreciation programmes should be attended by officials of Regional as well as branch offices of IDBI from all over the country.

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generate employment due to lack of timely and adequate finance, infrastructure support and hostile attitude of organisations and officers. The environment for new entrepreneurs to emerge, existing entrepreneurs to grow is still not as conducive as it should be. (a) Liberalisation of procedures formalities, licensing etc. for medium and large enterprises from Central Government needs to be matched by simplification of procedures and formalities at state level; (b) reducing delays and harrassments in sanctioning and disbursement of loans, subsidies and infrastructure by state organisations; (c) attitudinal changes through extension training; (d) skill development for entrepreneurial appraisals to supplement project appraisals in credit institutions; (e) recognition of initiatives taken in supporting first-generation entrepreneurs (allowing errors of judgement) by credit officers are some of the steps immediately required.

9. Future supply of entrepreneurs can be enhanced by developing a spirit of enterprise among the school and college youth, enhancing status of entrepreneurial career in the minds of Indian middle-class, call for raising the status of entrepreneurs in the society. All around, high achievers, particularly self-made entrepreneurs, need to be recognised through awards, TV programmes, radio talks etc. Literature needs to be developed to cultivate

entrepreneurial perceptions and ambitions from early childhood.

10. In the whole process of entrepreneurship and industrial development, extensive use of non-government organisations,

private voluntary organisations possessing missionary zeal and commitment, grass-root contact with beneficiaries needs to be made to supplement the administration.

EDP APPRECIATION PROGRAMME FOR SFCs/SIDCs OFFICERS



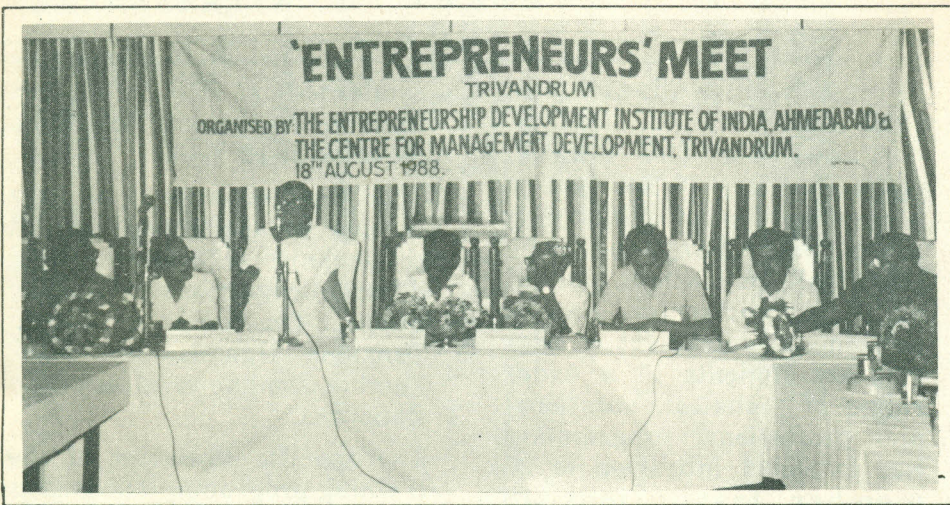
Mr. G.P. Gupta, General Manager (SIDFD), Bombay, inaugurated the EDP Appreciation Programme for officers of SFCs/SIDCs which was organised by IDBI at the Institute's campus from November 28-December 1, 1988.

In his inaugural address, Mr. Gupta emphasised the role of SFCs/SIDCs officers in the Development of a new entrepreneurial class. He stressed the need for orientation towards appraising and sanctioning of financial assistance to the units promoted by small and first generation entrepreneurs.

About 15 participants representing SFCs, SIDCs, Directorate of Industries and branch officers of IDBI from Madhya Pradesh, Gujarat, Maharashtra and Goa attended the programme.

Mr. S.K. Nath, Dy. General Manager (SIDFD), IDBI, Bombay, presided over the valedictory function.

ENTREPRENEURS' MEETS



Mrs. Gauri Amma, Hon'ble Minister of Industries, Kerala, delivering the inaugural address at the Entrepreneurs Meet held on 18th August, 1988 at Trivandrum.



Entrepreneurs in the midst of a group discussion on various issues and problems faced by them while setting up enterprises (Kerala Entrepreneurs Meet at Trivandrum).



