

EDI Programme Package

2003-2004



**Entrepreneurship
Development
Institute of India**
Ahmedabad, Gujarat



The Convocation ceremony of the Institute's Post Graduate Diploma in Business Entrepreneurship and Management and Post-Graduate Diploma in Management of NGOs was organised on 24th August, 2002. The Chief Guest for the function was Shri Brijmohan Lall Munjal, Chairman, Hero Honda Motors Ltd. Seen on the dais are (R-L) Dr Y.K. Alagh, Vice Chairman & Professor Emeritus, Sardar Patel Institute of Economic & Social Research, Shri Brijmohan Lall Munjal, Shri P.P. Vora, Chairman, IDBI and President, EDI and Dr. V.G. Patel, Former Vice President and Director, EDI.

Inset: Shri Munjal delivering the Convocation Address.

Inset : Shri Munjal presenting the Bharti Student of the Year Award to Hareesh B.S. of PGDMN Programme



A high level Ugandan Investment and Trade Delegation led by the Minister of State, General Duties, Ministry of Finance, Planning and Economic Development, Uganda visited the Institute on November 20, 2003. The objectives of their visit were to strengthen friendship with India, invite Indian entrepreneurs to Uganda and explore possibilities of EDI's support in setting up an EDI-like institute in Uganda.

Seen in the picture is the Ugandan Delegation interacting with Former EDI Vice-President & Director, Dr. V.G. Patel (1st in left row) and EDI Faculty Members. Also seen is Mr. Mwesigwa Rukutana (1st in right row), Minister of State, General Duties, Ministry of Finance, Planning and Economic Development, Uganda.

Inset: Mr. Rukutana presenting a memento to Dr. V.G. Patel.



EDI-European Union Project for Economic Regeneration of Kachchh and Saurashtra (EDI-EU PERKS) was launched at EDI Campus on 6th May, 2002 by Mr. Rajiv Mehta, Adviser (Development), EU Delegation of European Commission in India. The project aims at economic rehabilitation of earthquake affected areas of Kachchh and Saurashtra.

Seen during the inaugural function are (R-L) Mr. Bipin Shah, Sr. Faculty & EDI-EU Project Director, Mr. Rajiv Mehta, Adviser (Development), EU Delegation of European Commission in India, Dr. V.G. Patel, Former Vice President & Director, EDI & Dr. KVSM Krishna, Sr. Faculty & EDI-EU Project Director.

Inset : Mr. Rajiv Mehta launching the EDI-EU PERKS.



EDI and its Mission

2003-2004

THE INSTITUTE

Entrepreneurship Development Institute of India (EDI), an autonomous and not-for-profit Institute, set up in 1983, is promoted by apex financial institutions - the IDBI, IFCI Ltd., ICICI Ltd. and SBI. The Government of Gujarat pledged twenty-three acres of land on which stands the majestic and sprawling EDI campus.

EDI's pioneering activities in entrepreneurship development training have established that people from all walks of life can become business owners. Through well-conceived training interventions and capacity building activities, EDI has equipped thousands of people with entrepreneurial skills. To pursue its mission further, EDI has helped set up twelve state-level exclusive entrepreneurship development centers and institutes.

EDI has been spearheading entrepreneurship movement throughout the nation with a belief that entrepreneurs need not necessarily be born, but can be developed through well conceived and well directed activities. This, in turn, led to the emergence of several training programmes, workshops and research projects under strategic thrust areas, thereby advancing the frontiers of theories and practices of entrepreneurship and effectively contributing to the nation's economic vitality.

