

EDII Reports 104

October-December 2018

From the
Director's Desk



UZBEKISTAN... Creating ^{NEW} Paths

Over the years, Entrepreneurship, as a discipline, has registered many breakthroughs. It has emerged and has been accepted as a force that ensures diffusion of innovation and out-of-the-box thinking, in society, resulting in economic growth.

Most developing economies have employed a number of development pursuits and have gradually come to realize the significance of entrepreneurship in their policies and strategies.

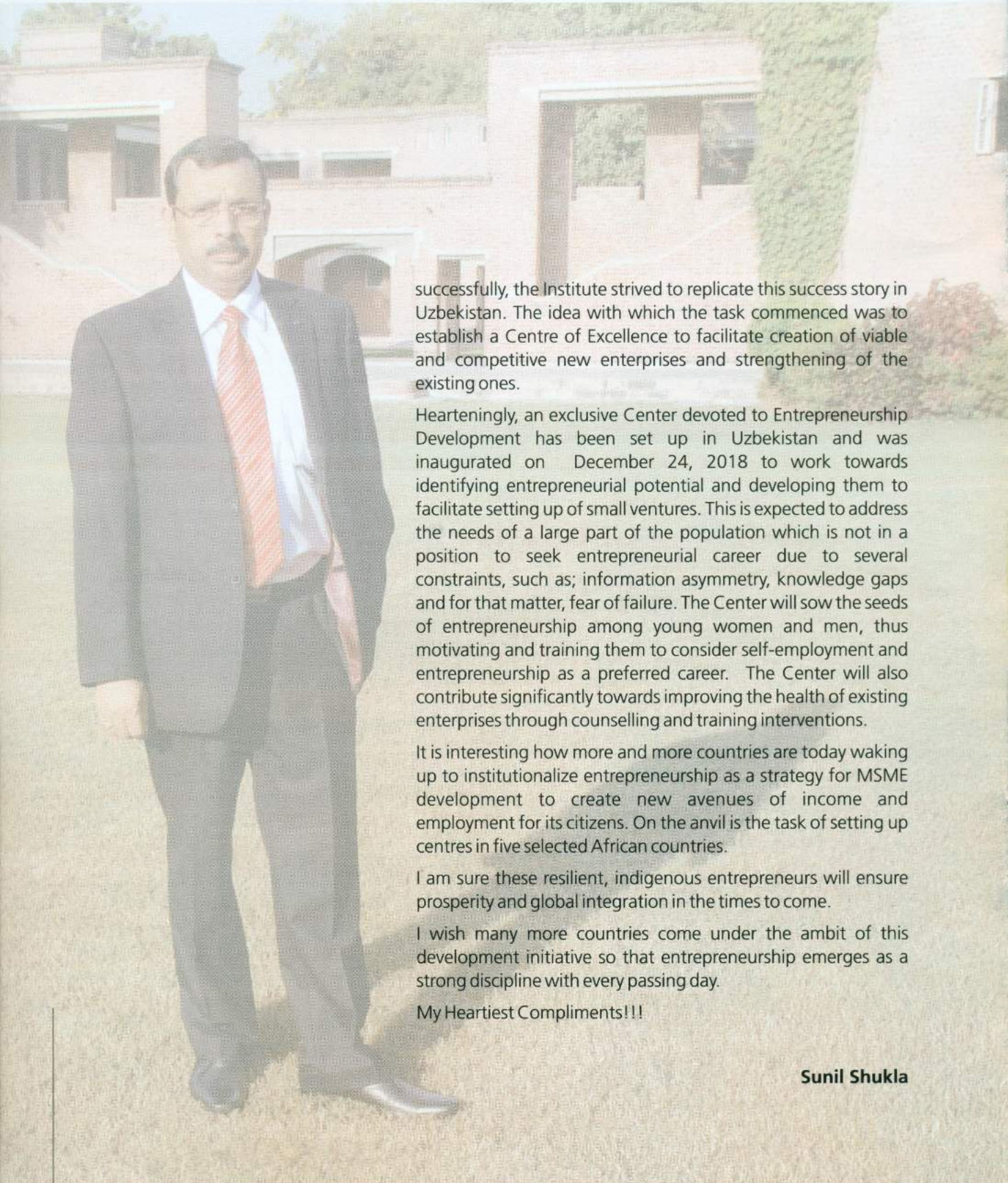
However, most of the time due to limited orientation to entrepreneurship and lack of training prospects, good entrepreneurial opportunities go unperceived. However, in order to remain ahead, a country has to hold on to the reins of entrepreneurial dynamism.

EDII has been promoting entrepreneurship for over thirty years through training, research, education and institution building. It's task of institution building acquires significance in the face of strengthening entrepreneurship on foreign lands. Many a nation today sport an ED institution committed to promoting entrepreneurship. Growth of Micro, Small and Medium Enterprises (MSMEs) in these countries is commendable. The role of MSMEs in economic development and employment generation is proved beyond doubt and every developing economy is now opening its doors to entrepreneurs with viable business ideas. However, the right atmosphere, conducive to growth and development is a must.

In 2004, the Institute, under the patronage of Ministry of External Affairs, Govt. of India, undertook the task of setting up ED Centres in Cambodia, Lao PDR, Myanmar and Vietnam (CLMV countries). Having accomplished the task



**Entrepreneurship
Development
Institute of India**



successfully, the Institute strived to replicate this success story in Uzbekistan. The idea with which the task commenced was to establish a Centre of Excellence to facilitate creation of viable and competitive new enterprises and strengthening of the existing ones.

Hearteningly, an exclusive Center devoted to Entrepreneurship Development has been set up in Uzbekistan and was inaugurated on December 24, 2018 to work towards identifying entrepreneurial potential and developing them to facilitate setting up of small ventures. This is expected to address the needs of a large part of the population which is not in a position to seek entrepreneurial career due to several constraints, such as; information asymmetry, knowledge gaps and for that matter, fear of failure. The Center will sow the seeds of entrepreneurship among young women and men, thus motivating and training them to consider self-employment and entrepreneurship as a preferred career. The Center will also contribute significantly towards improving the health of existing enterprises through counselling and training interventions.

It is interesting how more and more countries are today waking up to institutionalize entrepreneurship as a strategy for MSME development to create new avenues of income and employment for its citizens. On the anvil is the task of setting up centres in five selected African countries.

I am sure these resilient, indigenous entrepreneurs will ensure prosperity and global integration in the times to come.

I wish many more countries come under the ambit of this development initiative so that entrepreneurship emerges as a strong discipline with every passing day.

My Heartiest Compliments!!!

Sunil Shukla

**A Warm Welcome to
Mr. Rakesh Sharma,
MD & CEO, IDBI Bank Ltd.**



Mr. Rakesh Sharma, Managing Director & Chief Executive Officer of IDBI Bank, has vast experience in banking spanning over three decades. Before joining IDBI Bank, Mr. Sharma served as MD & CEO of Canara Bank and Lakshmi Vilas Bank. Mr. Sharma began his career in State Bank of India and worked in various areas such as retail and wholesale banking, corporate credit, International Banking, asset liability management, loan syndication, industrial and human resources over his tenure.

EDII extends a warm welcome to Mr. Rakesh Sharma.

Widening International Horizons

– Uzbekistan Chapter!

With an objective to widespread entrepreneurship, EDII followed the concept-to-completion approach to set up the Entrepreneurship Development Centre at the Chamber of Commerce & Industry in Uzbekistan (CCIU). The centre was inaugurated on December 24, 2018 and is established under an MoU signed between the Governments of India and Uzbekistan with a view of creating an enabling environment for aspiring entrepreneurs in the making. EDII which has earlier set up centres in Cambodia, Laos,

Myanmar and Vietnam including centres in Arab and African Regions, was given the onus of this task. The establishment of the Centre is a major step towards long term sustainable entrepreneurial interventions in the country.

The Uzbekistan Entrepreneurship Centre (UEDC) is also reflective of the growing bilateral cooperation between India and Uzbekistan and conforms to the vision of promoting entrepreneurship and the SME sector.