Mr. B. Banerjee, Managing Director, WEBCON, replying to queries of entrepreneurs at the Calcutta Entrepreneurs Meet along with Chief Executives of West Bengal Infrastructural Development Corporation, West Bengal Electricity Board, IDBI-Calcutta and EDI faculty. This meet was held on 9th September, 1988.

support small scale farming and agro-processing activities. Dr. Francis Acquah said that "All resources must be mustered from the Govt., financial

institutions, private and public industrial concerns, scientific research and management training institutions to give EDPs the necessary push since

it clearly marks the sowing of seeds which if properly nurtured would grow to make the country an industrial giant stepped in appropriate technology and adding value everytime to the resources that abound in the land for our economic satisfaction."

The new breed of entrepreneurs needed to turn the economy will be men and women with necessary managerial, financial and technical skills who know what they are about and recognise the need for a positive growth rate of their business. They will form the backbone of the economy.

In his speech Dr. H.C. Raval, Chief-Training EDI spoke about the EDI EDP model, the role of banks in supporting the efforts of NBSSI and financing projects of trained entrepreneurs. The training programme was conducted by Ghanian Trainer-Motivators under able guidance of EDI faculty. All the inputs of an EDP were administered to the participants with the help of external faculty as well as the trainer-motivators.

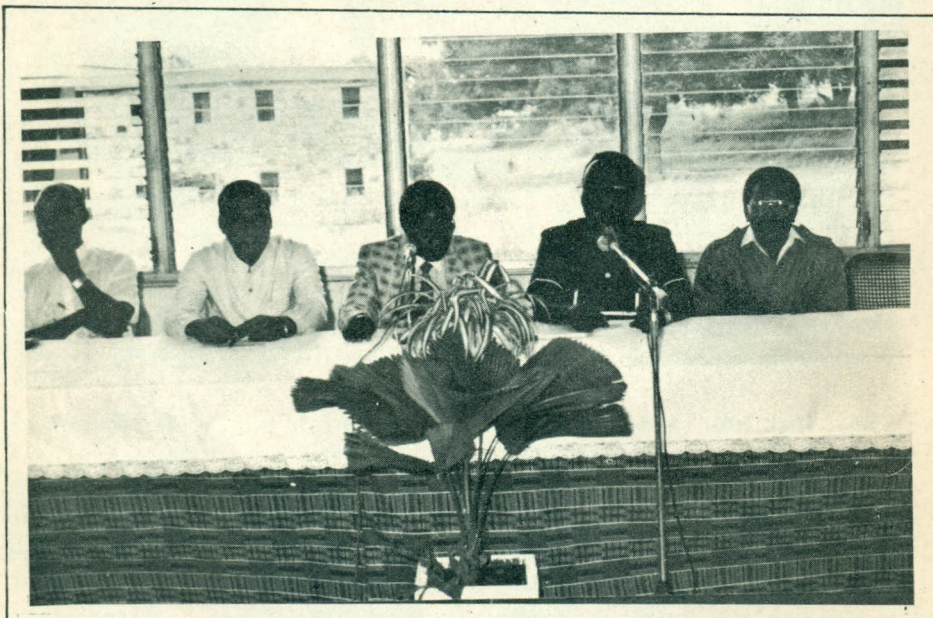
At the end of the training programme, the participants had already prepared their final project report. At least 20, out of 28 in Redeployed EDP and 23 out of 34 in General EDP had registered the name of their enterprises with the Registrar General so as to be able to open their bank accounts.

In order to acquire financial assistance from the bank, an entrepreneur would need atleast six months old account to have his/her loan considered. However, the banks reduced the time limit to two months for EDP trained entrepreneurs and some banks even waived this

(Contd. on page 9)



Participants of redeployed and General EDPS of Ghana with F.C. Nkuakotse, Chairman, NBSSI, Dr. E.K. Abaka, Executive Director, NBSSI and EDI Faculty.



Dr. E.K. Abaka, Executive Director, NBSSI addressing the EDP valedictory function, chaired by Mr. F.C. Nkuakotse, Chairman, NBSSI.

WOMEN EDP - AT AHMEDABAD

Mrs. Manorama Vaid, President Indian Council of Women Entrepreneurs, New Delhi inaugurated an Entrepreneurship Development Programme (EDP) for women at Ahmedabad on 23rd September 1988.

This EDP is being conducted by the Entrepreneurship Development Institute of India in collaboration with Centre for Entrepreneurship Development Gujarat and is sponsored by Industrial Development Bank of India.