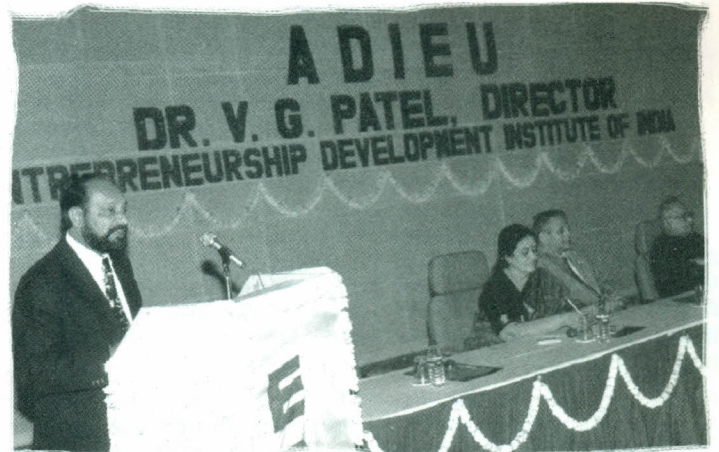
Realising that such a gigantic task can only be accomplished with a collaborative effort, EDI has established linkages with a nationwide network of organisations and institutions committed to entrepreneurship development. Even though much has been realised, far more remains to be done and EDI continues with its mission of augmenting manifold the nation's aggregate capacity to develop its entrepreneurial potential.



Vice President & Director, EDI, Dr. V.G. Patel (3rd from L) laid down his office on 28th February, 2003. On his Farewell Function, Dr. Patel is seen with (4th from R) Shri P.P. Vora, Chairman-IDBI & President-EDI and other EDI Governing Body Members.



Shri P.P. Vora, Chairman-IDBI & President-EDI, presenting memento to Dr. V.G. Patel.



Dr. Dinesh Awasthi took over as the Director of the Institute with effect from 1st March, 2003. Seen here is Dr. Awasthi addressing the gathering during the farewell function of Dr. V.G. Patel.



Planning for the year 2003-2004

The model of Entrepreneurship Development Programme pioneered in Gujarat in 1969-70 had more skeptics than believers. It was my predecessor, Dr. V. G. Patel's persistent efforts and far sighted vision that rendered it the status of a national movement. Under Dr. Patel's leadership the Institute has earned several accolades and national and international recognition. As the Director of the Institute, I now shoulder the responsibility of carrying further the mission and the vision of the Institute.

One of the rich traditions laid by Dr. Patel relates to the process of our annual plan formulation exercise. All the faculty members participate and develop an agenda for themselves, which takes into account the priorities of the support/funding agencies. The Governing Board of the Institute finally, approves it. Thus, it is not just an agenda for the Institute but it is a shared vision of the stakeholders. The planning exercise also provides us a valuable opportunity for scanning the environment for entrepreneurship in the country and identifying emerging needs at national and international level, every year. A SWOT analysis of the Institute during such meetings also helps us take stock of our performance and lessons learnt.

Successful companies, besides retaining/upgrading technological and organizational capabilities, craft the strategies of continuous innovation and improvisation at all levels, to remain globally competitive. This calls for fundamental competencies on the part of the entrepreneur. In this direction, entrepreneurship education and training will continue to remain important. It will ensure that entrepreneurial knowledge becomes the hallmarks of organizational dynamism. This year, it would be our agenda to introduce entrepreneurship courses in a few selected colleges and universities. Efforts in this direction, therefore, will remain our priority this year as well.

Two years back, the killer earthquake having disrupted lives of thousands in Gujarat, especially in Kachchh and Saurashtra, EDI is working towards bringing about economic rehabilitation by implementing projects on income and employment generation. EDI's focus is on accelerating the process of New Enterprise Creation and Growth by entrepreneurship training and development.

Opportunities for entrepreneurship development have also arisen in the three newly created states of Chattisgarh, Uttaranchal and Jharkhand. Since these states have yet to set up entrepreneurship institutions, EDI aims at building local capabilities and also carry out ED related activities to continue the momentum of entrepreneurship development in these states as well.

The Institute's Micro Enterprise and Micro Finance Development (ME & MFD) thrust area has spread its wings to the farthest frontiers of the sub-continent. Efforts continue to be directed towards creating sustainable livelihood options in rural and semi-urban areas through Micro-Enterprise Development Interventions. The Institute aims at institutionalizing the Rural Entrepreneurship Development model nationally and internationally. Besides, we will continue to play our role in capacity building of Micro Finance Institutions.