*Inauguration of the India
Uzbekistan
Entrepreneurship
Development Centre
(IUEDC) in Uzbekistan.
(From L to R)
Mr. Adkham Ikramov,
Chairman, Chamber of
Commerce and Industry,
Republic of Uzbekistan;
Dr. Sunil Shukla,
Director, EDII and Mr.
Vinod Kumar,
Ambassador
Extraordinary and
Plenipotentiary, Republic
of Uzbekistan*





Dignitaries at the inauguration ceremony

To maintain the highest standards of entrepreneurial excellence, the prime objectives of the Centre will be to:

- instill entrepreneurial culture amongst indigenous entrepreneurs, and equip them with adequate knowledge and experience; augment the supply of entrepreneurs through education, training and business advisory services;
- inculcate entrepreneurial values among educated youths and school dropouts to orient them to think in terms of entrepreneurship as a viable career;
- facilitate introduction of entrepreneurship courses in education system to wean away the youths from job-seeking and motivate them to become entrepreneurs and create jobs for others;
- create a conducive business environment for emergence, sustenance and growth of Micro, Small and Medium Enterprises, by orienting bankers and other officials of the support system towards entrepreneurship;
- institutionalize entrepreneurship development by creating a cadre of competent trainer-motivators and business counsellors
- influence policy making process at the national and provincial levels to float policies that are entrepreneur-friendly; and,
- attempt to create a market for business development services in the country to facilitate growth and survival of SMEs.

International Centres Established by EDII

- Lao-PDR India Entrepreneurship Development Centre (LIEDC) at Vientiane
- Cambodia India Entrepreneurship Development Centre (CIEDC) at Phnom Penh
- Myanmar India Entrepreneurship Development Centre (MIEDC) at Yangon
- Vietnam India Entrepreneurship Development Centre (VIEDC) at Hanoi
- Uzbekistan Centre for Entrepreneurship Development

Similar Centres are proposed at Rwanda and four other African countries

Scientists & Technologists Delve into Entrepreneurship

Over the last few decades emphasis on technology has grown exponentially. We live in the age of technology, where things require less human efforts yet offer more productive output. We can say that technology sure has made lives easier enabling us to accomplish day to day tasks with zero or minimum efforts. Mankind is fast getting oriented towards a tech savvy world. This will certainly induce more efficiency on many fronts. Entrepreneurship has been thought about within the realm of technology, it has generated impact making ventures. Tech innovations are the call of the day. And, for scientists and technologists in society, this is a daily chore. However, if their technical beat of mind is synergized with 'entrepreneurship' the result could become double.

Against this backdrop, EDII designed a special programme for scientists and technologists on Entrepreneurship. The first programme was launched in 2011. The success of the first programme led to the replication of this programme year after year and EDII concluded the 13th programme on December 14, 2018.

The 13th National Training Programme on Entrepreneurship Development and Management for Scientists and Technologists was a two week programme was specially designed for scientists and technologists. Sponsored by the Department of Science & Technology (DST), Govt. of India, the



Participants of the programme with Dr. Sunil Shukla, Director-EDII and esteemed faculty members involved in the programme



Mr. S B Sareen, Faculty member, EDII, during one of the sessions of the workshop

main aim of the programme was to familiarize the participants with entrepreneurship as a career option and sensitize them by helping them acknowledge the importance of knowledge based innovative business ventures.

The programme is specially designed for Scientists and Technologists who are working in departments/ ministries of central government, public sector units etc. The scientists and academicians engaged in R&D in any discipline of Science & Technology were also encouraged to join. The programme welcomed 25 participants, all from different universities and institutes from across 10 different states of India. Apart from sensitizing the participants about entrepreneurship, the programme aimed at strengthening and developing their collaborative linkages with national and international institutes thereby offering them a real world experience to bridge the gap between innovations and markets.

The programme covered all the major topics from role and importance of research and development in enterprise creation, business opportunity identification and selection to Intellectual Property Rights (IPR) and Govt. policies that promote science and technology driven experiences. The main aim

of educating participants with these topics was to simply enable them to set up their own entrepreneurial venture with minimum efforts along with the help of benefits from the government policies. The two-week long programme comprised class room lectures, case studies, group discussions, industrial visits and interactive sessions with experts and existing successful entrepreneurs.

Mr. Prakash Solanki, Faculty & Programme Director, EDII said, "It's a very well designed programme that provides fundamental insight into entrepreneurship. It will enable the scientists and technocrats to address issues that they face while building an enterprise."

One of the participants who happened to attend this programme in the past - Dr. George Ninan, Principal Scientist, Central Institute of Fisheries Technology, Kerala opined, " The programme has given the right kind of orientation to scientists and technologists who envision



themselves as future entrepreneurs. Scientists and technologists can gear up the economy of the country through knowledge based innovative projects and after this excellent experience, I am determined to do so."

Glimpses...



Padmeshri Reema Nanavati
Director, SEWA
Guest Of Honour,
Entrepreneurship Conclave

*Dr. Sunil Shukla, Director-EDII being felicitated at the Entrepreneurship Conclave organized by the School of Commerce, Gujarat University. Also seen on the dias (on the R) is Mr. Bhupendrasinh Chudasama, Education Minister of Gujarat. In his address, Dr. Shukla threw light on the various dimensions of entrepreneurship and its relevance in the present times. He enumerated inspiring cases and highlighted trends & inclinations which stood testimony to entrepreneurship being a winning career option.
Inset : Director-EDII addressing the audience*

Accolades!!!



Mr. Ishwar Kumar (in the center), Faculty, EDII, receiving the award on behalf of EDII at the hands of Mr. Raji Thomas, Chief Branding Officer, Indira Group of Institutes (extreme L)

EDII won the 'Sustainability Leadership Award 2018' at the India Sustainability Leadership Summit & Awards scheduled on 26th November, 2018 at Taj Lands End, Mumbai. The institute was awarded for its commendable efforts towards control of greenhouse gas emission, technology upgradation, promotion of alternative energy use and occupational health & safety of workers in the MSME sector.

Faculty Group to Spearhead Entrepreneurship



At the inauguration, (From L to R) Dr. Sunil Shukla, Director – EDII, Chief Guest Ms. Anju Sharma, IAS, Principal Secretary, Education Dept., Govt. of Gujarat; Ms. Avantika Singh Aulakh, IAS, CEO, GKS & Commissioner, Technical Education, Government of Gujarat; and Mr. L. P. Padaliya, IAS, Director, Higher Education, Government of Gujarat.

Faculty Development programmes strengthen the professional development of the faculty members, teachers and administrators who deal directly with students. The FDPs help educators increase the effectiveness of their teaching, so that they are better able to guide students on journeys of inquiry and discovery. During these programmes, the faculty members are thoroughly educated about the various shortcomings and hurdles faced by the students so that they can guide them better. These traits in the faculty group acquires more significance when it comes to guiding the students on the much debated issue of entrepreneurship as career option.

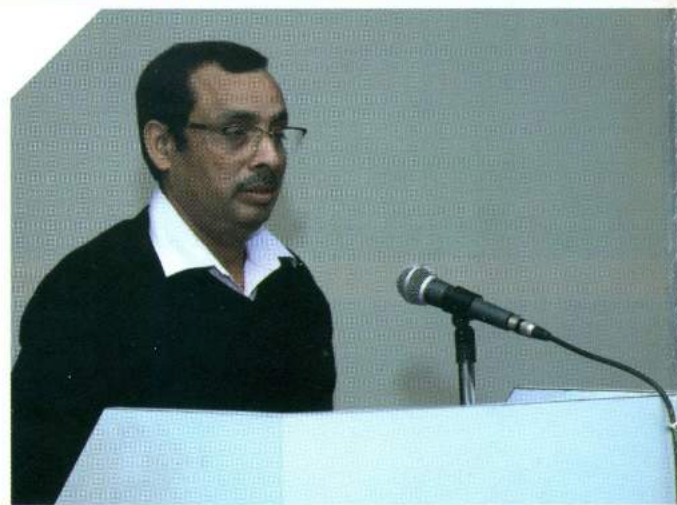
Hence, with an aim of equipping faculty members with the required skills and knowledge especially in entrepreneurship education, EDII, under sponsorship support of Student Startup & Innovation Policy (SSIP), Gujarat Knowledge Society, Directorate of Technical Education, Govt. of Gujarat conducted the first batch of Faculty Development Programme. The major focus of the FDP lay in upgrading the teaching, training and research skills of teachers – especially those who have not had an opportunity to acquaint themselves with the recent developments in the start-up ecosystem and entrepreneurship. The five day programme of a series of 8 programmes, was inaugurated at EDII campus on December 7, 2018. The Chief Guest for the ceremony was



Ms. Anju Sharma, IAS, Principal Secretary, Education Department, Govt. of Gujarat and Chairperson, SSIP; Ms. Avantika Singh Aulakh, IAS, CEO, GKS & Commissioner, Govt. of Gujarat and Shri L P Padaliya, IAS, Director, Higher Education, Govt. of Gujarat along with Dr. Sunil Shukla, Director, EDII.