This EDP is based on a research study of women entrepreneurs

in Ahmedabad. It takes into account specific issues of women like not being accepted as entrepreneurs in the Indian society, lack of encouragement and support from family members, management of dual responsibility—family and enterprise, lack of confidence in performing certain major functions in business like marketing, finance, production etc., locational constraints, preference for traditional product line, motivation, interpersonal relations, stress coping etc.

Keeping in mind the special

needs, problems and issues of women, the programme has been modified to help this target group in exploiting their latest entrepreneurial talent and carving a niche for themselves in industry.

Thirty potential women candidates were selected. The programme duration is 12 weeks full time. The training will include Opportunity Guidance, Achievement Motivation Training, Product Selection, Personnel Counselling Management inputs and also placement training in relevant industry.



Mrs. Manorama Vaid, President, Indian Council of Women Entrepreneurs New Delhi, lit the lamp at the inaugural function of the EDP for women at Ahmedabad organised by the Institute in collaboration with CED, Ahmedabad and sponsored by IDBI, to her right are Shri Jay Narayan Vyas, Exe. Director, INDEXTb, Shri G.K. Saxena, Dy. G.M. IDBI, Ahmedabad, Shri P.R. Rana, Director CED and Shri Shirishbhai Shah, Chief Project leader CED and Dr. H.C. Raval Chief-Training EDI.

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condition in some cases.

In the meantime, due to some restrictions issued, the banks were not in a position to finance the entrepreneurs and some overseas banks agreed to finance only few projects.

At a time like this a session on creativity came to the rescue—brain-storming session among

the newly trained entrepreneurs yielded about 60 alternatives other than the banks to secure finance.

At the end of the training programme, a valedictory function was held, Chairman NBSSI was the chief guest at the functions. He gave away certificates to the participants who successfully completed the

course.

That was not the end of EDI's role nor of the trainer-motivators who carried out their first independent EDPs in their home country. Every Tuesday, the trainers would follow up with the entrepreneurs and they would themselves meet every week to discuss and solve problems & issues faced by them while conducting EDPs.

“SHIBIR ON ENTREPRENEURSHIP” FOR STUDENTS

C.H. PATHAK

Under the Nehru Centenary Celebrations, the Institute initiated a ‘Shibir on Entrepreneurship Development’ for students from 28-30th.

November, 1988. This was held in view of the introduction of Entrepreneurship Development course in 59 higher secondary schools in the vocational stream and polytechnics in Gujarat state. The Shibir aimed at creating a general awareness among students towards exploring entrepreneurial career opportunities and motivating the youth to take-up self-employment/entrepreneurship by becoming ‘Job generators’ instead of ‘Job seekers’.

Mr. Virendra Gandhi and Shri Devanshu Gandhi of Vadilal Group of Industries inaugurated the Shibir and shared the experiences in setting-up and running their enterprise successfully with the students. The Shibir covered the following:

1. Industrial Exhibition of product/processes that can be established by small entrepreneurs. More than 15 stalls were installed at the campus and entrepreneurs themselves participated in the exhibition—explaining the process to the students. The products/processes exhibited included Acrylic Plastic, Stationery items, Paper Lamination, Carpet making, Automatic Sealing machine, Papad making, Hand-printing on cloth etc. The exhibition helped students in exploring the



Mr. Virendra Gandhi & Mr. Devanshu Gandhi of M/s. Vadilal Group of Industries inaugurating a 3-day Shibir on entrepreneurship held at EDI campus.

- ventures that they can establish.
2. Lectures on Entrepreneurship Development were given by experts on the subject and even meeting with successful entrepreneurs of M/s. Vadilal Groups of Industries, M/s. Pioma Industries Pvt. Ltd. & M/s. Nitex Hosiery Pvt. Ltd., were organised. These entrepreneurs shared their entrepreneurial experiences. The objective was of exposing students to successful experiences and cases of developing entrepreneurship in our country especially in Gujarat state. The lectures centered around building confidence and motivating students to think and explore

entrepreneurial career.

3. Video films depicting successful entrepreneurs from different strata of society representing rural poor, educated unemployed, women, technicians etc. were shown to students. They were also given an opportunity to discuss various problems including the ones revolving around the family for becoming an entrepreneur. The feedback of the films indicated that students realised that persons without enough resource and experience can also become successful entrepreneurs through systematic training and planned efforts.
4. Ex-tempo & Elocution

competition was arranged for students on various themes of Entrepreneurship which included subjects like 'Entrepreneurs are not born', 'If I was an Entrepreneur', 'Entrepreneurship' is not inherited', 'Women can also be successful entrepreneurs'. On all the three days, more than 20 students from, various schools of Gujarat participated in the competition and prizes were given to the best two workers.

