

AICTE-approved, two-year  
Post Graduate Diploma in Management  
Development Studies  
**PGDM-DS**

PLACEMENT  
&  
INTERNSHIP

**2016**



Entrepreneurship  
Development  
Institute of India

discover » change » sustain

# Director's Message



As India embarks upon its journey from poverty to plenty, the entire experience of the country's growth is extremely intriguing. The consequent expansion of the service sector with phenomenal growth of Information technology, has indeed delivered increased growth to the economy and robust income in the hands of the emergent middle class society. However, amidst all the chaos of India's commendable growth trajectory, co-exists another India, which lies in its bottommost strata, constantly looking up for support and facilitation to become a part of the same growth story. The skills required to bring sustainable solutions to the problems faced by the people at the 'bottom of the pyramid', are fundamentally different, and EDI students of **Post Graduate Diploma in Management – Development Studies** are prepared as socially responsible individuals and professionally competent development intermediaries to work at the grassroots, at the policy-level, undertaking research, designing Corporate Social Responsibility Programmes and implementing a variety a projects to be able to address the issues and problems faced by the people. It is primarily the passion that drives our students of Development Studies, to change the world, a passion to ensure better accessibility of the poor to much needed services and a passion to introduce a sustainable social change in order to achieve economic equilibrium, that does not bypass the poor.

Development Studies, offered by EDI is a comprehensive programme that offers learning about the development processes and discourses around it, through participation in seminar courses, field-based training, colloquiums, workshops, which prepare the graduating students to enter professional careers in civil society organizations, non-governmental organizations, international multilateral agencies like UNDP, ILO and socially responsible corporates. The course channelizes the entrepreneurial spirit of students to ensure that they evolve as socially inclined change-maker and exercise market-driven solutions to pressing social problems by establishing their own social enterprises.

I wish the students all the best in their future, and ensure all the organizations participating in the EDI Placements and Internships, that in our students, will they find professional competence and resourcefulness, required for social change and entrepreneurial capabilities.

Good wishes,

Dr. Sunil Shukla

# About The Institute

Established in 1983 under the Societies Registration Act 1860 and the Public Trust Act 1950, as an autonomous body, the Entrepreneurship Development Institute of India (EDI) offers academic opportunities that are intellectually rigorous and extraordinarily diverse. Sponsored by apex financial institutions, namely the IDBI Bank Ltd., IFCI Ltd., ICICI Bank Ltd. and State Bank of India (SBI), we apply innovative teaching methods, competent faculty support, consultancy and quality learning and training materials to create specialists in the fields of development research, micro enterprise development, micro finance, fund raising, corporate social responsibility and social entrepreneurship.

Three decades of pioneering work has elicited national and international recognition from organizations like; the World Bank, International Labour Organization, UNIDO, Commonwealth Secretariat and several other agencies. EDI is one of the panel institutes for Ministry of External Affairs, Government of India's Indian Technical and Economic Cooperation Program (ITEC). We have developed and submitted the draft National Entrepreneurship Policy, which currently under review.





### **Associations:**

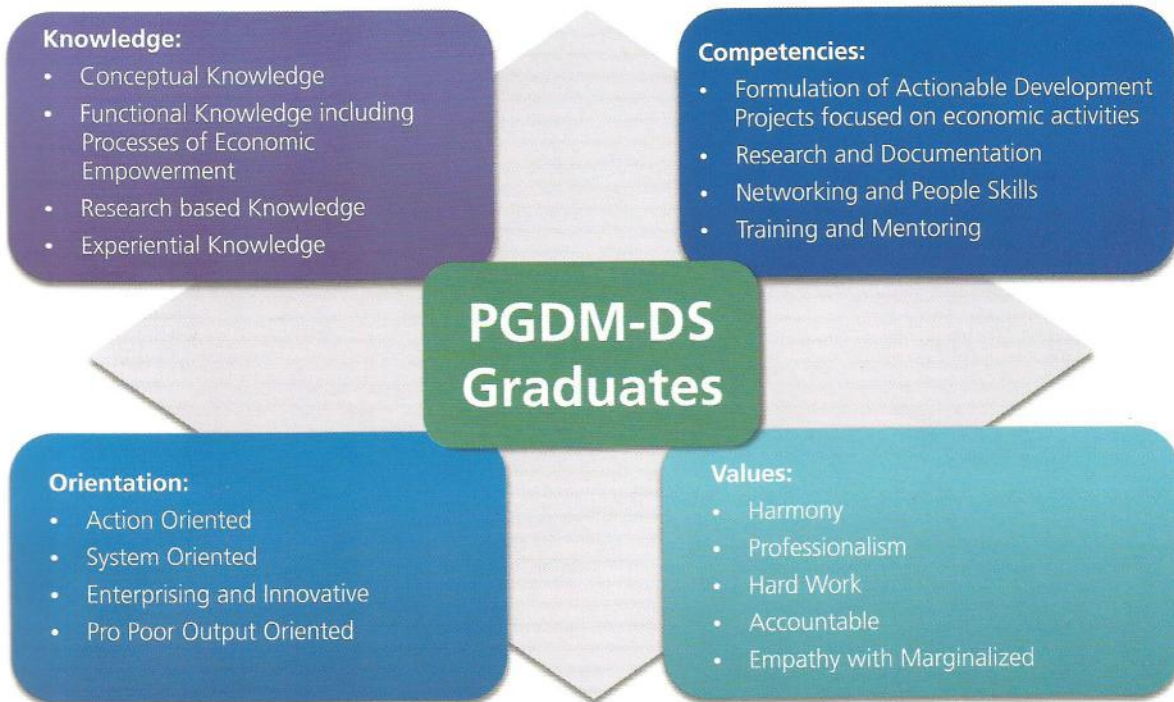
EDI is a part of *Livelihoods "MANTHAN"*, a collaborative effort promoted by Ford foundation, to envision the participation of management and higher educational institutions.

- *Livelihoods MANTHAN* works towards designing curriculum for certificate programmes; training of officials at the block, district and state level on managerial skills and livelihood promotion; and engaging with stakeholders to build a knowledge ecosystem on livelihoods.

The institute is a Member of National Association of Rural Management Schools (NARMS), Eight rural management schools across the country have come together to establish the NARMS. The initiative will work to provide a thrust to development in rural management, which still lacks proper facilities and infrastructure.

- The Association will work as a body that drives better rural management education and will also collaborate to offer joint programmes, host international conferences and workshops, provide scholarships and even advise and impact national policies in the area of rural management.
- The Institute has been declared as National Resource Organization by Ministry of Rural Development for Enterprise Development. It also has distinction to be associated with DST, Govt. of India for establishing Technology Business Incubator.

# Change Process at EDI



# Why PGDM-DS?



**Mission:** To build a cadre of young development professionals with knowledge, critical perspectives, competencies and skill-sets, required to address the myriad socio-economic issues of development.

For us, development is beyond economic growth and social rights. It is about creating self-sustaining institutions that liberate societies from deprivation traps by increasing productivity, freedom and cooperative interdependence. PGDM-DS is a comprehensive multi-disciplinary course that equips its students with the ability to provide entrepreneurial solutions to social and economic problems, livelihoods for the marginalized sections in the rural and urban areas, corporate social responsibility initiatives and creating social enterprises.

## What makes it different from other management courses?

**PGDM-DS** is an AICTE approved programme offered as a unique programme, which focuses on management, entrepreneurship, development theory and practice.

We concentrate on students who want to become social entrepreneurs or want to join development organizations. The course also provides in-depth knowledge to the students who want to start their own development initiatives. Graduates from any discipline are allowed to join the course. Although the social work and rural management programmes are completely job oriented in nature, PGDM-DS pass-outs garner knowledge and skills to become a social entrepreneur or to start development initiatives on his/her own.