Speaking at the inaugural function, Ms. Anju Sharma, IAS, Principal Secretary, Education Department, Govt. of Gujarat and Chairperson, SSIP, encouraged the participants to motivate students to let go of fear and become risk-takers. She advised them to come up with start-up ideas at the end of the 5-day programme and encouraged them to draw maximum learning both within and outside classroom settings so that they could better guide their students.

On the other hand, Ms. Avantika Singh Aulakh, IAS, CEO, GKS & Commissioner, Govt. of Gujarat remarked that the major takeaway for the participants from this programme will be a sense of understanding of the innovative start-up ideas irrespective of the other external hurdles. She addressed the participants and said, "You are going to be the catalyst, change drivers and mentors for the students. This training programme is not just a 5-day programme but a continuous process and EDII would be available for hand-



“ Keeping in mind the high mortality rate of start-ups wherein around 90% of start-ups don't make it past the growth phase, we have introduced a curriculum which will orient the faculty members to guide better so that the aspiring entrepreneurs not only strengthen their ideas but also get exposed to the various facets of entrepreneurship for sustainable growth. ”

- Dr. Sunil Shukla
Director, EDII



holding, guidance and support so as to ensure tangible benefits.”

Spread over five days, the Faculty Development Programme was attended by 42 participants from different technical and higher education background. The programme offered the participants a blend of conceptual and practical aspects of different facets of Entrepreneurship.

'Entrepreneurship Teaching: Models & Pedagogy' was an important session covered by Dr. Sunil Shukla, Director, EDII. He shared insights on developing the curriculum on entrepreneurship and discussed various pedagogical tools and institution support that can be given to promote student start-ups. He said, “The mission of any good faculty development program is to support faculty in their professional development in order to ultimately improve student learning.”

Focus was also placed on 'Role of Innovation, Incubation and Entrepreneurship in Developing Economics' wherein emphasis was laid on various aspects of a developing economy through



“ You should learn to look past the basics and come up with ideas that aren't stereotypical. Don't focus on what's already available but focus on the void spaces that can be implemented with innovative, out-of-the-box ideas ”

- Anju Sharma, IAS,
Principal Secretary, Education Department

“ This programme will encourage the faculty members to think of innovative start-up ideas so that once into the process, they will be able to understand the ideas of students better and will also be able to guide them effectively. ”

- Ms. Avantika Singh Aulakh, IAS
CEO, GKS & Commissioner, Govt. of Gujarat

innovation/invention, start up policy, business incubators, transforming knowledge into business, SMEs etc. A panel discussion on 'Innovation and Start-up Ecosystem' was organised which focussed on addressing queries of the participants. The panel was headed by Dr. Chandan Chatterjee, Sr. Visiting Faculty, EDII, Mr. Hiranmay Mahanta, Advisor, SSIP, Mr. Anupam Jalote, CEO- iCreate and Dr. Satya Ranjan Acharya, Sr. Asso. Faculty, EDII.

Explaining the significance of effectuation, discussions took place on various aspects including affordable loss, strategic partnership, quilt principle etc. A topic on 'Technology Transfer and IP Strategies' was also successfully handled. Mr. Mayank Patel, CEO, CrAdLE, on start-ups and related aspects with focus on challenges and scope..

Speaking of Business Opportunity Identification, Mr. J B Patel, Faculty at EDII, discussed in detail the Opportunity Identification and Selection (OIS) process for new businesses. Mr. Padmin Buch, Faculty at EDII, on the other hand, covered the topic on 'IPR/Patenting/Geographical Indications/ Trade Marks/Registrations'. A few practical exercises on 'Business Model Canvas' and 'Problem Solving, Design Thinking and Proof of Concept' were also conducted that enabled the participants to understand and develop innovative ideas for new businesses. Several topics on incubation centres and incubatees were also covered wherein the participants were able to understand and develop a foolproof business plan for new ventures that would enable them to get incubated or secure funds from VCs and Angel Investors.

The faculty members developed a sense of awareness and clarity on the existing SSIP policies and the benefits to the

participants. They said that this would further enable them to guide their students and other potential entrepreneurs to benefit from these policies. Field visits to incubation centres such as Innovation & Incubation Centre (IIC) at Pandit Deendayal Petroleum University (PDP) and Gujarat National Law University's Legal Incubation Centre gave further exposure.

At the end of this 5 day programme, the participants presented their business plans and action plans. A total of 11 groups presented their ideas which were evaluated by experts, Mr. Mayank Patel, CEO, CrAdLE along with Mr. U J Lalwani, Senior Advisor, CrAdLE and Dr. Lalit Sharma, Faculty, EDII. Speaking of the takeaways from this programme, the participants shared their experience and praised the workshop content and resource persons involved.

While Dr. Satya Acharya, Asso. Sr. Faculty is the Programme Director, the programmes are being co-ordinated by Dr. Naman Sharma, Asst. Faculty-EDII.

The duration of the second Faculty Development Programme is February 4-8, 2019.

"This 5 day workshop enabled us to understand the shortcomings of start-up ideas from an entirely different angle. We are now able to apply this 5 day learning and guide the students better." - Ms. Hiral Patel from LJ Group of Institutes, Ahmedabad



The pedagogy comprised class-room lectures, field visits, simulation exercises and interaction with experts to enable the participating faculty group to understand the dynamics of entrepreneurship against the students' mindset and their perception of career opportunities. The idea was to further sharpen the edges of the start-up ecosystem so that more and more youths take to entrepreneurship.

*Dr. Satya R. Acharya
Asso. Sr. Faculty & Programme Director of FDPs under SSIP,
Directorate of Technical Education, Govt. of Gujarat.*

Mainstreaming Entrepreneurship among Disadvantaged Groups

EDII conducted a special Entrepreneurship Development Training Programme for existing and budding Schedule Cast & Schedule Tribe (SC-ST) entrepreneurs under National SC-ST Hub Scheme of Ministry of Micro, Small & Medium Enterprises (MSME). The main objective of this programme is to facilitate and train SC, ST youths for setting up their own enterprises. The programme is fully sponsored under National SC-ST Hub Scheme of Ministry of Macro, Small & Medium Enterprises (MSME).

EDII will conduct six programmes of one month each. The first programme commenced on October 29, 2018 and concluded on December 7, 2018. Out of the six programmes, two will be residential exclusively for ST entrepreneurs while remaining four non-residential programmes will be for existing entrepreneurs. EDII will be providing all the amenities for both residential and non-residential

programmes, all of which will be free of cost for the participants. The main objective of these programmes is to facilitate and train SC, ST youths for setting up their own enterprises.

Mr. Prakash Solanki, Faculty & Programme Director, EDII, emphasised on programme offerings. He said, "Right from selecting the new business, the programme will also include guidance and information on new technology, market research, various government schemes, skill development, project report preparation, maintaining financial accounts, networking opportunities and field visit to industry".

EDII shall also assist the participants in raising funds from the financial institutions and government, which will ultimately boost the prospects of their new venture and will open new business opportunities for these youth and help them become independent as well as empower them socially as well as economically.