Almost 2000 students from 30 schools in the state attended this Shibir. More than 60 percent of the students were girls. Students were accompanied by teachers who also found the Shibir very useful. All facilities were extended by the Institute to help students to take part in the same. Special transport arrangements were made to bring the students from Ahmedabad city to the campus.



Students and teachers attentively listening to the lectures on entrepreneurship which were delivered in both Gujarati and English by experts.



A student receiving a prize for Extempo elocution competition from Prof. C.H. Pathak (EDI faculty).

The Shibir was indeed a grand success on the Institute's part as many students and teachers desired to undertake training at EDI. The enthusiasm of the young speakers during the Ex-tempo competition has indeed helped in laying the foundation in initiating Entrepreneurship in students in Gujarat and paving a new path for the youth of our country.

**SECOND
NATIONAL
CONFERENCE
OF
CHIEF EXECUTIVE
OF EDP CONDUCTING
AGENCIES
AT EDI CAMPUS
ON 3-4 MARCH, 1989**

DR. CARSURD'S VISIT TO THE INSTITUTE



Dr. Alan L. Carsurd, Associate Professor of the Entrepreneurship Programme at the School of Business Administration, University of Southern California, Los Angeles visited the Institute on 20th May 1988. Dr. Carsurd had discussion with the faculty of the institute regarding the Entrepreneurship Courses offered at the universities in USA.

While sharing his experiences, Dr. Carsurd said that Entrepreneurship is a field which has tremendous growth aspects and also holds lots of excitement. It should not be substituted for self-employment.

He remarked he that Entrepreneurship has caught on in the U.S. now. Ten years ago only a handful of universities offered entrepreneurship courses, however, today there are 1400 schools and universities which do so.

At the undergraduate level subjects like finance, accounts, marketing management,

design, production etc. are taught. These alongwith live case studies, problems of expansion, financing alternatives, Govt. regulations, Network, Human Resources etc. are included at the graduate level. Students are motivated to develop Networks, maintain and utilise them. A good data bank is provided through an advisory team which regularly lectures, donates and help students to form networks. The team also act as models or mentors.

Lectures have been replaced by facilitators and there is lots of practical work with constant feedback. Papers are submitted by students on various topics. The best papers/projects are also taken to the advisory committee who funds some of them.

When an entrepreneur sets-up his project, 90% of the money comes from own resources and not from Govt. money.

Usually it takes the entrepre-

neur atleast two years on an average to start his business venture and it takes five to seven years to know its growth.

Young Entrepreneurs function better as a team and those who have been successful in family networks do much better. Usually men start their business venture around the age of 26 but women start around 35. However, today women are the fastest growing minority entrepreneurs.

Dr. Carsurd also mentioned that less than 10% of the firms in the US account for 85% of the employment opportunities and the only way to tackle the problem of unemployment would be through high growth oriented business ventures.

EDI'S SUPPORT TO IED-BIHAR

Mr. Ashok K. Sinha of EDI has taken over charge as Executive Director, IED-Bihar. EDI has spared his services to build the Institute on sound footing so that ED activities in the state of Bihar will get a momentum. IED-Bihar has now initiated various activities in this direction and the state has started experiencing the presence of the Institute.

We wish him all success in his endeavour towards entrepreneurial development.