Further, with a view to improving the competitiveness of our entrepreneurs in the global market, Growth Programmes and Performance Improvement Programmes are on the way. These programmes will help trigger competitiveness and a process of sustained development. Working for SME Clusters has also yielded

(Continued on Page 5)

A Glimpse into Achievements : 2002-2003

Trend-Setting Strides in Entrepreneurship Education

The 4th Convocation of the Institute's Post Graduate Programmes was held on August 24, 2002. The aura of the sombre moment was enhanced by the presence of the Chief Guest, Shri Brijmohan Lall Munjal, Chairman, Hero Honda Motors Ltd. 24 students in New Enterprise Creation, 20 in Family Business Management and 28 in Management of NGOs were awarded certificates. With this, 72 more students were oriented towards indelible accomplishments in Entrepreneurship.

Realising the importance of Entrepreneurship Education in tapping the latent entrepreneurial potential of people and grooming them to become entrepreneurs, EDI conducted an Entrepreneurship Development Programme (EDP) for the youths of Kachchh and Rajkot, the earthquake affected districts of Gujarat. Sponsored by Gujarat Tea Processors and Packers Ltd., popularly known as Wagh Bakri, the programme was an outcome of a research conducted by EDI in Kachchh & Rajkot on viable business opportunities and the possibilities of setting up ventures in these areas. The course ensured that all students identified viable business opportunities and set up their own ventures.

Believing that the disseminators of knowledge should be able to impart learnings in a way that the students get enough motivation and knowledge to set up own ventures, EDI conducted two Faculty Development Programmes.

A) An International Faculty Development Programme sponsored by Indian Technical and Economic Co-operation (ITEC), Ministry of External Affairs, Govt. of India, was organised during September 23 - November 1, 2002. Participants from countries such as; Columbia, Phillipines, Bolivia, Sudan and Bhutan were exposed to the comprehensive entrepreneurship development process and were equipped with skills to co-ordinate/organise ED related activities, more efficiently.

B) The National Faculty Development Programme, sponsored by National Science & Technology Entrepreneurship Development Board (NSTEDB), Department of Science & Technology, Government of India was attended by 16 participants. The participants not just acquired knowledge on effective conduction of an entrepreneurship programme but also gained insights into guiding and counselling students.

Continuing with its mission of inculcating the spirit of entrepreneurship in youths and thus increasing the supply of entrepreneurs in the society, EDI formally saw the setting up of the Bharti Centre for Entrepreneurial Initiatives. The Centre also announced the activities for the year 2002-03

- Bharti Entrepreneur of the Year Award to an EDP trained successful entrepreneur
- Archives on Achievers
- Fellowships to two students of PGDBEM
- Bharti Student of the Year Award which was presented to Hareesh B.S. (student of PGDMN) for the year 2002-03. The award comprised cash (Rs. 50,000) and a trophy.



Micro Finance and Micro Enterprise Development Initiatives take Mega Leaps.

In order to fight most socio-economic ills in the society by creating an entrepreneurial milieu, EDI implemented the Department of Science & Technology, Govt. of India, sponsored Science & Technology Entrepreneurship Development (STED) Project in the newly formed districts of Pithoragarh, Bageshwar, Moradabad and Hazaribagh in Uttranchal, Uttar Pradesh and Bihar.

A) STED Project at Pithoragarh facilitated establishment of 16 technology based enterprises. It is heartening that the STED unit at Pithoragarh has been officially declared as Technical Resource Centre for assisting PMRY applicants in opportunity identification, developing business plans, making financial projections and extending assistance in enterprise establishment.

B) STED Project at Bageshwar facilitated establishment of 12 technology based enterprises. A Technology Demonstration Programme was also conducted on 'Organic Farming'.

C) STED Project at Moradabad organised 3 Entrepreneurship Awareness Camps, thus training a total of 100 potential entrepreneurs. Further, over 300 rural youth benefitted from six Technology Demonstration Programmes on 'Candle Manufacturing'. In order to benefit women in particular, a 3-month programme on stitching was also organised.

D) STED Project at Hazaribaug launched programmes on Sanitation, in association with UNICEF.

As a part of UNICEF sponsored project, the Institute carried out a Base-line Survey-cum-Potential Study of Sanitation in Hazaribaug and Ranchi districts of Jharkhand covering over 3500 households, 2200 masons and 750 sanitary marts. The result was conduction of a 4-day training programme for 20 masons from Hazaribaug.