Chief Guest Dr. Kirit P. Solanki, Hon'ble Member of Parliament (Ahmedabad – West) & Chairman- SC/ST Parliamentary Committee, addressing the participants at the valediction of the first programme in the series. Also present on the occasion were dignitaries (R-L) Ms. Naynaben Shrimali, Joint Director, Dept. of Scheduled Caste Welfare, Govt. of Gujarat; Shri Mukesh Makwana, President (National Petroleum Vertical of Dalit Indian Chamber of Commerce and Industry); Dr. Sunil Shukla, Director, EDII and Mr. Prakash Solanki, Programme Director



“ Various aspects and significance of entrepreneurship and skill training, have extreme importance in the present scenario to excel. Entrepreneurship is a highly rewarding career option and it becomes easy to take the plunge when the policies are conducive and the industrial framework, funding support, training and institutional support are available ”

-Dr. Kirit P. Solanki,
Hon'ble Member of Parliament
(Ahmedabad – West) & Chairman- SC/ST
Parliamentary Committee,



“ There aren't so many Government jobs today to accommodate all; hence entrepreneurship must be explored. Institutions like EDII are helping disadvantaged communities come up and I am sure very soon they too will be in the mainstream of the business world. My congratulations to the participants. I salute the confidence that they have developed. ”

- Shri Mukesh Makwana
President (National Petroleum
Vertical of Dalit Indian Chamber
of Commerce and Industry).



“ Educated people from the SC/ST community need direction. I am glad they today they are getting the much-needed mentorship and assistance from institutions like EDII and the Government as well. I urge all of you to utilise your learning and move ahead with your innovative plans. ”

- Ms. Naynaben Shrimali
Joint Director, Dept. of
Scheduled Caste Welfare,
Govt. of Gujarat



In his address Shri Bhupendra Patel said “Knowledge is the crux of all achievements. You all are fortunate to have this opportunity of gaining in-depth knowledge on entrepreneurship. Go ahead and plan for success. Knowledge and passion can overcome all hindrances.” Shri Devendra Khuman inspiring the participants said “Entrepreneurship is in the DNA of the SC/ST community. All that has to be done, is that this forgotten discipline has to be brought back with a yet more sharpened edge.” Shri Kiran Chavda traced the genesis of his entrepreneurial journey and motivated the participants to take the plunge with confidence. He said “It wasn't definitely easy to give up my government job just to start something of my own. It wasn't a cake walk and I had to face lots of difficulties but ultimately I was fortunate enough to fight all odds and emerge as a successful entrepreneur.”

The second programme in the series commenced on December 24, 2018 and concluded on January 22, 2019. The valediction ceremony was graced by the presence of (3rd from R) Chief Guest Shri Bhupendra Patel, Former Chairman – AUDA & MLA, Ghatlodia constituency. Also present were dignitaries (R-L) Mr. Devendra Khuman, Vice President, Dalit Chamber of Commerce and Industry (DICCI), Gujarat and Mr. Kiran Chavda, Zonal Head, DICCI, Gujarat.

Biotechnopreneurs... A Few Notches Up!



Seen on the dias during the inauguration are (in the C) Chief Guest Dr. Subhash Soni, Mission Director, GSBTM with (R-L) Mrs. Anasuya Bhadalkar, Joint Director, GSBTM; Mr. Anand Bhadalkar, Joint Director, GSBTM; Dr. Sunil Shukla, Director, EDII and Mr. P. Ganesh, Sr. Visiting Faculty, EDII

The fourth edition of the 10-month long Biotechnopreneur Programme (BTP) started on December 27, 2018. Under the aegis of Gujarat State Biotechnology Mission (GSBTM) to promote, support and guide the aspiring biotechnopreneurs in the making, the programme is especially designed for people who aspire to establish a career in Life Sciences and Biotechnology background. The programme is

aimed at providing hand holding support to aspiring biotechnopreneurs on techno-commercial aspects and implementation of their entrepreneurial venture.

The 10-month long programme was inaugurated at the EDII campus in the presence of esteemed guests – Mrs. Anasuya Bhadalkar and Mr. Anand Bhadalkar, Joint Directors, GSBTM, Dr. Subhash Soni, Mission Director, GSBTM and Mr. Vipul Vasava, Under Secretary, Dept of Science & Technology, Dr. Sunil Shukla, Director EDII and Mr. P. Ganesh, Programme Director. BTP witnessed an interesting participant mix from varied backgrounds and age groups. The youngest participant is just 22 year old fresher while the oldest one is a 69 year old biotech professional with more than 20 years of experience.



Speaking at the inaugural function, Dr. Subhash Soni, Mission Director, GSBTM discussed the role of entrepreneurship in the country. He said, "Entrepreneurship plays a key role in the Indian economy which needs to be encouraged at every cost. It has been a real pleasure for me to launch this programme in such a robust and dynamic institute that encourages aspiring entrepreneurs in the making."

Mr. Anand Bhadalkar, Joint Director, GSBTM giving the genesis of the programme said, "I have been co-ordinating Biotechnopreneur programme with GSBTM since the inception in 2012. Our main motive was to create an ecosystem for people from science and technology background where like minds could come together and discover new ideas while we provide them with everything like ideation and research support and funding options," he said. He also talked about how earlier programmes helped him reshape the current Biotechnopreneur Programme and come up with changes that would benefit the current batch of participants.

Explaining the significance of Gujarat State Biotechnology Mission (GSBTM) in the Biotechnopreneur Programme, Mrs. Anasuya Bhadalkar, Joint Director, GSBTM emphasised on various changes made in the programme curriculum. She said, "Depending on the feedback from the participants of the earlier batches, we have made three major changes in the curriculum i.e., we will incorporate more industrial visits to ensure real time experience for the participants, include individual mentors for each participant and conduct multiple rounds of project

presentations so that the participants can come up with a presentable business plan for their venture." Mrs. Bhadalkar also mentioned about EDII's involvement with GSBTM since 2007 and spoke about how EDII has always lent a supporting hand for Biotechnopreneur Programmes since the inception.

Apart from training biotechnopreneurs, GSBTM along with EDII aims towards bridging the gap between entrepreneurs and researchers of the state to provide them with a common landing ground to promote entrepreneurship in the field of science and technology.

Speaking about the programme and EDII's involvement, Dr. Sunil Shukla, Director, EDII said, "As an institute we have always been happy to work with GSBTM. Gujarat has been ranked no. 1 in terms of total number of start-ups coming up and it gives me immense pleasure to share with you that the last 3 batches of the Biotechnopreneur programme were fortunate enough to give birth to 20 new start-ups in the biotech background. When we have so much resource available with us in terms of the faculty and mentors, the programme will surely succeed."

The 10-month programme commenced from 29th December, 2018. Class-room lectures, field visits, simulation exercises and interaction with experts will form a part of the pedagogy.

contd... on page no. 23

Sociocracy: Evolving Resilient Organizations



The participants with Mr. John Buck (2nd from L), Facilitator for the workshop and Mr. Pankaj Bharti (3rd from L), Faculty, EDII

Sociocracy or self organization is conceived as applied sociology that studies social groups and their functionality. It's a method of governing organizations that produce greater commitments, higher levels of creativity, distributed leadership, deeper harmony and increased productivity in a particular organization. The principles and practices, based on the values of equivalence, effectiveness, and transparency, are designed to support both unity and respect for the individual. The way democracy vests power in

'demos' in the population wherein the majority of 'demos' can ignore the minority of 'demos' while making decisions, Sociocracy vests power in 'socios'. 'Socios' or companions are the people who regularly interact and share a common aim. Unlike democracy where decisions are based on majority, here decisions are made in consultation with each other in consideration of the needs of each person in the context of the aims in the organization.

A variety of organizations associated with manufacturing, healthcare organizations, schools, institutes and even Buddhist monasteries use Sociocracy. It is also widely adapted worldwide in countries like Netherlands, Brazil, USA and other European countries.