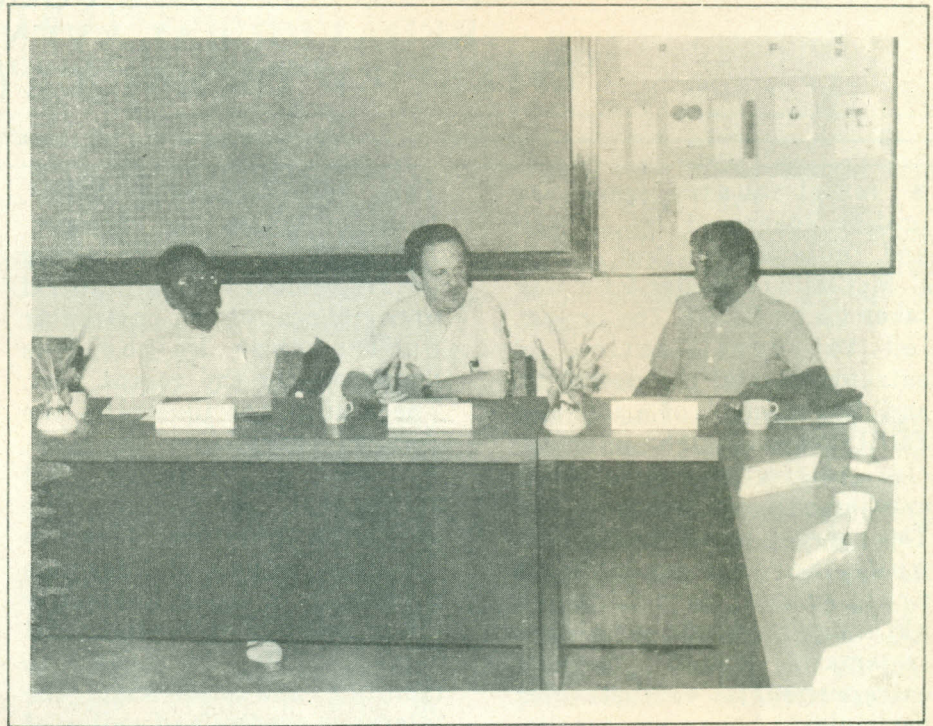
**THIRD NATIONAL
TRAINERS' MEET
AT EDI-I CAMPUS
1-3 MARCH, 1989
FOR NOMINATION
FORMS CONTACT
PROF. B.P. MURALI
EDI-I**

EDI'S SUPPORT TO NECON

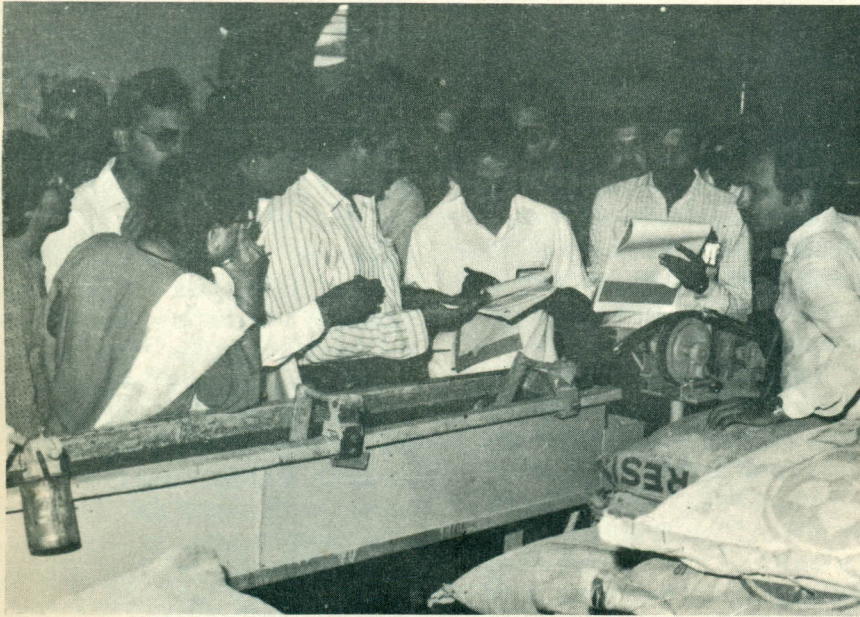
Prof. S.B. Sareen has been deputed as Chief EDP Coordinator in NECON, Manipur, to support the organisation in institutionalising ED activities in the 4 states of NER (Manipur, Nagaland, Mizoram and Tripura). Mr. Sareen has already initiated a number of activities related to ED in these states and NECON has started reaping benefits through EDI's experienced professional.

EDI-W VISITORS

Mr. Xavier L. Simon, Division Chief, Finance, Industry and Energy, EDI-W (Centre) and Mr. Sahathavan Meyanathan, Industrial Economist, Finance, Industry and Energy Division EDI-W (left) visited the Institute on October 12th 1988 and had a discussion with the Institute's faculty about the problems and issues of developing entrepreneurs in African countries.