EDI opened up new vistas of opportunities by entering into an altogether new market segment, that is, promotion of Agri-Clinics and Agri-Business Centres. 26 Agri-graduates were trained to become counsellors who could set up their own Agri-Business Clinics and offer solutions to grassroots problems in the field.

A 3-month Certificate Course to develop Rural Business Development Service Providers was also organised for 21 professionals from 12 states. These professionals were trained to function as grassroots consultants offering business development services to small and micro entrepreneurs.

Existing Entrepreneurs Open New Vistas

Against the backdrop that presence of entrepreneurial attributes in the promoter of an organisation helps overcome inefficiencies and risks, EDI conducted the 14th Programme on Succession Planning for Entrepreneurial Continuity during September 30 - October 11, 2002. 8 participants from places

like Hyderabad, Bangalore, Pune, Bombay and Ahmedabad attended the programme. The programme aimed at preparing nominees of family businesses in such a way that they acquired entrepreneurial and managerial skills.

Realising that clusters play a pivotal role in promoting economic growth of a country, EDI has been undertaking cluster development through training and network development. A training programme for creating a cadre of Cluster Development Agents was organised thus taking the number of trained professionals to 84.

The project on Brass-parts Cluster at Jamnagar, sponsored by the Industries Commissionerate, GoG, made significant progress. 700 units have already benefitted from various interventions as against 1500 enterprises which have to be targetted for technology upgradation in a span of one-year. The Institute also launched another intervention to strengthen the Diesel Engine Cluster at Rajkot. The project is supported by the ICICI Bank and has completed a diagnostic study by interviewing 87 respondents. Certain major issues facing the cluster have come to the fore and the Institute plans to offer solutions by various Initiatives. The Coir Cluster in Kerala has also seen some major interventions that EDI has made in the form of cost reduction options at the enterprise level involving over 30 exporters and manufacturers. The successful Coir Board-EDI intervention will serve as a demonstration project on novel options for cost reduction, professionalism in management, value-added product and new market segment options.

Another mega achievement was on the front of training existing entrepreneurs and thus promoting economic growth, by way of organising a SIDBI sponsored export oriented Growth-cum-Counsellors' Programme for the Scientific Instruments Cluster at Ambala, during Feb 5-May 21, 2003.

Internationally Ahead

On the international front EDI has made appreciable progress and has institutionalized entrepreneurship development related activities in Saudi Arabia by setting up the Saudi Entrepreneurship Development Institute.

The EDI-EU Project for Economic Regeneration of Kachchh and Saurashtra - This mega project took some significant leaps and also created landmarks. 16 EDPs and 12 REDPs have been launched thus covering 738 trainees. In addition, 8 Group Enterprise Development Programmes have been implemented in the first phase (viz. Group Formation, Activity Identification and Technical Training), Under the Industrial Rehabilitation Programme (IRP), a total of 81 SMEs have been identified - 31 in Kachchh; 6 in Jamnagar; 11 in Surendranagar, 30 in Rajkot and 3 at other locations. Besides, with a view to exploring the possibility of bringing about synergies among various projects organised under the Post Earthquake Rehabilitation Project of EU-Gujarat, an initiative was taken to organise two stakeholders' workshops at EDI and Bhuj. The interactions led to identification of several areas of collaboration.

The project has unfolded various results in terms of establishment of

new ventures and creation of employment opportunities. The are covered under the project as on their way to graduating to a level where Faculty Profile competitive advantages can be built across several industry sectors.



Dinesh Awasthi, Ph.D. (Economics) Gujarat University
Director

An economist with extensive experience in Entrepreneurship training, teaching and research. Worked extensively on policy issues related to SMEs. Dr. Awasthi was a Professor of Strategic Management and Entrepreneurship at IIM, Lucknow. He was also a member of the Working Group on Small Scale Industries for the Ninth Five-Year Plan, Government of India. Worked with several multilateral agencies like ILO, UNIDO, UNDP, as a Consultant. He has about 45 research papers, 13 research reports, four book reviews besides four books to his credit. His areas of special interest are: policy research, evaluation studies, cluster development, small and micro-enterprise development research, micro-finance and rural banking, rural entrepreneurship and NGOs,



KVSM Krishna, Ph.D. (Economics), IIT, KGP
Sr. Faculty

Trained in Economics at the Andhra University and the Indian Institute of Technology, Kharagpur, Dr. Krishna is teaching Entrepreneurship, Economics, Family Business Management, Project Appraisal and Strategic Planning at EDI, and Economics, Value Systems, and Multinational Management at the Indian Institute of Advanced Management (IIAM). His economic research has spanned a variety of topics including Human Relations at doctoral level, Transactions Costs at IIM, Sectoral Policy Analysis, Irrigation Management and Tenancy Agreements at IRMA, Entrepreneurship and Small Business at EDI, and Turnaround Strategies and Quality Standards in Management Education at IIAM.