For any organization, its aim is the foundation of its work group. But many organizations faces lack of clarity about the aim. In order to establish the same, instilling the values of Sociocracy helps to move primary focus from vision, mission, aims or purpose, towards the source of motivation, and aligns the organization towards discovering and addressing what it needs. Sociocracy is mainly founded upon equivalence of voice among all in the organization, decision making by everybody's consent and self-organizing circles to carry out the work to enable effective flow of information from top to bottom.

EDII conducted a programme on Sociocracy that dealt with the basic principle of working together smartly and implementing the framework, systems and processes of Sociocracy. The two day workshop was conducted at the EDII campus in association with Governance Alive, an international company that offers services like facilitation, training, mentoring and consulting for a wide range of clients in all sectors from manufacturing to NGOs and healthcare. Mr. John Buck who heads this international firm is an expert in the governance method and organizational design.

The two day programme witnessed participants from various sectors. The workshop covered topics like basic

principles of Sociocracy and ways to implement them in an organization. It also emphasised the use of key components of Sociocracy and encouraged the participants to practice the same during the workshop. Around 17 participants from different backgrounds registered for the workshop. The workshop comprised lectures involving presentations and videos. Various role plays, group discussions, case studies and peer-learning exercises were also conducted during the two day workshop.

Mr. Pankaj Bharti, Faculty, EDII and Programme Director of the workshop shared his views about the workshop and the millenials. He said, "The current generation is more comfortable speaking up openly which might result in different expectations in the workplace. Inculcating Sociocracy will not only help them work unanimously but will also enable them to face challenges with the help of their peers."

The workshop concluded on December 1, 2018 with the participants claiming to have developed a new concept and perception worth applying in their day to day life to work smarter.

Beyond classroom set up...

EDII's Open Learning Programme in Entrepreneurship (OLPE) through open and distance learning has trained 14042 aspirants till date in various aspects of setting up and managing an enterprise.

Some testimonials...

"Sarjan Innovations Pvt. Ltd. is an innovation led start-up recognized by the Govt. of India. We are responsible for developing and manufacturing affordable, contactless and hygienic cleaning equipment in India. I am happy that I joined this

programme at EDII as I learnt all about technical, legal, financial and marketing aspects. The exposure was very good."

Gaurav Acharya

"I registered for OLPE from Germany. Today I am in India and running my company, Techdext Engineering, which is progressing well. OLPE has a big role to play in my success."

Kedar Naigaonkar

To reach out to maximum number of students, OLPE has tie-up with 18 universities.

Knowledge Sharing...

E DII faculty, Dr. Amit Kumar Dwivedi along with 4 FPM scholars presented papers at the 6th PAN IIM-World Management Conference held at IIM-Bangalore during 13-15th December, 2018.

The theme of the conference was 'Start-up to Scale up: Management & Policy Perspectives'. The conference witnessed around 900 paper submissions out of which only 125 papers were selected for presentation.

Papers presented by EDII Faculty and FPM Scholars are:

1. Adolescents' Rule Breaking Behavior and Entrepreneurial Tendency: An Empirical Study
Neha Sharma
2. Emotional Intelligence: A Secret Recipe for Successful Performance of Start-ups
Subhendu Mishra

3. Measuring Individual's Entrepreneurial Orientation in Indian Higher learning Institutions

Sumit Kumar (Coauthors: Zahoor Ahmad Paray and Amit Kumar Dwivedi)

4. Understanding Entrepreneurial Competencies among Undergraduate Students from Family Business Background

Amit Kumar Dwivedi (Coauthors: Sumit Kumar, Zahoor Ahmad Paray, Sudhir Kumar Pandey and Siddhartha Saxena)

5. Effect of intellectual capital and role model on the start-up propensity of Indian women

Amit Kumar Dwivedi (Coauthors: Imran Saleem, Mohd Ahmad, Ahmed Musa Khan and Mohd Yasir Arafat)



(2nd from L) Dr. Amit Kumar Dwivedi, Faculty, EDII with FPM scholars at the conference



EDII faculty, Dr. Lalit Sharma presented two papers namely:

- A systematic review of the concept of entrepreneurial alertness' - Journal of Entrepreneurship in Emerging Economies. This paper was published ahead of the print by Emerald Publishing Limited and was accepted in the month of August 2018.

- Entrepreneurial intentions and perceived barriers to entrepreneurship among youth in Uttarakhand state of India: A cross cultural investigation across genders.' This was published at the International Journal of Gender & Entrepreneurship, 10(3), 243-269.

They are Imbibing Skills to Put the Nation on a Fast Growth Track....

It has been widely accepted that entrepreneurial potential can be kindled in a person just as entrepreneurial performance can be enhanced through proper training and mentoring. Hence the importance of trainers in the discipline of 'entrepreneurship' holds immense significance. EDII's southern regional office at Bangalore organized a National Training of Trainers Programme during 26–30 November, 2018. The programme was organized under the aegis of Accenture Skills to Succeed Project. The EDII-Accenture Skills to Succeed project aims at identifying and stimulating unexploited entrepreneurial

fever, instilling entrepreneurial orientation in, women, disadvantaged groups & other sections, addressing the vulnerability of rural and urban micro-enterprises, emphasizing on innovations, incubation, and research.

Under this National Training of Trainers' programme, 72 Training Coordinators from 8 States participated in this 5-day residential training programme in Bangalore.

With the objective of enabling the entrepreneurs to learn the nuances of entrepreneurship and develop the motivation in them to overcome obstacles and take the plunge, the topics included; Achievement Motivation



Release of 'Success Desk Calendar' comprising 30 success stories of micro-entrepreneurs under EDII-Accenture Skills to Succeed –National Micro Skill- Preneurship Development Project

Seen during the event is (From L to R) Mrs. B.R. Poornima, Programme Director, National Training of Trainers' Programme; Dr. Raman Gujral, Sr. Faculty-EDII; Mr Ravi Vishwanathan, Corporate Citizenship (CSR), National Grants Programme, Accenture India; Dr. Sunil Shukla, Director-EDII; Mr Daniel Thomas, Associate Manager, Corporate Citizenship, and Mr Aji Augustine, CSR Team, Accenture India.

Techniques, planning of training schedule for Micro Skill-preneurship Development Program(MSDP), strategies to generate business, business plan preparation, networking with the market and scouting for essential information. The entrepreneurs were also trained in soft skills along with learning the significance and various facets of hand-holding support to trainees as well as follow-up.

While the Programme Director Mrs B.R.Poornima and other faculty members engaged the participants in interactive sessions, simulation exercises and classroom interactions, professionals from Accenture shared information about Digital Technology and its use.

30 success stories of micro-entrepreneurs in the last one year were compiled and brought out in the form of a Desk calendar. Dr Sunil Shukla, Director, released the calendar during the valediction of the programme. Mr Ravi Vishwanathan, Corporate Citizenship (CSR), National Grants Programme, Accenture India, Mr Daniel Thomas, Associate Manager, Corporate Citizenship,

Accenture India and Mr Aji Augustine, CSR Team, Accenture India also graced the occasion.

Dr. Sunil Shukla, Director, EDII mentioned that the project is aimed at creating high performance entrepreneurs who are the need of the hour, and in that sense the trainer –motivators have a very important role to play. "In addition to imparting training, the programme is instilling 'belief in self' among the participants, which is extremely important to look beyond the challenges of entrepreneurship. The trainer-motivators are the biggest change agents"

Dr. Shukla congratulated the trainers and expressed happiness over the way they were contributing to the nation's growth.

Mr. Raman Gujral, Sr. Faculty- EDII and Project Director, said that the programmes were aimed at equipping the participating trainers with the right kind of knowledge, skills and attitude to bring about a perceptible change in the rise of the trend of entrepreneurship in the country.



EDII is happy to introduce and felicitate these entrepreneurs under the project

About 5 successful micro-entrepreneurs [Mrs Suma running her enterprise in Solar Lamp assembly from Tandavapura, Mysore, Karnataka; Mrs Sathya and Mrs Ponselvi in millet based chocolates and food products from Coimbatore, Mrs Muthulakshmi in paper bag making from Sivakasi, Tamilnadu and Mrs Sreekumari in Banana fibre products from Nagercoil, Tamilnadu] who had featured in the Table top desk calendar were felicitated at the Valediction ceremony.