SIXTH ACCREDITED TRAINERS' COURSE



Participants for the Sixth Accredited Trainers' Course (ATC) on a factory visit. This programme was held at the EDI campus from 26th September to 4th November, 1988. Eighteen participants from various organisations of the country like MITCON, NECON, MCED, BITCO, HIMCON, RAJCON, R.E.C. Roorkeela & Warangal and Ram Krishna Mission participated in this programme. These participants are now actively engaged in conducting EDPs in their states.

VIDEO CASSETTE ON FOCUSED BEHAVIOURAL EVENT INTERVIEW TECHNIQUE (FBEI)

A multi-country research project sponsored by USAID and initiated by Prof. David C. McClella of McBer & Co. was taken up by EDI-I. The project led to identification of entrepreneurial competencies and development of a tool viz. FBEI, to assess such competencies among potential and existing entrepreneurs.

The current practices adopted while appraising project proposals submitted to SFCs/Banks do not provide a systematic tool to measure entrepreneurial competencies particularly behavioural traits.

This new technique—FBEI, helps in measuring entrepreneurial competencies by asking the respondent to recall critical experiences of a particular nature that he/she has undergone in the recent past. The respondent illustrates the detailed narration of the event by way of indepth and structured interview. The narration provides data on thoughts, actions and feelings which can be coded to identify the presence of entrepreneurial competencies. In order to facilitate and understand the interview process and coding of

data through FBEI, a Video Cassette is prepared by the Institute. The Cassette aims at providing an exposure to those who are involved in assessing entrepreneurial competencies. The cassette will be of immense use at financial institutions, EDP conducting organisations and the professionals interacting with entrepreneurs. The cassette is on sale at Rs. 1,000/-. For more details and purchasing cassettes, please write to Ms. Jacqueline Andrews, Publicity Officer, Entrepreneurship Development Institute of India, Bhat, P.O. Chandkheda, Gandhinagar 382 424.

3RD NATIONAL TRAINERS' MEET AND 2ND NATIONAL CONFERENCE OF CHIEF EXECUTIVES OF EDP CONDUCTING AGENCIES

Experiences in Entrepreneurship Development are far and wide considering the pace with which the activities are growing in this country. New and rich experiences in EDPs are abound, given increasing number of agencies engaged in conducting EDPs. It is therefore, pertinent that such experiences, be shared amongst trainers. To this end, EDI organised National Trainers' Meet (NTM) for the first time during 1987 and thereafter in 1988. The experience of such interactions has strengthened the need of institutionalise the activity. Accordingly the 3rd NTM is being organised at EDI

Campus from 1 - 3rd March, We 1989. We would be contacting EDP conducting agencies individually seeking the participation of the Trainers in the meet. Meanwhile, we would appreciate if the Trainers could schedule their participation in the meet given this advance intimation.

We have written to the participants of 2nd NTM seeking their suggestions on setting up of a National Forum of Trainers. We would appreciate if the Trainers could respond to our request indicating their perceptions of the constitution, objectives and modus-operandi of the forum.

would like to finalise the Details setting up of the forum during the forthcoming NTM.

As regards the interaction of Chief Executives of EDP conducting agencies, the exercise taken up during March, 1988 was of immense value. We therefore, would like to institutionalise the same. Accordingly, we would be organising the Meet of the Chief Executives—2nd in the series—on 3-4th March, 1989 to overlap partly with the NTM. We take this opportunity to seek the participation of the Chief Executives of EDP conducting agencies.

EIGHTH ACCREDITED TRAINERS' COURSE

17th January to February 28th, 1989

WHY THE COURSE ?

Entrepreneurship Development Programme (EDP) has emerged as an effective measure to develop indigenous and new entrepreneurs for the rapid growth of small enterprises which, in turn, accelerate industrial development and generate employment.

In identifying, selecting, training and developing such entrepreneurs, a Trainer-Motivator performs the key-role in the programme.

Our initiatives and plans to develop right kind of human resources for small enterprises would bear desired results only when professionally competent Trainer-Motivators are available in good numbers. Non-availability of competent Trainer-Motivators becomes one of the major bottlenecks in conducting result-oriented EDPs.

EDI-I has formulated and designed Accredited Trainers' Course (ATC) to fill this void. The course, aims at grooming well-rounded Trainer-Motivators who can initiate, plan, organise and implement EDPs effectively. Institutions and organisations conducting EDPs or dealing with entrepreneurs are expected to benefit most from this course.