Major Takeaways:

- Engage with subjects like gender and poverty, microfinance, human rights, environmental sustainability, livelihood promotion, civil society organisations and more.
- Study core and applied management skills subjects, including strategic management, financial management, human resource management, project management and design, monitoring and evaluation, and research methods for development.
- Field work segment, summer internship and field research segment to augment a practical on-field understanding and exposure to the student's area of interest or forte.

## Programme Content

- The programme spreads over six trimesters of 12-15 weeks each. The content of the programme is designed in such a way that students get exposure to various facets of development work. The courses taught in the programme give insights into practical aspects of development management.
- In PGDM-DS, students have to undergo summer internship for a period of 8 weeks after completion of the third trimester. Students are attached to reputed development organizations across the country to carry out different projects.

## Entry Mechanism and Structure

For admission to PGDM – DS programme, an aspirant has to appear for EDI Entrance Examination conducted at national level. The admission test includes testing the social awareness, logic & reasoning skills, quantitative aptitude, English and Social Entrepreneurial Aptitude Test

Those who clear the written test are called for Personal Interview at different centres.

The personal interview focuses on commitment to the course and training as a source of learning, subject knowledge, communication skill etc.

Performance in both these components are aggregated for final selection for the programme.

Students with valid CAT / MAT / XAT / ATMA / CMAT scores can apply for admission. However, such candidates have to appear for Social Entrepreneurial Aptitude Test on the day of Personal Interview.



## PEDAGOGY

We believe in a learner-centric pedagogical system that strikingly blends with highly qualified faculty and up-to-date course content to inspire our students to drive a change towards a world of greater social justice and equality. To ensure a holistic learning process, we recognize the importance of practical exposure along with invaluable academic inputs, by the means of an early rural immersion programme, followed by conducting two workshops every trimester, in addition to various field visits, industrial tours. The contemporary classroom learning uses methodologies including audio-visuales, case studies, conceptual discussions and reviews of literature on various topics given as regular assignments, presentations.



## **Preparatory Induction Module - 3 Weeks**

An early induction module is conducted for three weeks which facilitates students to develop a deeper understanding of the theoretical and conceptual ideas being developed in the programme. A three-day rural immersion segment is organized in remote villages of Gujarat, with the objective of exposing students to a variety of field settings in order to sensitize them to issues related to development. Field visits form an essential part of learning through practical exposure. Trips to near-by villages, clusters, industries, NGOs and other organisations provide students an opportunity to understand an on-field experience of real time situations, which not only augments their grass-root level knowledge but also contributes in effective learning, creating thinkers and sensitivity to address pressing development issues. The PGDM-DS 14-16 batch visited AMUL to understand cooperative movement, Sabarmati Jail – an institution that encourages livelihood promotion to inmates, the Altruist (NGO) for their 'Dava aur Dua' programme that facilitates mental health professionals to reach out to people who come in search for cure of mental disorders at religious places, Surendranagar cluster to meet the artisans and understand the nitty gritty of the handloom and handicraft sector

## **Field Work Segment – 4 Weeks**

The first year includes a project-based field-work segment, which places students in different developmental organizations working in and around Gujarat, that provides a hands-on-ground learning experience of how these organisations work with the communities, by living with the communities and identifying their pursuits and challenges.

## **Summer Internship – 8 Weeks**

Once the students decide upon their respective 'Areas of Interest', the institution provides an opportunity to gain professional experience by allowing them to work with firms they prefer. Hence, a compulsory Summer Internship is to be accomplished at the end of the first year, which enables students to apply academic knowledge to real time management problems occurring in various facets of development. The process is facilitated by proper guidance and mentoring of each student. The areas of interest mostly tend to involve fields like Livelihood, Micro-Finance, Water Sanitation and Hygiene, ICT for Development, Education, Social Entrepreneurship, Human Rights and more.

## **Field Research Segment – 3 Weeks**

In their second year, students are offered a Course of Independent Study, which provides them an opportunity to gain an in-depth understanding of their areas of interest through a three-week research period. This enables them to explore the intricacies of their respective subject areas and imbibe the necessary aspects of decision making with respect to the same.

# Course inputs

The structure of the curriculum envisages a judicious mix of several learning frameworks including Core Management, Development Theory, Development Action and Experiential learning, which are fostered in the following domain specific subjects.

## **Economics:**

The courses start with explaining the concepts of economics at the micro and macro level and later specialize in the application of economic issues related to social development and environmental evaluation, under which the subjects include:

- Managerial Economics
- Macro Economics
- Political Economy of Development
- Development Economics (Selected Issues)

## **Entrepreneurship Development & Management:**

Developing and managing enterprises include creation of wealth, creativity, resourcefulness and exploiting change. These courses are designed to get an understanding of starting a new enterprise, or management of an existing business through project appraisals, financial and technical analysis.

- Writing a winning proposal/business plan
- Micro-Enterprise Development & Management
- Social Entrepreneurship

## **Development Perspective:**

Students are trained to develop a modern dimension and perspective to development concerns, design remedial measures in keeping with the cutting-edge ideals, and lend a leader's hand in implementing the development measures thus designed.

- Discourse on Development – Theory & Practice
- Rural & Urban Sociology
- Poverty, Gender and Equity
- Education Sector

### *Associated workshops:*

- Rural Immersion Programme (3 Days)
- Field work segment (4 weeks)

## **Community Development and Livelihood:**

This module aims to develop life skills of communities and empower them in overcoming social, economic and environmental challenges. These courses seek to establish an effective and sustainable instrument to improve the living condition and economic status of disadvantaged communities and strengthen their livelihood base by establishing systems that foster outcome and hence change.

- Livelihoods Framework
- Understanding Participation
- Informal Sector Economy & Local Economic Development

### *Associated workshop:*

Participatory Rural Appraisal training workshop facilitated by Cohesion Foundation at Patan, applies theoretical discussions to field practice using participatory techniques to identify, prioritize and assess community resources and appraisal strategies to address them.

## **Corporate Strategy / Management:**

- Operations Management
- Project Planning & Management
- Principles & Concepts of Strategic Management
- Strategic Management for Development Sector Organizations
- Environment for Economic & Social Action
- Corporate Social Responsibility

## **Finance and Accounting:**

Accounting being an integral part of any organization, these courses empower students to understand and make appropriate accounting decisions.

- Fundamentals of Accounting
- Financial Management
- Cost Accounting
- Micro Finance (Savings, Credit, Insurance)

## **Marketing:**

These courses give an insight about various concepts of marketing and help to develop market analysis and decision-making skills. The application of these concepts is discussed with cases related to rural, social and environmentally sustainable marketing.

- Marketing Management
- Social Marketing
- Rural Marketing
- Supply Chain Management

## **Statistics and Data Handling:**

The courses are designed to introduce statistical and decision making techniques with applicability in dealing with large data sets. They help to develop advanced analytical skills in analyzing quantitative data.

- Statistics for Managers
- Research Methods (Market Research)
- Participatory Research Methods
- Operations Research

## **IT applications for Development:**

These courses impart the knowledge of how specialized, modern day technology can be used for various organizational processes, along with the usage of effective communication for efficient technology diffusion and application software like MifosX, Q-GIS etc.

- Management Information System
- Information Communication Technology for Development
- Geographic Information System for Development & Business Planning

### **Human Resource and Behavioural Sciences:**

The primary objective is to provide an HRM perspective framework in the context of organizational behavior. It also discusses the role of human behavior in practicing ethical organizational behavior and corporate social responsibility.

- Micro Organization Behavior
- Understanding the Theory & Design of Organizations
- Human Resource Management

#### *Associated workshops:*

**Personal Growth Laboratory:** Personal workshop focused on understand the self, Attributes of the self-development, respect for others, created an acceptance of others, forgiveness, and non-judgment. The students reflected back over the past, tools like *Johari window*, *River of Life* (visual narrative method that helps to tell stories of the past, present and future) and various writing tools were used.