Social entrepreneurs who make us proud....

Mrs. Shaila Gurudutt manufactures edible cutlery using millets, Mr Karthik manufactures toothpick using neem coated with mint and supplies over 25 different products including toothpick and areca plates to Big Basket and Metro Cash & Carry, Prof. Saji Varghese manufactures straw from coconut leaves, Mrs. Shobha manufactures herbal hair dye and Mr Mahesh dries flowers used in the temples and uses as raw material for incense sticks making and the waste as vermin-compost.

A Glimpse into the Israeli Business Ecosystem...

EDII Faculty Members Participate in Insightful Training Programmes at Israel

Innovation creates valuable ideas and entrepreneurship capitalizes on those ideas and gives them life. The combination of these two elements produces new businesses or business initiatives that advance industries, disrupt markets and spur economic growth. Israel has the proven capacity to turn ideas into innovative products and services. It was within this framework that the "International Course on Innovative Entrepreneurship – from an Idea to Starting a Business" was conducted.

Sponsored by EDII and Ministry of Foreign Affairs, Israel, the workshop was conducted from October 28, 2018 to November 16, 2018 with MASHAV (Israel's Agency for

International Development Co-operation) as the implementing agency. The Institute deputed Mr. Saji Kumar for this workshop, which had 28 other participants from 23 different countries.

The inputs focussed on tools and resources that promote the creation and expansion of business through the management of innovation processes and environments. This was supplemented by broad exchange of experiences, class room teaching by experts, in depth analysis and simulation games. Field visits comprised a major part of the training.



Dr. Saji Kumar, Faculty, EDII with the participants at Israel



“ Israel established an ideal ecosystem for innovation and start-ups in just 14 years. We learnt a great deal of business skills from them. It is important to have the right kind of process, strong and reliable linkages between various government and private institutions to create a fertile for businesses to prosper. I am thankful that my Institution deputed me for this training. ”

- Dr. Saji Kumar, Faculty, EDII

Mr. Mayank Patel, CEO CrAdLE, also attended an International training program on "Developing an Entrepreneurial Ecosystem for Start-ups" from 18th November to 2nd December at Israel. The programme focused on developing entrepreneurial ecosystem for startups, incubators, accelerators and communities. Mr. Patel had panel discussions with several start-up founders and UNDP delegation at SigmaLabs and Network – an organization promoting collaborations within startup ecosystem in Tel Aviv. He also visited various incubation centres like :

- Technion – the Israel Institute of Technology, its technology transfer and incubation centre
- Startup incubators – Terra Labs, Sigma Labs, Jerusalem Venture Partners' Media Quarter, Viola Ventures, Tel Aviv Municipality Office and Incubator, and Takwin Labs.



Mr. Mayank Patel, CEO, CrAdLE, seen with the participants at the International Training Programme (Israel)



“A conducive environment wherein the incubators, accelerators and institutions work in tandem is essential for people to develop confidence to take risks and establish a start-up of their own. Israel is a perfect example of this

- Mr. Mayank Patel, CEO, CrAdLE”

contd from page 16... Biotechnopreneurs... A Few Notches Up!

Participants Opine...



It was only when I enrolled and participated in this Biotechnopreneur programme at EDII that I began to discover skills and interests I hadn't really expected to find in myself. From quite early on, I noticed and instinctive pull towards the business side of the whole biotechnology sector and it has helped me turn into a bio-entrepreneur."

Ms. Heta Pandit (Batch 2012-13)
BioLife Inc.



"Excellent programme, emphasizes on innovative and scientific approach which helps build and nurture entrepreneurs in Life Science field."

Mr. Punit Popat (Batch 2011-12)
Shubham Life Science Pvt Ltd.

Start-up Village Entrepreneurship Programme

– Providing an Impetus to Nation's Well-being

Development of countries requires concerted efforts from governing people and organizations. Development of rural areas, in particular, is extremely important, as that is the heart line of India. Rural areas have always drawn attention when it comes to development programmes and their implementation. However, of late there are a number of rural development programmes initiated by the Govt. of India to improve the standard of living of the rural community. With an aim to create sustainable self-employment opportunities for youths residing in rural areas, the government announced 4-year (January 2016-March 2020) Start-up Village Entrepreneurship Programme.

The programme was announced during the budget speech of 2015 where EDII was selected as the National Resource Organization (NRO). As an NRO, under the Ministry of Rural Development (MoRD), Govt. of India EDII has been entrusted with the responsibility of both implementing the program in pilot blocks of select states with State Rural Livelihood Mission (SRLM) and also provide support to state missions to further monitor SVEP intervention in the state. EDII launched the Start-up Village Entrepreneurship Programme (SVEP) in 11 states viz., Chhatisgarh, Gujarat, Haryana, J&K, Jharkhand, Madhya Pradesh, Odisha, Telangana, Uttar Pradesh, West Bengal and Punjab covering 42 blocks spread across these states. In addition to these, proposals for 15

additional blocks have been approved by MoRD. EDII shall be implementing SVEP in these 15 blocks spread across, Madhya Pradesh (2), Uttrakhand (2), Uttar Pradesh (6), West Bengal (2) and Assam (3).

The basic ground work related to implementation i.e., setting up of Block Resource centre (BRC), establishing connections with financial institutions to seek their guidance in the business plan appraisal process, creation of robust growth plan, performance monitoring of the already supported existing enterprises were consolidated in the first quarter. Now the major emphasis was on improving the quality of the implementation processes by developing training modules and administrating it on the concerned stakeholders. Further the focus was on the business plan getting acknowledged by various financial institutions and seeks support in establishment of the enterprises.



Cluster level federation meeting in Nighasan Kheri (SVEP block), Uttarpradesh

Initially, the funding for the entrepreneurs was mainly through the Community Enterprise Fund [CEF] available under the project. But during the second quarter subsequent efforts were put in to link some of the entrepreneurs with the banks, as a result 236 enterprises have received loan of ₹ 71.70 Lakhs from various financial organizations across the nation. Periodic meetings with bankers at block, district and state level and in some blocks engaging the local bankers into the BRC decision making process has resulted in local bankers being aware of the SVEP. Their readiness to finance the eligible entrepreneurs is a big sign of hope.



Sector wise distribution of 13445 enterprises supported, and average investment size across sectors :

Sector	% share of total enterprises	Average: Own contribution (In ₹)	Average: SVEP loan (in ₹)	Average: project size (in ₹)
Manufacturing	8%	14995	32201	47196
Trading	57%	13580	26694	40274
Service	35%	16266	29454	45720

A total of 13445 Business plans have been approved by Block Resource Centre Committee for establishing enterprises across the nation. An amount of ₹ 37.78 Cr has been disbursed so far. The repayment rate on an average across 28 blocks is approximately 95%.

In order to carry out the colossal task, currently a total of 542 (236 Female and 306 male) community resource persons have been suitably trained under the programme. The attrition rate, to some extent has come down; however, selecting and training new CRP-EP involves considerable effort and also slows down the progress.

The integrated approach of the programme does take into consideration IT based software (GIS enabled) for various benchmarks viz.; preparation of detailed project report, establishment of performance monitoring system to track the status of enterprises being supported, management information system for monitoring the progress in various categories of enterprises, performance monitoring of community cadre created for enterprise promotion etc. SVEP software training to CRP-EPs is being carried out in all the blocks. On the other hand uploading of historic data in SVEP

software and its analyses has been initiated for all the 28 blocks.

The data which is being uploaded includes information pertaining to detail of the CRP-EP, entrepreneurs and enterprises, and this will eventually get synced with the new data which will be collected through mobile application. This software will generate performance based reports on various benchmarks, and will help in understanding the performance of an enterprise and its related activities.