PARTICIPANTS

Organisations falling under the following categories may nominate participants for this Course :

- Government departments responsible for planning and conducting EDPs including Directorate of Industries DICs etc.
- IEDs/CEDs working at state level.
- Technical Consultancy Organisations (TCOs) involved in or planning to implement EDPs.
- Training institutions, universities, educational institutions with Entrepreneurship Development Cell (EDC), or Science & Technology Entrepreneurs' Park (STEP), involved in planning and implementation of EDP in their respective organisations.
- Voluntary and other organisations committed to develop potential entrepreneurs.
- Banks and financial institutions.

WHO SHOULD BE NOMINATED

Those in the age group 25-30 years, having an aptitude for 'developmental activities' involving interaction with individuals at various levels—neo-literate rural poor to senior officials in the Government. Their having a firm belief that human beings could be developed, coupled with a strong urge to extend one's resources for the benefit of others, would be of importance. Previous exposure to HRD/training activities, small industry development/consultancy and formal management education

would help. They should also have abilities to plan, implement and act independently and co-ordinate with a host of organisations for a variety of reasons.

FEES

Board and lodging arrangements have been made for the participants at EDI Campus.

For on-the-job training during the second phase, sponsoring organisations have to bear all expenses i.e. the cost of conducting EDP, salary and other expenses of the participants together with EDI-faculty support expenses.

Organisations eligible for Professional Staff Training Subsidy from IDBI may avail the same.

The total fee for the course is Rs. 12,000/- per participant which includes board and lodging expenses during Phase I and III of the programme, course material and programme related travelling expenses within Gujarat.

HOW TO APPLY

Details may be obtained from :

Dr. P.N. Misra
Programme Director

Entrepreneurship Development
Institute of India
Bhat (Via Ahmedabad Airport
& Indira Bridge)
P.O. Chandkheda - 382 424
Dist. : Gandhinagar
Telex : 121 6224 EDII IN
Tel. : 81 13 31,
81 24, 47, 81 34 21

21-22

EDI-I PUBLICATIONS

ENTREPRENEURSHIP DEVELOPMENT PROGRAMME IN INDIA & ITS RELEVANCE TO DEVELOPING COUNTRIES

By Dr. V.G. Patel

About the Book

Because of... the Indian Experiment in successfully implementing Entrepreneurship Development Programmes (EDPs) and its relevance to other developing countries, the Economic Development Institute of the World Bank specially requested Dr. V.G. Patel to prepare a self-contained monograph on EDP in India. The result is this monograph, in which Dr. Patel has presented the Indian experience in a candid and comprehensive manner and indicated also the manner in which

the Indian model can be adapted to the specific contexts of the other developing countries on the basis of his personal experience in several developing Countries. This monograph will certainly be useful and illuminating to all individuals and agencies in the developing countries that are working in the field of entrepreneurial training and small enterprise development.

— Dr. V.V. Bhatt, EDI-W
Washington

No. of Pages : 97
Price. Rs. : 130



DEVELOPING NEW ENTREPRENEURS

About the Book

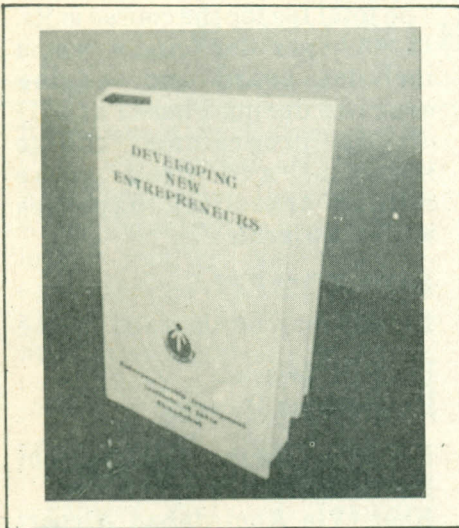
Entrepreneurship Development Programmes, EDPs, have now become an almost household word in the industrial promotion area. The success of the Indian experiences has now spread to developing countries and international development agencies are actively seeking the Indian expertise for the benefit of other developing countries who are on the look out for strategies to develop local entrepreneurs.

This book which focuses on the approach and techniques of

developing new entrepreneurs is, therefore, a significant addition to our knowledge in understanding the entrepreneurs recognising the effectiveness of a well-tested Entrepreneurship Development Programme and pre-requisites of success in implementing EDPs..."

— S.S. Nadkarni
Chairman IDBI &
President, EDI-I

No. of Pages : 226
Price. Rs. : 200



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