**Achievement Motivation Training & Facilitation Methods:** These workshops facilitated to overcome the initial fears to working with public and the challenges we face. They also enabled us in building capacities of people and people's institutions, enabled us in addressing humanitarian needs in emergencies.

### **Legal and Policy frameworks:**

Enabling policy environment and good governance are key to sustainable development. These courses build the capacity to understand concepts of policy science, process formulations, changes and their implications in public domain in general and economic development in particular.

- Legal Framework for Organizations/Enterprises
- Human Rights & Rights based Programmes
- Thematic & Sectoral Model of Development
- India & International Development – Strategies & Institutions
- Public Policy – Analysis & Research
- Development Planning, Approaches & Tools

### **Environment and Sustainability:**

These courses focus on the use of the concepts of environmental science for decision making in natural resource management. They help to gain substantive scientific knowledge in an integrated manner; ensure that students gain a strong scientific understanding, analytical perspectives and technical skills for

understanding the environmental conservation issues, their causes and solutions.

- Water Sanitation Hygiene (WASH)
- Natural Resource Management
- Environment & Sustainable Development

### **Innovation & Communications:**

Innovation and effective communication are instrumental for empowering development practitioners and social entrepreneurs to influence the decisions that affect the community at large and are significant to expand access to new opportunities. The ultimate goal is to promote, develop and implement policies and programmes that enhance the quality of life for all.

- Written Analysis & Communication
- Development Communication including Mass Communication
- Fundraising & Resource Mobilization
- Advocacy & Networking
- Innovation

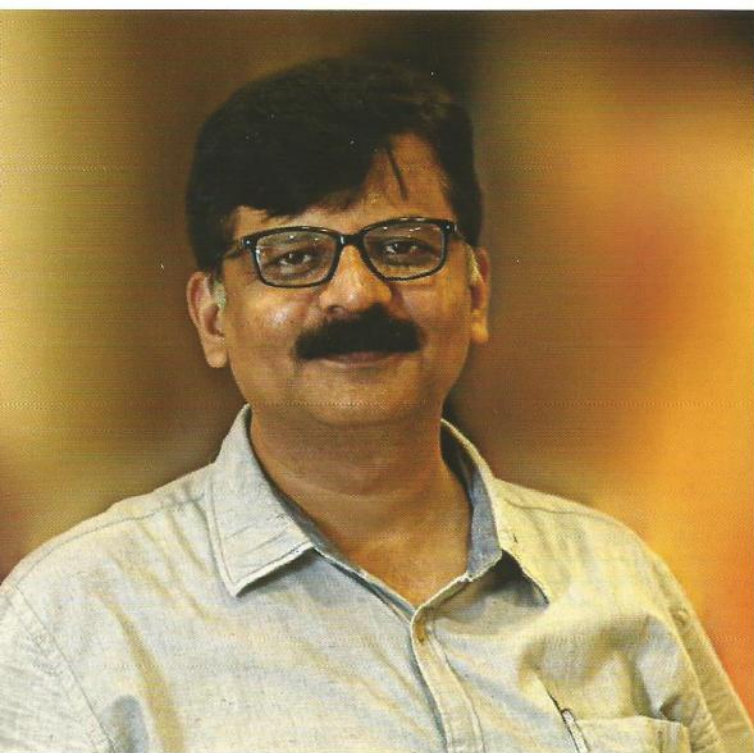
#### *Associated Workshops:*

- Public Speaking & Verbal Communication including PPT based Presentations
- Photography & Documentary Film Making
- Theatre for Change
- Negotiation Skills
- Design Thinking for Innovative solutions

### **Course of Independent Study (CIS):**

The CIS represents an exploration and an in-depth understanding in their area of special interest. For an empirical work, it provides valuable experience in the research process in the definition of a problem, in the search for relevant data, in the analysis of the data, and in deriving the conclusions and implications of the data for the problem under study. Thus, the CIS offers an opportunity for individual initiative, judgment, and resourcefulness, well beyond that is possible in a regular course.

- Option 1: Heritage Based Industries and Traditional Enterprises
- Option 2: Agri-business and food processing Enterprises
- Option 3: Social Problems as Enterprise Solutions
- Option 4: MEDM & Sustainable Livelihoods
- Option 5: Women's Entrepreneurship
- Option 6: Cluster Development & Growth



“EDI students represent a right mix of participants from various backgrounds such as Humanities, Commerce, Science, Engineering and Business Management which offers opportunities for professionals joining the course to be social change leaders. We focus on grooming leaders for development sector with emphasis on social entrepreneurship, rural marketing and technological options for sustainable development. We are confident that this is bound to have far reaching impact on the growth and development of the economy in the coming years.”

**- Dr. Manoj Mishra, Senior Faculty - EDI & Head of the Centre for Micro Enterprises, Micro Finance and Sustainable Livelihood**

## EDI Faculty

Sunil Shukla, Director, Ph.D. (Psychology)  
Manoj Mishra, Ph.D. (Economics)  
Sanjay Pal, Ph.D. MBA (Marketing)  
Jignasu Yagnik, Ph.D.(Management) Gujarat University; M.Sc.; DCO; MBA.  
P. Ganesh, M.B.A. (Gold Medalist).  
Rajiv Joshi Ph.D. (Marketing Management)  
Tarun Bedi, M.A. (Sociology)  
Pankaj Bharti, Ph.D. (Psychology)  
Amit Kumar Dwivedi, Ph.D. (Commerce)  
Saji Kumar Ph.D. (Economics), M.S. University  
Mayank Patel, M.B.A. (Finance); PGD, CFA (USA)  
Kavita Saxena Ph.D. (Retail Management)  
Dinesh Jain, FPM (IIM Ahmedabad)  
Kavita Gupta, MBA  
B. B. Siddiqui, Ph.D. (Psychology)  
Umesh Menon, M.Com, MBA(Finance), FCMA  
Archana Dholakia, Ph.D. (Economics)  
Shailesh Modi, PGDBA, IIM Ahmedabad &  
Houston University, Texas, USA



# Faculty

## External Faculty

Nikita Anand, (Chartered Accountant)  
Bala Bhaskaran, PGDM, IIM, Bangalore, Executive Director at Shanti Business School, Ahmedabad  
Meena Bilgi, Independent Non-Profit Organization Management Professional  
Milindo Chakrabarti, School of Business Studies, Sharda University Greater Noida  
Jatin Christie, Amrut Mody School of Management  
Fr. Jimmy C. Dabhi, Research Director at Behavioural Science Centre, Ahmedabad  
Samar K Datta, Ph.D. (Economics): University of Rochester, Rochester, New York, USA  
Fiona Fernandes, Mentor, Gandhi Fellowship  
Arvind Gupta, Fellow IIMA  
Mahesh C. Gupta C.S, MBA, LL.M.  
Santosh Kumar, Ph.D. (Political Science) JNU, Delhi, currently Chair Professor, Centre for Public Policy and Administration at FLAME University, Pune  
Sonal Mehta, Executive Director, Tapini Bamboo Development Centre  
Umanath Mishra, Indian School of Microfinance for Women  
Ramkrishna Mistry, Senior Resource Person, Janvikas  
Shalabh Mittal, PwC India, Director - Setting up School for Social Entrepreneurs in India  
A.B. Raju, Master's Degree at Institute of Rural Management (IRMA)  
Nabarun Sen gupta, TISS, Freelance Development Consultant  
Gagan Sethi, Founder, Janvikas  
Daksha Shah (MD & CEO of Utkarsh Micro finance)  
Prashant Vallabh Singh, BHU  
Ruchi Tiwari, Ph.D