Presently, SVEP is being implemented in 42 blocks spread across 11 states. Some of the states have proposed additional blocks which have been approved by the Ministry of Rural Development. Attempts were also made to formally register the SVEP entrepreneurs under "Udyogh Adhar" so that they can avail other benefits by being a formally registered enterprise, particularly in terms of credit linkages and ease in licensing, getting applicable concessions/subsidy etc. 913 entrepreneurs have so far been covered under Udyogh Adhar till now and gradually more entrepreneurs are coming in.

Category wise distribution of enterprises supported :

Caste	Female Entrepreneur	Male Entrepreneurs
General	914	1059
OBC	2952	2283
SC	1140	1013
ST	2768	1189
Minority	258	184
Total	8032	5728

15 New Additional Blocks added under SVEP:

- Madhya Pradesh (2 blocks)
- Uttarakhand (2 blocks)
- Uttar Pradesh (6 blocks)
- West Bengal (2 blocks)
- Assam (3 blocks)



“ Efforts under SVEP are directed towards empowering rural youth, particularly women, SC/ST & the economically disadvantaged to set up their enterprises. Local cadre of resource persons and community leaders have been trained to extend the much needed support and mentorship to these potential village entrepreneurs. ”

- Rajesh Gupta,

Associate Lead & In charge SVEP, NRO - EDII

ACHIEVEMENTS :

Coverage :

- No. of States Covered: 11
- No. of Blocks Covered: 42

Capacity Building &/Enterprise Promotion :

- Trained Entrepreneurs & Community Resource Persons: 542 (236 females + 306 males)

Enterprises Promoted :

- Women Entrepreneurs: 8032
- SC Entrepreneurs: 2153
- ST Entrepreneurs: 3957
- OBC Entrepreneurs: 5235

Bank Linkages :

- Enterprises Linked with Banks: 236

CASE STUDIES UNDER SVEP

He goes the entrepreneurial way with his mineral water plant

Mr. Bikash Burman are one of those aspiring village entrepreneurs who are trying to mark their presence through their small scale start-ups. From earning a mere Rs. 2500-3500 a month as a water delivery boy to owning his own mineral water bottling plant – 'Amritasya Putra', he has come a long way. After



attending a training programme on entrepreneurship development from CRP-EP on business basics, marketing and book-keeping, he received a support of Rs. 70000 from SVEP project to set up his own mineral water plant. Today, he earns about Rs. 8000 per month and employed 4 delivery person. He aims to increase his productivity and expand his customer base for which he approached SVEP resource person to apply for bank loan.

CASE STUDIES UNDER SVEP

Perseverance turns him into an Award Winning Entrepreneur

It all began during one of the SHG meetings in Pathar Pratima block, wherein an SHG member Smt. Aparna Das came to know about SVEP and suggested this to her husband, Utpal Das, who was a daily wager. Utpal decided to give it a go and was subsequently trained and mentored in micro enterprise management. During the programme he underwent requisite skill development. SVEP then provided him with handholding support towards setting up a Common Service Centre [CSC] in 2017 with total investment of INR 1 Lac (that included INR 50 thousand as SVEP CEF Support and INR 50 thousand as his own investment). Utpal then set up his own enterprise - 'Utpal E-Governances' that provides all kinds of E-services under the Digital India / E-Governance program to the local community.

With continuous support and guidance of Mr. Gautam Majumdar, Asso. Faculty-EDII & State Anchor of West

Bengal, Utpal Das established himself as a successful entrepreneur. Mr. Majumdar helped him raise funds and set up meetings with various financial organizations. Utpal E-Governances was successful enough to generate an annual revenue of INR 96000 in 2017 and INR 180000 in 2018 along with providing employment to two local youth and services to 1500 customers annually.

For his start-up, Mr. Utpal Das was awarded the National Entrepreneurship Award 2018 under 1 Lac Investment & A1 category. This award has been instituted by the Ministry of Skill Development and Entrepreneurship. The award was presented on 4th January 2019 in New Delhi in the presence of Hon'ble Shri Suresh Prabhu, Minister of Commerce and Industry, Govt. of India and Hon'ble Shri Dharmendra Pradhan, Rajya Sabha Member, Minister of Petroleum & Natural Gas and Skill Development & Entrepreneurship.



(From L to R) Mr. Anant Kumar Hegde, the current Union Minister of State for Skill Development and Entrepreneurship and Hon'ble Shri Suresh Prabhu, Minister of Commerce and Industry, Govt. of India felicitating Mr. Utpal Das with the award.

Clusters Make Way for Bigger Achievements....



Focussed Group Discussion with weavers in the presence of senior govt. official

Handloom and handicrafts have given India its identity. They have played a vital role in the economic development of most Indian states. The country has earned the reputation of being the most sought after destination for handloom and handicrafts. And, needless to add, for a long time, India was blessed with trained manpower and requisite resources

to justify its forward looking approach in the sector. Since long Tripura has been a haven of Handloom weaving. Women in the rural households of Tripura prefer to weave their own 'Risa' and 'Rignai' which are part of their traditional dress. Other handloom products which are woven include Lungi, Sari, Chaddar, and Scarves. The motifs are unique and give an indication about the tribe that has woven it - Chakma, Kuki, Lussai or Reang. The characterising feature of Tripura handlooms is vertical and horizontal stripes with scattered embroidery in different colours. The State's handloom industry is concentrated in a number of places in the rural areas.

The **Loin Loom** is used for weaving. These age-old looms are simple, cheap and easy to operate. They have no permanent fixtures or heavy frames and are easily portable. Popular handloom items which are being woven include the lysemphee (a quilt like weave in which the cloth is blended with cloth during weaving), scarves, bedspreads, cotton saris and shoulder bags. Tablemats, cushion covers and canvas for holding chairs are also now made from woven tribal fabrics. The handloom industry plays a vital role in the economy of Tripura and provides a secondary means of employment and income to indigenous cultivators.

Some of the problems encountered by the sector are underdeveloped marketing linkages, profit of weavers getting shared by middlemen, low production capacity, lack of exposure etc. For reviving the sector, Directorate of Handloom, Handicrafts & Sericulture (DHHS), Govt. of Tripura has entrusted EDII to undertake a need assessment study for finding out the gaps and suggesting an action plan for augmenting the market linkages of the cluster.

Diagnostic Study of Khumpui Traditional Dress Making Cluster of Khumpui Burui Bodol, Kamalghat, Wwest Tripura under Scheme of Fund for Regeneration of Traditional Industries sponsored by DC MSME:

The Khumpui Traditional Dress Making Cluster is located at Khowai Development Block of Khowai District of Tripura. The cluster is situated nearly at a distance of 40 km from state capital, Agartala. The cluster covers an area of 15 km with six different villages. Traditional dress making is an inherent household activity of the people of rural Tripura. Traditionally, the female members of the households are engaged with weaving for their self-subsistence. The weaving activity of Tripura can be traced back to the 17th century.



A tribal woman weaving in a self-made Loin Loom.



An example of Pachra' & 'Rignai' (Traditional Garment Set) woven by the weavers of the cluster.

The traditional dress making cluster is a naturally developed cluster without any dedicated efforts, where weavers have confined themselves in weaving in isolation, serving only the local demand.

Khadi & Village Industries Commission (KVIC), Govt. of India has entrusted EDII as Technical Agency to prepare Diagnostic Study Report (DSR) and Detailed Project Report (DPR) for the cluster. The Institute is studying the inhibiting factors and deriving ways and means of making this craft enter mainstream. Networks, methodologies, exports and related aspects are being probed comprehensively.

Entrepreneurship Immersion Programme: Fuelling Young Minds!



Students of Unitedworld School of Business with EDII faculty members for the Entrepreneurship Immersion Programme at the Institute.

The Entrepreneurship Immersion Programme is a three-day workshop that has been specially designed to provide aspiring student entrepreneurs with the opportunity to study a course on entrepreneurship while undergoing an internship in a start-up, providing practical and experiential learning on how to become an entrepreneur. Students from two of the well known schools of Ahmedabad – Unitedworld School of Business and Shanti Business School participated in this programme during 21-23rd November, 2018 and 28-30 November, 2018 respectively.