Rahul J. Mitra, M. A. (Psychology)
Assistant Faculty

Specialises in providing training support to development organisations in the area of entrepreneurship and micro finance development. Has field experience in training, research and project management of developmental projects. Empanelled to SIDBI Foundation for Micro Credit (SFMC) as Consultant for MFI evaluation related projects.



Manoj Mishra, PDFM, FRI, Dehradun
Associate Faculty

Specialises in the area of Rural Development. About 9 years of experience in providing support to social development, project management and co-ordination in the area of sustainable livelihood issues, Micro-enterprise Development (particularly farm and off-farm sector), Micro-finance, Social research methods and MIS for monitoring and evaluation. Is currently involved in conducting training in the field of agri-business, rural & small business consultant and providing capacity building support to NGOs for best practices in micro-finance.



B.P. Murali, PGDM IIM, Ahmedabad
Chief Faculty

Specialises in enterprise growth, small enterprise development, various aspects of industrial project development cycle, starting from investment opportunity identification to project formulation & appraisal. Involved in designing and conducting programmes for trainers, business counsellors, bankers, investment promotion professionals and existing entrepreneurs in India and abroad. Incharge of EDI-Southern Regional Office in Bangalore.



Sanjay Pal, M.Sc.(Economics), MBA (Marketing)
Assistant Faculty

Marketing experience in the corporate sector. Involved in devising strategies for marketing of rural products. Responsible for implementation of Cluster Development Methodology in the Govt. Of Gujarat sponsored brass parts cluster development project at Jamnagar.



Venkatesh Pamu, B.E., PGDM, IIM, Bangalore
Assistant Faculty

Associated with the corporate sector for about 5 years in assessing training & education needs, customised training capsule development & delivery and self-development workshops.



Mauli Patel, Ph.D. (Counselling Psychology) M.S. University
Associate Faculty

Licensed counsellor, trained in school counselling at University of Scranton, USA. Her Ph.D. topic was 'Raising Self-esteem among Adolescents through Counselling Strategies'. Presented research paper at American Counselling Association on 'Adolescents at Risk'. For the last six years engaged in counselling children, parents and teachers in Gujarat. Presently involved in teaching & counselling post-graduate students of renowned educational institutes of Ahmedabad. Specialises in enhancing self-esteem among children and adults.



J.B. Patel, B.Sc. (Chem.), B.Sc. (Tech.)
Distinguished Visiting Faculty

More than 3 decades of experience in the areas of business opportunity identification, project formulation, project appraisal, counselling and guiding the entrepreneurs. Conducted more than 10 international programmes and worked as an expert in a number of developing countries in the above fields.



Ananth S. Panth PGDMM, MDP (University of Mysore), M.Phil., Ph.D. (Economics)
Associate Faculty

Working as a Researcher in the field of development economics with specialisation in agriculture, rural development and poverty alleviation. Has extensive experience in implementation, training and research related to rural entrepreneurship development programme. Currently involved in teaching assignment for the EDI's PGDMN Course as well as implementation of EU sponsored project on economic regeneration of Kachchh and Saurashtra region.



C.R. Patnaik, PGDM
Associate Faculty

Fifteen years of experience in conducting Rural Entrepreneurship Development Programmes. Currently involved in imparting behavioural input in REDPs.



Nikhil Raval, Bachelors - Finance (Michigan State University) MBA - Strategic Management (California State University)
Associate Faculty

Worked extensively in Financial Services Industry with several Fortune 500 Companies both in private and public sector. Companies include American Express, Franklin Templeton, Charles Schwab, California Federal Bank, State of California, etc.