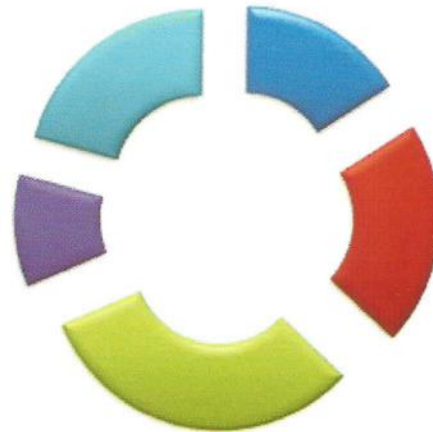
**Batch  
2014-16**

### State Representation



- Bihar
- Chhattisgarh
- Gujarat
- Haryana
- Madhya Pradesh
- Maharashtra
- Odisha
- Tamil Nadu
- Tripura
- Uttar Pradesh

### Academic Background of Students



- B.A
- B.COM
- BBA
- BSC
- Engineering

### Sector-wise allocation in Summer Internship



- Agriculture
- Alternative Energy
- Education
- Environment
- Handicraft and handloom
- Livelihood
- Media
- MEDM
- Microfinance
- Skill Development

# Initiatives & Interactive Sessions & Seminars

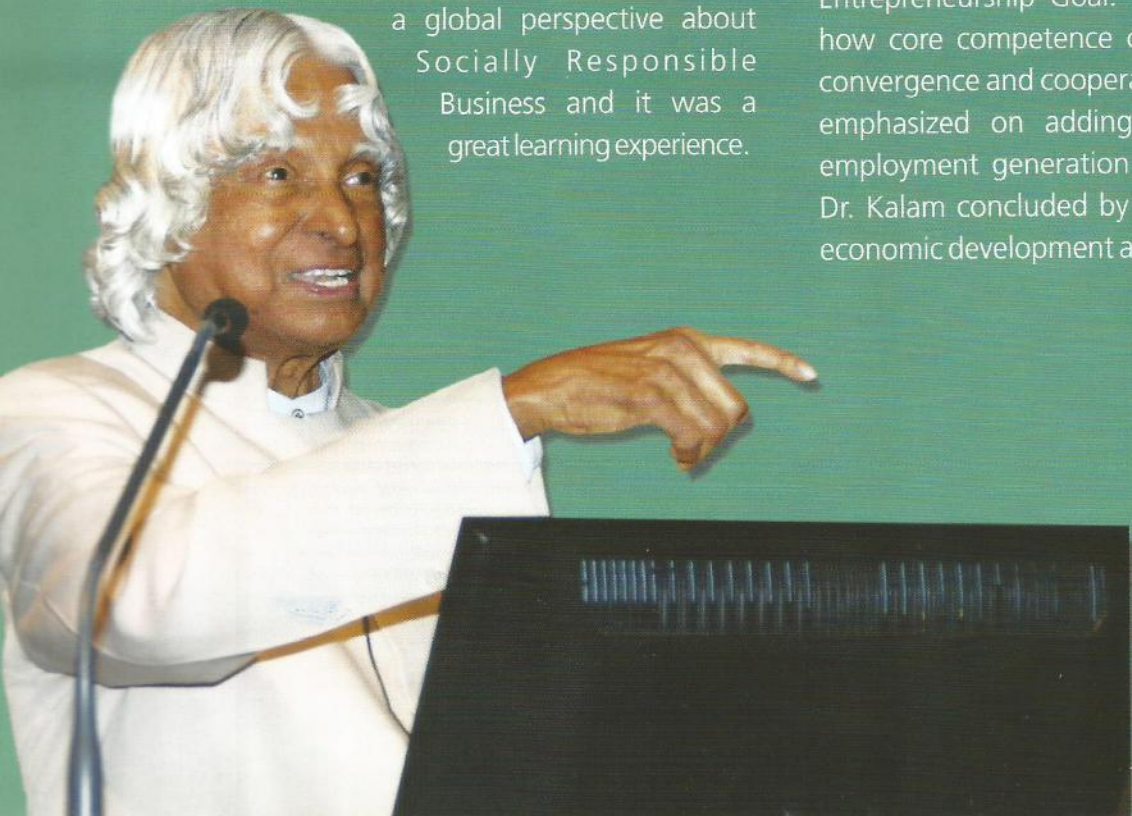
## UNESCO Workshop

A three-day International Workshop on 'Socially Responsible Business and Practices' was jointly organized by EDI and UN-ESCAP. The students participated along with several International Participants. During the Workshop topics such as; MSME's contribution in CSR, Environment Sustainability, Human Rights and Labor were covered renowned entrepreneur, Mr. Piruz Khambatta - Chairman and Managing Director, Rasna Pvt Limited, Mr. Masato Abe - Economic Affairs Officer at UNESCO addressed the gathering. Students gained a global perspective about Socially Responsible Business and it was a great learning experience.

## Former President of India, Late Dr. APJ Abdul Kalam inaugurated the Aashray

The Foundation has been set-up as a Techno Social Business Incubator by Incube Ventures Private Limited and Saath Livelihood Services in association with Entrepreneurship Development Institute of India (EDI) and Ashoka India. Aashray currently has 18 incubatees who represent the social and technology sectors.

Dr. Kalam delivered the inaugural address and spoke on the topic: Empowering Education with Entrepreneurship Goal. The Chief Guest discussed how core competence could be achieved through convergence and cooperation with other nations and emphasized on adding value to education and employment generation through entrepreneurship. Dr. Kalam concluded by striking a linkage between economic development and creative leadership.



## **11th National Biennial Conference on Entrepreneurship**

The 3-day Eleventh Biennial Conference on Entrepreneurship was inaugurated by Prof. Dwijendra Tripathi, (Eminent Business Historian), Kasturbhai Lalbhai Chair Professor of Business History and Entrepreneurship (Emeritus), IIM-Ahmedabad, on February 18th, 2015 at EDI. The Biennial Conference which is being organized since 1994 testifies the Institute's pursuit of excellence and contribution to entrepreneurship education, training and institution building within India and Internationally.

## **Workshop on Solar Energy Sector**

A workshop on Social Entrepreneurial Opportunities in the Solar Energy Sector was organised by the Institute on September 3, 2015. The workshop was conducted as a part of the MoU signed between EDI and Gujarat CSR Authority and Jagannath Cultural Academy and Research Centre (JCARC) to promote Solar Energy sector by creating skilled workforce and manpower in it.

The workshop was attended by more than 350 potential entrepreneurs, youths and existing entrepreneurs willing to venture into the field. The

participants were exposed to the importance of alternative sources of energy, potential in the solar energy sector, various entrepreneurial opportunities available in the field, need for skill development training, government schemes, information on funding support from venture capitalists and incubation facility.

## **'India's Education System' on National Education Day**

EDI held an interactive session on 'India's Education System' at EDI campus on the occasion of the National Education Day, organized to commemorate the birth anniversary of Maulana Abul Kalam Azad. Dr. Jayanti Ravi, IAS, Labour Commissioner, Govt. of Gujarat addressed the gathering.

**National Colloquiums** on Strategies for 'Means of Implementation' to achieve Sustainable Development - Building Context to SDGs (9 - 10 October, 2014) & on 'Leadership and Governance in Civil Society' (22 - 24 July, 2014) at EDI in association with Human Institutional Development Forum (HID) and supported by Sir Ratan Tata Trust (SRTT). Dr. Syeda Hameed, Former Planning Commission Member delivered the Valediction Address.