The prime objective of this 3-day programme was to familiarize the students with different aspects of entrepreneurship and sensitize them towards opting for entrepreneurship as a career. The programme covered basic concepts of entrepreneurship and entrepreneurial mind-set, business opportunity identification process, start-up ecosystem and business simulations. Special

sessions were conducted for students on Design Thinking and Business Model Canvas that would further enable them to come up with innovative start-up ideas. As a part of the exercise, the students were also told to present the Business Model Canvas to a panel of experts for feedback and inputs to improve upon. The panellists consisted of some of the successful start-up founders like:

- Sumitabh Kumar Tiwari: Founder, HybREd ENERGY Solution Pvt. Ltd.
- Dharmesh Gohil: Founder & CEO, Graphision Pvt. Ltd
- Nikunj Thakkar: Founder & CEO, DataOne Innovation Labs
- Abhishek Rathi: Co-founder at schemopedia
- Tusshar Agarwal: Co-founder, Digi Elephant

The programme was attended by a total of 83 students from Unitedworld School of Business and 50 students from Shanti Business School. The students benefitted immensely from the programme offerings and panel discussions and most of the students showed interest in setting up their own ventures.

EDII: BUILDING ECOSYSTEM FOR STUDENT STARTUPS

PG Corner



Seminar on 'Convert your dreams into reality- by using the power of subconscious mind', conducted by Dr. Jeetendra Adhia, MD, Mind Training Institute.

Alumni of PGDM-BE during their experience sharing on entrepreneurial journey with the current batch students



Entrepreneurship Development Institute of India Ahmedabad
offers

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- Develops family business successors as enterprising and knowledgeable owners of the business of their predecessors.
- Builds skills to set up social enterprises.

Eligibility : Graduation in any discipline with 50% marks with valid MAT, CAT*, XAT, ATMA and CMAT scores

Entrepreneurial Aptitude Test and Personal Interview is held in select cities across the country.

• Milestone based learning • Incubation support • Outcome based learning • Fusion of business & technology

PGDM-BE-2019-21

EDII: BUILDING ECOSYSTEM FOR STUDENT STARTUPS

PG Corner**Think Big... Think Creative. Be Innovative**

With minimal risk and numerous resources, student entrepreneurship is on the rise all over the country. Hence, to encourage these start-ups and aspiring entrepreneurs in the making, EDII offers all sorts of facilities from ideation to R&D and prototyping support to its students. Let's see how some of the students of EDII's two-year, AICTE - approved Post Graduate Programme in Management - Business Entrepreneurship, have made us proud.

Making a Mark in the Development Sector...

Founded in the year 2015, Uttam Trasadiya, a PGDM-BE student owns an NGO named Kalrav that mainly works in 4 areas namely:

a. Kalrav Education Campaign Members of Kalrav volunteer to visit slum areas and orphan houses and provide free tuition to orphans and poor children.

b. Kalrav Medical Campaign

Kalrav frequently collaborates with hospitals of Gujarat to provide free medical treatment to thousands of aged people residing in old age homes.

c. Kalrav Blood Bridge

The NGO also bridges a gap between the blood donors and recipients at the time of emergency. Around 100000+ donors are currently registered with Kalrav

d. Kalrav Youth Awareness Campaign

The NGO also organizes motivational seminars and workshops like Swacchta Abhiyaan thereby helping the society.

As of now, Kalrav NGO has 50+ branches and 5000+ members who are currently associated with it. Uttam Trasadiya aims to expand the NGO's reach even more so that he could convey a positive message of unity, humanity and make India incredible.

Uttam Trasadiya
(PGDM-BE batch 2018-20)



EDII: BUILDING ECOSYSTEM FOR STUDENT STARTUPS

PG Corner

iParko Parking Solutions

Founded by PGDM-BE student, iParko is a smart application that provides parking spaces on the go wherein the user can book the parking spaces online. The start-up has done its POC in Chennai wherein they have booked 200 spots under iParko. Currently, the founders are in talks with the Surat Government and have pitched iParko as a part of the Smart City Project.

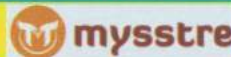
Shreekesh Pillai
PGDM-BE batch 2017-19)



Mysstre

Mysstre provides pollution mask that uses nano-fibres for air filtration. These nano-fibres obtained from polymers offer high porosity and amazing breathability with excellent properties that trap dust and other allergens. Nikita Dattani, single handedly runs this start-up which has already started selling products online.

Nikita Dattani
(PGDM-BE batch 2017-19)



KYS Scientific Pvt. Ltd.

Know Your Sky Scientific is founded by Advait Raval which primarily focuses on designing light weight portable telescope that offers high level accuracy and focus on celestial bodies. They conducted a science workshop, 'Astromela 2019' and were appreciated by the scientists of Indian Space Research Organization (ISRO) and Physical Research Laboratory for their commendable work.

Advait Raval
(PGDM-BE batch 2017-19)



Bio-gas Plant

Shravan Raghavan, a final year PG student have developed a Bio-gas plant that uses old flowers, leaves and rotten fruits and vegetables to produce bio-gas instead of completely relying on cow dung as the only ingredient.

Shravan Raghavan
(PGDM-BE batch 2017-19)





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Catalyzed and Supported by
HSTEDB Division, DST, New Delhi

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National Science and Technology
Entrepreneurship Development Board,
DST, Govt. of India

A Technology Business Incubator

India is undoubtedly one of the most preferred markets for investors given its growth potential. According to the 'State of the Indian Startup Ecosystem' report by Inc 42, India currently is the third highest in the world after the USA and China, in terms of number of Start-ups. Since Indian entrepreneurs and investors are leading the race, fund infusions and a considerable rise in the trust of the investors on Indian start-ups has increased. With the last quarter of the year

coming to an end, CrAdLE (Centre for Advancing and Launching Enterprises) have witnessed some of the great start-ups making their marks in 2018 and have set up certain milestones as an incubation centre.

Times Network – Leaders of Tomorrow

Held on October 5, 2018, Times Network – Leaders of Tomorrow Panel discussed Ahmedabad's



Mr. Mayank Patel, CEO-CrAdLE, EDII (extreme L), presenting the ASSOCHAM Knowledge Paper during the event



Mr. Mayank Patel, CEO-CrAdLE, EDII at Times Network - Leaders of Tomorrow conference with other speakers

evolving investment climate, opportunities for growth in family owned & operated SMEs segment and the city's start-up ecosystem. Mr. Mayank Patel, CEO-CrAdLE, was one of the panel members to discuss these topics in the conference.

CrAdLE Startup wins an Award

One of the start-ups Arzookids' Founder Kajal Gohil, who recently got incubated at CrAdLE received a Women Entrepreneur emPower Award by Zone Startups as a part of the top 15 Start-ups of the emPower 2018 Tech Track.

"CrAdLE has incubated 30 start-ups since its incubation and intends to take about 10 start-ups annually and prepare 50 successful ventures in the next 5 years."

**- Mr. Mayank Patel,
CEO, CrAdLE**

Science and Technology Entrepreneurship Park

CrAdLE recently organized exposure visit of Science & Technology Entrepreneurship Parks (STEPs) for delegates from Khartoum state, Sudan. The visit took place from December 3 to December 6, 2018 with an objective of the delegation's visit to understand working models and best practices of the STEP in India. Delegates also visited STPI – Hyderabad, Tidel Park – Chennai, and Techno Park – Thiruvananthapuram.

ASSOCHAM: Entrepreneurs & Startup Summit

Mr. Mayank Patel, CEO-CrAdLE, EDII was invited as one of the panel members at ASSOCHAM: Entrepreneurs & Startup Summit 2018 in Pune on December 14, 2018, wherein he also presented the ASSOCHAM Knowledge Paper for Maharashtra region.

FutureTech Meetup 2018

TiE Ahmedabad invited Mr. Mayank Patel, CEO-CrAdLE, EDII, as a speaker at the FutureTech Meetup 2018. The meet-up witnessed various discussions on topics like IoT, Fog Computing, Blockchain, Robotics, Drones and Artificial Intelligence. The discussion was primarily on their current trends and impact of these on jobs, skills and humanity as a whole in near future.

EDII Announces

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