S.B. Sareen, Diploma in Textile Technology, D.I.M., D.I.M.O.(Hons.), D.M.M
Associate Senior Trainer

Has twenty years of experience in conducting entrepreneurship related training programmes for New Enterprise Creation, Business Counselling and Growth for Existing Entrepreneurs. Specialises in training resource persons (trainers) at national and international level.



Nabarun Sen Gupta, M.A. - TISS Mumbai
Associate Faculty

Specialises in subjects like Project and Strategic Management. His core competency is in developing training interventions and monitoring systems on Natural Resources particularly in the field of Irrigation and Forestry. He is associated with various national and international level development networks. Presently involved in teaching NGO Management Course.



Across the globe, competency based education, is found to have reoriented students towards entrepreneurship and higher-order achievements. Institutionalisation of Entrepreneurship course in formal & informal education is believed to introduce innovative changes in the perception and mindset of youth. This vision which informs introduction of entrepreneurship in the curricula of all higher educational institutions in the country has concretised itself in a spectrum of operations and activities. The one-year long term programme, Post-Graduate Diploma in Business Entrepreneurship and Management, addresses the issues concerning ideal performance standards and good management practices in a self-owned organisation. It parallelly provides a sound base of entrepreneurial competencies and philosophy.

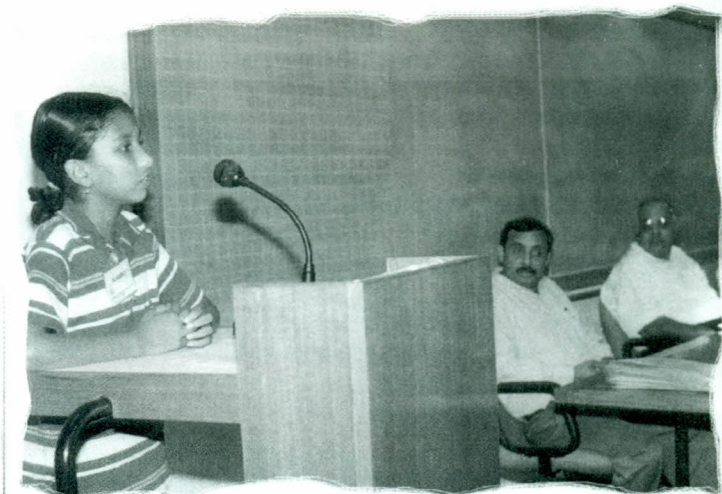
This competency-based analytical education in entrepreneurship has been developed after eliciting opinion of experts, and develops new perspectives on making entrepreneurship a career. It has also been accepted as an effective model by institutions across the country. The UGC approved curriculum on entrepreneurship, developed by EDI, is a step towards generating self-employment options.

Continuous periodic reviews of all EDI programmes not only keep the objectives in sharp purview but also lead to the emergence of several target oriented, short duration programmes. Faculty Development Programmes impart learning to the teachers so that they effectively address the new demands of entrepreneurship education and its implementation while simultaneously keeping in view the evaluation procedures to check the impact. The National Summer Camps and the Victory through Knowledge, Attitude & Self Confidence (VIKAS) workshops give our youth and children, a distinct framework for evaluating how entrepreneurial traits and characteristics lead to success.

The policy climate has also perceptibly changed with the dissemination of the findings of researches among the policy-makers, academicians and decision making authorities. Seminars and workshops are organised with this objective. This is well grounded in the Institute's vision of becoming a key Resource Centre for policy level intervention, curriculum design, teaching material and human resource development. With the institutionalisation of the Academy of Achievers, the vision of innovation and creativity of renowned corporate leaders will motivate young potential entrepreneurs to enter into business.

EDI has continually assessed various components that make the prevailing educational environment knowledge & value-oriented and has made appropriate interventions, thus ensuring proliferation of entrepreneurship in the society.