# Where do we fit in?

There is a huge demand for exceptionally and intensively trained professionals graduating from the Development Sector. Career alternatives for DS graduates include:

- Social development organizations – state, national and international levels
- Flagship programmes of the Government
- CSR and Corporate Foundations
- Research and Expertise Domain in leading development organizations
- Training and academic institutions

## Our Alumni currently working in the following organizations:

### Government Agencies

- Ministry of Rural Development
- Jharkhand Skill Development Mission
- Gujarat Livelihood Promotion Company
- Indian Council of Agricultural Research
- PRS Legislative Research

### Non- Government Development Organization

- UNICEF
- IFAD/NERCORMP
- Aga Khan Rural Support Programme (AKRSP)
- Blind People's Association
- PRADAN
- WWF
- CARE India, Odisha
- Sense International India
- National Innovation Foundation
- Khamir
- Sajeevta Foundation
- Center for Knowledge Societies (CKS)
- International Initiative for Impact Evaluation (3ie)
- ActionAid India
- Yuva Parivartan
- Kutch Mahila Vikas Sanghtan
- Gujarat Province of Society
- Swapath Trust
- Cohesion Foundation
- Sarba Shanti Ayog
- Gyanodham
- NIDAN
- Social Action for Rural Development (SARDA)
- Real Mission Foundation
- Qasab-Kutch Craftswomen' Producer Co. Ltd.
- Prayas
- Odisha Tribal Development Society
- St. Xaviers Social Service Society
- Reading Wise

- Basix
- B-Able, Basix
- Madhyam
- Viksat

### Banking & Microfinance

- AMPL
- MicroSave
- HDFC Bank- Sustainable Livelihoods Banking
- Microfinance Focus
- Centre for Micro Finance - IFMR
- AXIS Bank
- IDBI Global Funding Agency
- FINISH, Financial Inclusion for Sanitation & Hygiene

### Social Enterprise

- SELCO India
- Udyogini
- Noora Health

### Corporates, CSR & Consultancies

- Lupin Foundation
- Adani Foundation
- Konnect CSR
- Reliance Foundation
- Ambuja Cement Foundation
- Ramana Group, Ahmedabad
- WEBCON Consulting (India) Ltd
- IL&FS ETS-Health Initiative
- DEEP, CSR of GIPCL
- Dalmiya Cements
- CHAI Project
- ITC LTD
- Suzlon Energy Limited
- CTRAN Consulting Ltd, Bhubaneswar (A BASIX Group of Company)
- TATA CSR
- Dalmia Bharat Group Foundation
- Cairn Energy India



# Testimonials

"The zeal for the social sector and the sensitivity towards the social issues that I have gained through my time spent at EDI has been the push for me to explore my love for communications and creativity. All my heartfelt gratitude and wishes to PGDM – DS for creating more soldiers to take up worthy causes as their passions for life."

**Sheryl Shiju Sam, PGDM-DS 2012-14**  
Officer Events, Sense International India

"Perspective building is the biggest take away from PGDM-DS and it has been a wonderful journey. EDI is one of the best institutes in the country for pursuing development studies. Needless to say, I remember the fervor with which I had braced myself to be a part of this prestigious institute. Indeed, the course is perfectly suited for those individuals, who seriously believe in shaping the future of India."

**Aditi Patil, PGDM-DS 2013-15**  
World Wide Fund for Nature (WWF)

"If you think education is expensive, try ignorance'. Growing up in an educated family has been a great wealth, and I have come to realize the worth of learning and professionalism, even more after undergoing this course at EDI. Post EDI, the phase has been 'evolutionary' in my career. In fact, I got umpteen opportunities to work with leading NGOs/ multi-bilateral agencies. I have been actively involved with social development organizations for about nine years now. And these nine years that have helped me evolve as an individual and have shaped my career aspirations."

**– Surbhi Dhingra, currently working with the World Bank as a Social Development Specialist**

"The course at EDI has been instrumental in making my work at Annapurna Microfinance enhance its impact while providing financial services and promoting financial inclusion. With such eminent faculty and a robust curriculum, PGDM-DS is the best programme for people who believe in making a difference in the society they co-exist in. I credit EDI for teaching me values of transparency, accountability and social responsibility that help me provide better services to the marginalized sections and promote inclusive growth".

**Jeevan Paudel, PGDM-DS 2012-14**  
Annapurna Microfinance Pvt. Ltd.



"Whatever I do it should not only add economic value but should also contribute towards social value. I think that mindset has tremendously helped me in building the national assets which are contributing significantly for the social and economic growth of the country."

**Shri G.M. Rao,**  
Group Chairman, GMR Group &  
Chief Guest at the  
**15th EDI-PGPs Convocation: 2013-14**

# Students' Placement Profiles 2014-16

**Afsha,  
24, Raipur, Chhattisgarh**

Work Experience : 2 years at Accenture.

Qualification: Bachelor of Engineering (Electronics), RCOEM, Nagpur, Maharashtra

Languages Known: English, Hindi, and Urdu

Internship Project: Interned at Azim Premji Foundation to conduct an "Exploratory study on District Institute of Education and Training (DIET), Chhattisgarh"



**Ashaka Patel,  
24, Anand, Gujarat**

Qualification: Bachelor of Business Administration (Information Technology Management), Sardar Patel University

Languages Known: Gujarati, Hindi and English

Internship Project: She interned with Pratham Education Foundation and conducted a feasibility study of program "Teach Children to 'Read India and Learn India' programme"



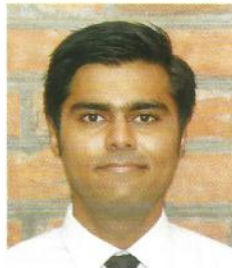
**Anirudh Ahluwalia,  
25, Kaithal, Haryana**

Work Experience: 1 year as Marketing Executive at Concentrix India, (Chandigarh)

Qualification: Bachelor of Arts (Economics), Shobhit University, Meerut

Languages Known: English, Hindi

Internship Project: Worked on "Analysing and initiating Youth Resource Centre in Kutch", at Quest Alliance, Bangalore



**Babu Saheb,  
21, Jehanabad, Bihar**

Qualification: Bachelor of Business Administration, IIBM, Patna

Language Known: Hindi, English

Internship Project: Interned at Aga Khan Rural Support Programme (AKRSP) India on "a work for alternative sources of energy, documenting energy baseline-feasibility study" at Muzaffarpur and Samastipur, Bihar



**Anjalee Menon,  
22, Ahmedabad, Gujarat**

Qualification: Bachelor of Arts (Integrated Communication Studies), Mount Carmel College, Bangalore

Languages Known: English, Hindi, Malayalam and Gujarati

Internship Project: Interned at Drishti Arts, Media and Human Rights on a Heritage Conservation project regarding Pals of Ahmedabad, in addition with creating a short-film for the city's first community radio intervention



**Joydip Debbarma,  
24, Agartala, Tripura**

Qualification: Bachelor of Business Administration, Doon Business School, Dehradun

Languages Known: Kokborok, Bengali, English and Hindi.

Internship Project: "A study on the processing of Natural Rubbers and making formation of Rubber Producers Societies (RPSs)" at Manima layers Rubber Pvt. Ltd., Agartala, Tripura



# Students' Placement Profiles 2014-16

**Pavan Metaliya,**  
**21, Ahmedabad, Gujarat**

Qualification: Bachelor of Commerce, Gujarat University  
Languages Known: Gujarati, Hindi, and English

Internship Project: Interned at Saath Livelihoods on project of "Study of Griha Pravesh - an affordable housing project"



**R. Darshan Kumar,**  
**24, Madurai, Tamil Nadu**

Qualification: Bachelor of Technology (Computer Science), Karunya University, Coimbatore  
Languages Known: English, Hindi, and Tamil

Internship Project : Interned at Daily dump, a social enterprise works on Solid Waste Management, for scaling up their operations for a new community composter "Aaga"



**Pooja Gupta,**  
**22, Navi Mumbai, Maharashtra**

Qualification: Bachelor of Commerce (Accounting and Finance), Mumbai University  
Languages Known: Hindi, English, and Marathi

Internship Project: Interned at Small Industrial Development Bank of India (SIDBI) for "Samridhi Program" which is implementing financial inclusion amongst poor, especially women



**Rohan Vachharajani,**  
**22, Ahmedabad, Gujarat**

Qualification: Bachelor of Commerce, Gujarat University  
Languages Known: English, Gujarati, and Hindi

Internship Project: Interned at Annapurna Microfinance Private Limited on "Feasibility study of Housing microfinance in the state of Odisha and Chhattisgarh"



**Preeti Verma,**  
**27, Indore, Madhya Pradesh**

Work Experience: 4 years as Deputy Manager with ESSAR Power MP Ltd.

Qualification: Bachelor of Engineering (Electronics and Instrumentation Engineering), Institute of Engineering and Technology, DAVV Indore.

Languages Known: Hindi and English

Internship Project: Worked at Centre for Environment Education (CEE), on "Study and development of sustainable business reporting based on GRI guideline for JK Lakshmi Cement" and "Science Express" a project of Ministry of Environment and Forest



**S. Tanuja Surendra,**  
**23, Vadodara, Gujarat**

Qualification: Bachelor in Mass Media, Sophia College for Women, Mumbai

Languages Known : English, Gujarati and Hindi

Internship Project: Interned at Shroffs Foundation Trust, the handicraft unit Shardadevi Gramudhyog Society (SGS), for creating forward market linkages for brand "Viveka"



# Students' Placement Profiles 2014-16

**Sagar Karande,**  
**25, Satara, Maharashtra**

Work Experience: Greenpeace  
India, 7 months

Qualification: Bachelor of Engineering  
(Mechanical), Bharat Ratna Indira  
Gandhi College of Engineering  
Solapur, Maharashtra

Languages Known: Marathi, Hindi, and English

Internship Project: Interned at BAIF Research  
Development Foundation, to conduct "an analysis of  
post-harvest linkages of Paddy, particularly Finger  
and Proso millet"



**Saurabh Sharma,**  
**21, Lucknow, Uttar Pradesh**

Qualification: Bachelor in Business  
Administration (Management  
Science), National P.G. College,  
Lucknow University

Languages Known: English and Hindi

Internship Project: Interned at  
Drishtee Skill Development Centre  
Pvt. Ltd, Cattle Husbandry Project for Drishtee  
Communication Private limited



**Sameer Swain,**  
**25 years, Bhubaneswar, Odisha**

Qualification: Bachelor of Science  
(Hospitality and Hotel  
Administration), IHM Hyderabad

Languages Known: Oriya, Hindi and  
English

Internship Project: "Need  
assessment on Consumer Durable  
Loan (Product Development and Designing)" at  
Annapurna Microfinance Private Limited in Odisha and  
Chhattisgarh



**Shivesh Shinde,**  
**24, Ujjain, Madhya Pradesh**

Qualification: Bachelor of Business  
Administration (Marketing),  
Devi Ahilya University, Indore

Languages Known: Hindi, English,  
Marathi and Gujarati

Internship Project: Interned at  
SELCO (Solar Electric Light  
Company) Foundation, worked on  
'Agricultural Livelihood Study - Maharashtra'



**Urvi Shah,**  
**22, Ahmedabad, Gujarat**

Work Experience: Marketing  
Executive, Justdial for one year

Qualification: Bachelor of Business  
Administration, Gujarat University

Languages Known: English,  
Gujarati, and Hindi

Internship Project: Interned at  
Quest Alliance for Documenting Alumni for "Skills to  
Succeed" course



**Sapna Pathy,**  
**22, Bhubaneswar, Odisha**

Qualification: Bachelor of  
Commerce (Accounting and  
Finance), Mumbai University

Languages Known: English, Hindi  
and Oriya

Internship Project: Interned at Small  
Industrial Development Bank of India (SIDBI) for  
"Samridhi Program" for implementing financial inclusion  
for the marginalized sections, especially women, which  
included providing loans on short-term basis



**Vrundan Shah,**  
**22, Ahmedabad, Gujarat**

Qualification: Bachelor of Science  
(Computer Application  
And Information Technology),  
Gujarat University

Languages Known: English, Hindi,  
and Gujarati

Internship Project: Interned at  
Urban Management Centre (UMC) on "Improvement in  
sanitation system in Gujarat" under Performance  
Assessment System (PAS) Program and Ahmedabad  
Sanitation Action Lab (ASAL) Program



# Students' Summer Internship Profiles 2015-17

## Aditi Bhagat

Qualification: Bachelor of Engineering (Electronics and Telecommunication)

Areas of Interest: Sustainable Livelihoods, Policy and Legal Advocacy

Languages Known: Hindi, Marathi, Telugu and English

Domicile: Maharashtra



## Aslam Palani

Qualification: Bachelor of Commerce (Pursuing Company Secretaries Course)

Areas of Interest: Food Processing, Fisheries and Legal Advocacy

Languages Known: Hindi, Gujarati and English

Domicile: Gujarat



## Aditya Min

Qualification: Bachelor of Business Administration (Marketing)

Areas of Interest: Urban Development, CSR, Skill Development and Livelihood

Languages Known: Hindi, Gujarati and English

Domicile: Gujarat



## Avinash Kaur

Qualification: Master of Arts (Human Rights and Duties), Bachelor of Arts (Economics Hons)

Areas of Interest: CSR, Women and Child Rights, Women Entrepreneurship

Languages Known: Hindi, Punjabi and English

Domicile: Chandigarh



## Amandeep Kumar

Qualification: Bachelor of Business Management (Pursuing Company Secretaries Course)

Areas of Interest: Agribusiness, Cluster Development, Microfinance

Languages Known: Hindi, Bhojपुरi and English

Domicile: Bihar



## Bhavya Mahendra

Qualification: Bachelor of Business Administration

Work Experience: 1 year as Market Research Analyst at Ace Engineering and Chemical Pvt. Ltd., 2 years as Anti-Money Laundering Executive at HSBC

Areas of Interest: Handloom and Handicrafts, Education and Water, Sanitation and Hygiene)

Languages Known: Hindi, Telugu and English

Domicile: Telangana



## Apurwa Raghuvanshi

Qualification: Bachelor of Technology (Electrical and Electronics Engineering)

Work Experience: 1.5 years as Centre Manager at Educational Initiatives Pvt. Limited

Areas of Interest: Rural Electrification, ICT for Development, Education and Urban Development

Languages Known: Hindi and English

Domicile: Uttar Pradesh



## Dhruv Sanghvi

Qualification: Bachelor of Arts (Public Administration and Governance)

Areas of Interest: Sports and Education for Development, Rural Development and Public Policy

Languages Known: Hindi, Gujarati, English, Basic Spanish and Basic French

Domicile: Gujarat



# Students' Summer Internship Profiles 2015-17

## Dhwani Rathi

Qualification: Bachelor of Business Administration

Areas of Interest: Education and Skill Development, Women Empowerment, Development Communication

Languages Known: Hindi, Gujarati, English and Basic Spanish

Domicile: Gujarat



## Kisslay Anand

Qualification: Bachelor of Engineering (Computer Science)

Areas of Interest: ICT for Development, Rural Development, Renewable Energy and Climate Change

Languages Known: Hindi, Bhojpuri and English

Domicile: Jharkhand



## Ishita Chatterjee

Qualification: Post Graduate Diploma in Banking and Finance

Work Experience: 7 months as Sales Manager at Deutsche Bank.