Achievements in this thrust area		
❖	One-year Post Graduate Programmes (Launched in August 1998) - Students enrolled in 5 batches	343
❖	Faculty Development Programmes (FDPs) in Entrepreneurship - Teachers trained	39 759
❖	National Summer Camps on Entrepreneurial Adventures for Youth (17-21 years) - Students participated	11 349
❖	Summer Camps for School Children(12-16 years) - Students participated	14 424
❖	National Seminar on Current Researches in Entrepreneurship - Delegates participated	5 179
❖	National Workshop on Entrepreneurship Education in Vocational Schools & Technical Institutions - Delegates participated	1 37
❖	National Workshop on Approaches to Entrepreneurship Education - Delegates participated	1 17
❖	1-Day Orientation Programmes on Entrepreneurship Organised for Gujarat Schools - Students participated	122 5400



A participant of National Summer Camp on Entrepreneurial Stimulation for School Children, expressing her views during the valedictory function



ENTREPRENEURSHIP EDUCATION

S.No.	Activity	Location	Duration/Period	Target Group	Objectives & Outcome
1.1 Educational Programmes					
1.1.1	Post Graduate Programmes : A) Post Graduate Diploma in Business Entrepreneurship & Management (PGDBEM)- 6th Batch B) Post Graduate Diploma in Management of NGOs (PGDMN) - 4th Batch	EDI Campus	Throughout the Year Sept. 2003- Aug. 2004	Graduate Students, Family Business Wards, Employees, NGO Nominees (for PGDMN)	To train and motivate students to set up their own enterprises, manage family business effectively and set up/manage an NGO.
1.2 Sensitization of Youth and Children : 'Catch Them Young'					
1.2.1	Summer Camps on Entrepreneurial Stimulation for School Children (2 Nos.)	EDI Campus & Northern Region	1 Week April 28- May 03, 2003	12-16 yr. old Students (7th - 10th std.)	To inculcate entrepreneurial values among children at a tender age. A forum to interact with parents as well
1.2.2	12th National Summer Camp on Entrepreneurial Adventures for College Going Youth	EDI Campus	2 Weeks May 6-16, 2003	HSC & College Students	To help youth identify innovative and challenging career options and plan it entrepreneurially. A good platform for potential achievers. Productive use of summer vacation.
1.2.3	Workshop on Victory through Knowledge, Attitude and Self-Confidence-VIKAS	EDI Campus	1 Week	12-16 yr. old Students (7th - 10th std.)	To develop lateral thinking among students; raise their self-esteem and help them communicate effectively- all essential ingredients for leading a successful life.
1.2.4	Workshops on Building Self-Esteem (3 Nos.)	EDI Campus/ Schools	1 Day	Children and Youth of 12-18 years	To develop among youth the values of self-esteem and self-confidence, the cornerstones of success.
1.2.5	Entrepreneurship Orientation to Students	EDI Campus	1 Day Throughout The Year	Students of Secondary Schools, Colleges, B-Schools Engg Institutions, etc.,	To orient students towards entrepreneurship and its charms and motivate them to become self-employed.
1.3 Capacity Building Programme in Entrepreneurship Education					
1.3.1	Faculty Development Programmes (3 Nos.)	EDI Campus, Southern & Northern Region	2 Weeks Dec. 24, 2003 Jan. 03, 2004	Teachers of Universities, Engg. Colleges, Business Schools etc.	To develop professional skills in teachers of higher education thus ensuring that entrepreneurship courses are offered effectively
1.4 Research & Dissemination					
1.4.1	Entry Constraints of Vocational Stream Students in the Process of Becoming Entrepreneurs	2-state Study	1 Year Throughout the Year	Final year Students of Vocational Stream (ITIs)	A 2-state study to identify facilitating and hindering factors for vocational students towards becoming entrepreneurs. Will have implications on policy/curriculum development.
1.4.2	Entrepreneurship Education in Rural Higher Learning Institutes : A Study	Gujarat	3 Months July-Sept., 2003	Selected Rural Higher Education Institutes	To explore potential for entrepreneurship education in rural development courses and develop curriculum, methodologies for cultivating entrepreneurial abilities amongst students of such courses.
1.4.3	Exploring Feasibility of On-line Entrepreneurship Education	EDI Campus	3 Months July-Sept. 2003	Students of Colleges/ B-Schools/ Engg. Institutions, Employees, Entrepreneurs	To explore the need / market for on-line education in Entrepreneurship
1.5 Teaching Material Development/ Publication					
1.5.1	Teaching Material Development for PGPs	EDI Campus	1 Year	Students of PG Programmes	Material development to add uniqueness to our PG level educational intervention.
1.5.2	Preparing a Textbook on Entrepreneurship for Gujarat Text Book Board	EDI Campus	3 Months May-July, 2003	Higher Secondary Students	To bring students face-to-face with the charms of being an entrepreneur, thus motivating them to become entrepreneurs in future.
1.6 Others					
1.6.1	Academy of Achievers	EDI Campus	Throughout the Year	Youth	A compendium of cases, success stories, video films and bibliographic references on achievers from all walks of life. Has a potential for becoming a key resource centre for information on achievers.
1.7 International Programme					
1.7.1	Faculty Development Programme in Entrepreneurship	EDI Campus	6 Weeks Sept 08- Oct 17, 2003	Teachers of Universities, Engg. Colleges, Business Schools of Developing Countries	To develop professional skills among teachers of higher education for entrepreneurship courses.