Areas of Interest: Urban Development, CSR, Skill Development and Livelihoods

Languages Known: Hindi, Gujarati and English

Domicile: Gujarat



## Mala Advani

Qualification: Bachelor of Business Administration

Work Experience: 7 months as International Correspondent at Mehta Cad Cam Systems Pvt. Ltd.

Areas of Interest: Research and CSR, Livelihoods and Environment Sustainability

Languages Known: Hindi, Sindhi and English

Domicile: Rajasthan



## Jhanvi Patel

Qualification: Bachelor of Engineering (Food Processing Technology)

Areas of Interest: Food Processing, Dairy Development, Renewable Energy

Languages Known: Hindi, Gujarati and English

Domicile: Gujarat



## Mehul Patel

Qualification: Bachelor of Technology (Agricultural Information Technology)

Areas of Interest: Food Processing, ICT for Development, Agribusiness and Dairy Development

Languages Known: Hindi, Gujarati and English

Domicile: Gujarat



## hus book handel w I

Qualification: Bachelor of Science (Biotechnology)

Areas of Interest: Research and CSR Environmental Sustainability, Women Empowerment

Languages Known: Hindi and English

Domicile: Madhya Pradesh



## Nisarg Patel

Qualification: Bachelor of Business Administration, Gujarat

Areas of Interest: Dairy Development, Food Processing, Education

Languages Known: Hindi, Gujarati and English

Domicile: Gujarat



# Students' Summer Internship Profiles 2015-17

## Priyanka Shah

Qualification: Bachelor of Business Administration

Areas of Interest: Education and Child Rights

Languages Known: Hindi, Gujarati and English

Domicile: Gujarat



## Shikhar Awasthi

Qualification: Bachelor of Arts (Media Studies)

Areas of Interest: Investigative Journalism, Development Communication and CSR

Languages Known: Hindi and English

Domicile: Uttarakhand



## onakS ukhadi ya

Qualification: Master of Science (Electronics and Communication)

Areas of Interest: ICT for Development, Renewable Energy, Waste Management and Microfinance

Languages Known: Hindi, Gujarati and English

Domicile: Gujarat



## Vedprakash Pashine

Qualification: Bachelor of Technology (Petrochemical Engineering)

Work Experience: 1 year as Trainee Engineer at National Organics Chemical Industries Limited

Areas of Interest: CSR, Livelihoods, Cluster Development, Natural Resource Management, Environment Sustainability

Languages Known: Hindi, Marathi and English

Domicile: Maharashtra



## Rutu Tekwani

Qualification: Bachelor of Engineering (Information Technology)

Areas of Interest: Sustainable Livelihoods, Child Rights, Health, Research

Languages Known: Hindi, Gujarati, Sindhi and English

Domicile: Gujarat



## Yogesh Vardakar

Qualification: Bachelor of Science (Information Technology)

Work Experience: 5 years at Personality Development and Skill Enhancer at Infosys Ltd.

Area of Interest: ICT for Development, Skill Development, Education, Social Problems as Enterprise Solutions, MEDM

Languages Known: Hindi, Marathi and English

Domicile: Maharashtra



## Sayantika Mondal

Qualification: Bachelor of Science, (Economics)

Areas of Interest: Research, CSR, Microfinance, Sustainable Livelihoods, Cultural Development and Education

Languages Known: Hindi, Bengali and English

Domicile: West Bengal



*"Development studies aims at social transformation or change and the outgoing students of PGDM-DS 2014-16, through their dedication and concerted effort, have set a strong foundation for them to lead this transformation. These ignited minds have developed a unique ability to critically examine and ably address the problems, processes, and prospects for the development in diverse sectors. The experience and exposure that these students have got, coupled with their strong will power, ability to see beyond the horizon and commitment to serve the society will surely take them distance and enlighten many out of darkness."*



**Dr. Dinesh Jain**  
Programme Incharge

# Placement Guidelines

1. Organizations are invited to participate in the campus recruitment process and are requested to intimate their participation through the Placement Participation Form enclosed with this brochure.
2. The organization is required to communicate the detailed process requirements (number of selection rounds, panels, and process specific requirements) prior to the Placement process.
3. We appreciate a Pre-Placement talk (PPT) prior to the Final Placement Process. This would enable the students to understand the sector/sub-sector and also the diversity of activities being undertaken by the organization.
4. Any job offer will be considered valid only when the job offer form, available in campus is duly filled in by the organization's representative and is handed over to the Placement Coordinator of the Institute.
5. The organization is requested not to communicate the offer to the candidate directly. A job offer must specify:
  - a) Position offered
  - b) Remuneration
  - c) Job description
6. EDII expects engagement of senior officials in the Final Placement Process so that the necessary time gap related to approvals are avoided and also students will be able to converge upon the final choice of the organization they wish to work with.
7. EDII welcomes the representatives of the organization and will be glad to offer local hospitality if intimated in advance.
8. For further queries and clarifications, please get in touch with the following representatives:

## **Kavita Gupta**

Incharge Placements

kavita.gupta@ediindia.org

Tel.: (91) (79) 23969158 - Ext - 336

Mobile:- +91 7069263536 , 9099926328

## **Dinesh Jain**

Programme Incharge

dinesh.jain@ediindia.org

Tel.: (91) (79) 23969158 - Ext- 329

Mobile: +91 9724056975

**Placement Committee Details :** [placementds@ediindia.org](mailto:placementds@ediindia.org)

**Placement Slots :**

1. January 18 to 23, 2016
2. February 01 to 06, 2016
3. February 15 to 20, 2016

**Students will complete their graduation :** March 31, 2016

**Summer Internship duration :** 8 weeks



# Placement Response Card

## Organisation Details:

Organisation Name: \_\_\_\_\_

Contact Person & Designation: \_\_\_\_\_

Address for Correspondence: \_\_\_\_\_

\_\_\_\_\_

Tel No.: \_\_\_\_\_ E-mail: \_\_\_\_\_

## Job Details

Functional Area	Job Location	No. of Offers

Job Description (In brief): \_\_\_\_\_

\_\_\_\_\_

## Mode of Selection

Procedure	Yes/No	Number of Panel	Duration
Preliminary Test			
Group Discussion			
Interviews			

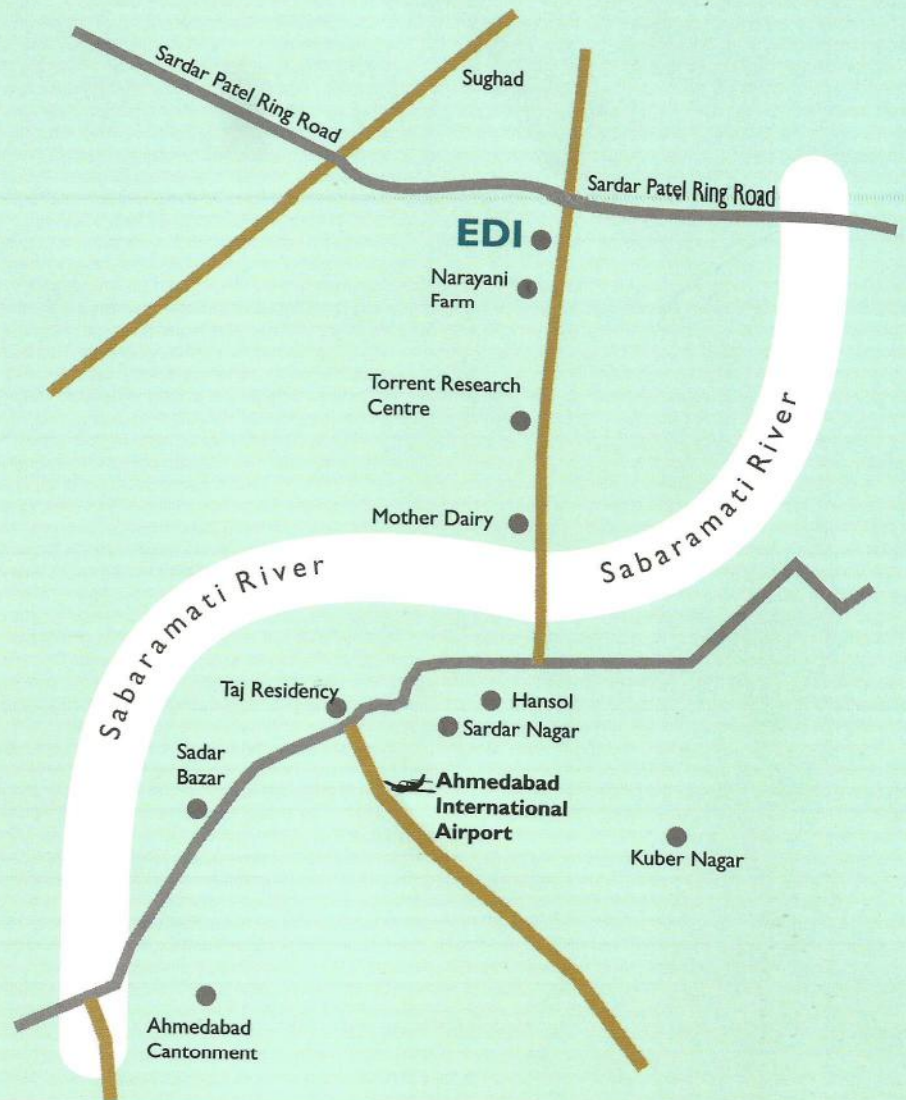
Gross Annual Package (INR): \_\_\_\_\_


Signature

Date:

Seal

# Campus Location



by train 

15 kms. from Ahmedabad Railway Station

by air 

5 kms. from Ahmedabad International Airport

## Gujarat

is known for its entrepreneurial spirit and has excellent social and physical infrastructure to support growth of businesses. The industrial sector of Gujarat at present comprises of over 1200 large industries and over 3,45,000 micro, small and medium enterprises. While sharing 5% of Indian population, Gujarat contributes 21% in exports and 13% in India's industrial production.

Gujarat as the most industrially developed state in India in respect of first ranking in industrial investment and second in terms of value of production and value addition in industrial sector. As per United Nations Industrial Development Organization (UNIDO) estimates, there exist around 350 Small and Medium Enterprises (SMEs) clusters in India, of which Gujarat commands a large share. Some important SME clusters in Gujarat include Readymade Garments, Drugs & Pharmaceuticals, Dyes & Intermediates at Ahmedabad; Ship breaking at Alang; Re-rolling Mills at Bhavnagar/Shior; Plastic Industry at Dhoraji; Brass Parts at Jamnagar; Wall Clocks at Morbi; Chemicals at Nandesari, Vapi & Ankleshwar; Diesel Engines, Electric motors, Ferrous Castings, Gold & Silver Ornaments, Machine Tools, Wrist Watch & Components at Rajkot; Powerlooms, Diamonds, Gems & Jewellery, Jari at Surat; Pottery & Ceramics at Surendranagar (Than) & Wankaner; Ceramic Products at Thangadh and Petrochemicals at Vadodara.

SMEs in Gujarat are quickly adapting with capacity building, infrastructure augmentation, innovative financing options, technology upgradation, investment in research and development, enhancing quality standards, and fine tuning marketing strategies.

## Ahmedabad

Ahmedabad is the largest city in the state of Gujarat and one of the largest urban agglomerations in India. Located on the banks of the River Sabarmati, the city is the administrative centre of Ahmedabad district and was the capital of Gujarat from 1960 to 1970; the capital was shifted to Gandhinagar thereafter. In colloquial Gujarati, it is commonly called Amdavad. Ahmedabad was founded in 1411 by Sultan Ahmed Shah to serve as the capital of the Sultanate of Gujarat. The city is named after its founder. The city established itself as the home of a booming textile industry, which earned it the nickname "the Manchester of the East." A rising centre of education, information technology and scientific industries, Ahmedabad remains the cultural and commercial heart of Gujarat and much of western India.

Stay connected on



# EDI Governing Board (as on 01.11.2015)

**SHRI KISHOR KHARAT**

President-EDI  
Managing Director &  
Chief Executive Officer  
IDBI Bank Ltd.

**SHRI K. P. NAIR**

Executive Director  
IDBI Bank Ltd.

**SHRI MALAY MUKHERJEE**

Chief Executive Officer  
& Managing Director  
IFCI Ltd.

**SHRI ANAND T. KUSRE**

Nominee Member &  
Former GM-ICICI Bank Ltd.

**SHRI D. MOZUMDER**

Chief General Manager (SME)  
State Bank of India

**SHRI ARVIND AGARWAL, IAS**

Additional Chief Secretary  
Industries & Mines Department  
Govt. of Gujarat

**DR. YOGINDER K. ALAGH**

Vice Chairman & Professor  
Emeritus  
Sardar Patel Institute of  
Economic & Social Research &  
Former Union Minister of  
State for Science & Technology

**DR. SAILENDRA NARAIN**

Chairman  
Centre for SME Growth &  
Development Finance,  
Former Chairman &  
Managing Director-SIDBI

**SHRI P. S. SHENOY**

Former Chairman &  
Managing Director  
Bank of Baroda

**DR. ANUP PUJARI, IAS**

Secretary  
Ministry of Micro, Small  
& Medium Enterprises  
Govt. of India

**DR. KSHATRAPATI SHIVAJI, IAS**

Chairman & Managing Director  
Small Industries Development  
Bank of India

**MRS. VIJAYALAKSHMI DAS**

Managing Director  
Ananya Finance for Inclusive  
Growth Pvt. Ltd.

**DR. SUNIL SHUKLA**

Director  
Entrepreneurship Development  
Institute of India



## Entrepreneurship Development Institute of India

P.O. Bhat 382 428, Dist. Gandhinagar, Gujarat  
Tel : +91-90999 17145, 81284 18633, (079) 23969159 / 61 / 63 Fax : (079) 23969164  
E-mail : pgg@ediindia.org, pgdmds@ediindia.org  
Website : www.ediindia.ac.in / www.ediindia.org

**East : Bhubaneswar**

Naibedya, Plot No. 1855/2168  
Ground Floor, Damana Square,  
Chandrasekharpur, Bhubaneswar-751 016.  
Telefax : 0674-2744100  
E-mail : ediero@ediindia.org

**North : Lucknow**

"Dady Villa", 7, Meerabai Marg,  
Lucknow - 226 001.  
Phone : 0522-2209671  
Telefax: 0522-2209415  
E-mail : edinro@rediffmail.com

**North-East : Guwahati**

Ground Floor, H.No.37, B.K. Kalkati Road,  
APRO Byelane, P.O. Ulubari, Paltan Bazar  
Guwahati - 781 007, Assam.  
Mobile: 088110 93237  
E-mail : edinero@ediindia.org

**Central : Bhopal**

33, Sahyog Vihar,  
E-8, Bawadiya, Bhopal - 462 039  
Phone: 0755-4260015, 2424015  
E-mail : tarun@ediindia.org

**South : Bengaluru**

102, 70<sup>th</sup> Cross, 17<sup>th</sup> 'A' Main Road,  
5<sup>th</sup> Block, Rajajinagar, Bengaluru - 560 010.  
Phone : 080-23119361  
Telefax : 080-23119360  
E-mail : ramangujral@ediindia.org

**Thrissur**

C/o. KILA Campus, Mulamkunnathukavu P.O.,  
Thrissur - 680 581.  
Phone : 0487-2206241  
Telefax : 0487-2206242  
E-mail : vssukumaran@ediindia.org