Micro Enterprise and Micro Finance Development

2003-2004

Economic and social upliftment have become the cornerstone objectives of micro enterprise and micro finance training and strategies. EDI's Rural Entrepreneurship Development approach has sought broad and pervasive changes on the rural front. Institute's network with over 500 NGOs across the country has added a fillip to the RED movement, besides serving as a catalyst in mobilising rural poor for bringing about development and advancement. EDI's intrinsic emphasis on 'independence' and 'self employment' through micro-enterprise and micro-finance development initiatives have got broadbased on the international grounds of Asia, Africa, East Europe, Latin America & Pacific countries also.

With the mounting evidence of the beneficial role that specialists play in a fairly competitive scenario, EDI has also taken upon itself the responsibility of offering courses in certain specialised streams such as ; Marketing of rural products, creating a cadre of Business Development Consultants, NGO Management and creation of Agri Clinics or Agri Business Centres.

Supported by premier national organisations, such as NABARD & SIDBI, the Institute also addresses the credit needs of trained potential rural entrepreneurs. It regularly organises training programmes on Informal Micro Credit Delivery System (IMCDs) and programmes for building capacities of partner NGOs. The SIDBI sponsored Rural Industry Project evinces great faith in the fact that artisans can be trained and motivated to become self-reliant. The Science & Technology Entrepreneurship Development (STED) Project, sponsored by the Department of Science & Technology, Govt. of India, is intended towards bringing about social and material advancement of the rural folk. RED has also found a place in the newly formed states of the country which are now making an effort to alter conditions and ameliorate problems of their rural locations.

The EDI developed Self Help Groups have further worked to complement the spirit of self-reliance among the rural people.

The nature of competition has been undergoing changes with the opening up of the economy. In view of the demands and the implications of the liberalisation process, it is not just important for entrepreneurs to be updated but also significant for Rural Entrepreneur Trainer-Motivators to possess knowledge that guarantees a competitive status. Trainers' Training Programmes each time arm the trainer community with knowledge to face the highly calibrated market structure.

NGO-Banker Interfaces significantly sensitise the bankers on the need to extend support to trained potential entrepreneurs. Awards for Best Bankers and Best Entrepreneur Trainer-Motivators reward dynamism and initiative in changing the face of rural India.

Cluster-based upgradation programmes promote improved technology and stricter supervision of products & production in clusters. EDI envisions to be a pace setter in, internationally, disseminating the knowledge on Micro-Enterprise and Micro-Finance Development. The initiatives under this thrust take this course.

Valedictory function of the training programme for agriculture graduates

Achievements in this thrust area		
❖	REDPs Conducted - Rural poor trained - Rural enterprises set up	630 15643 7566
❖	Trainers' Training Programmes Organised - Rural trainers trained	29 731
❖	National/Regional Workshops on RED Strategy for NGOs - NGO officials sensitised	18 612
❖	Activities on Informal Micro Credit Delivery System (IMCDS) : ● Trainers' Training Programmes organised - NGO trainers trained ● Workshops for CEOs of NGOs on IMCDS - CEOs attended ● NGO officials re-trained on IMCDS Refresher Course	5 134 7 182 60
❖	Capacity Building Programmes for NGOs on Sustainability - NGO trainers trained	3 48
❖	Policy Sensitisation Workshops organised for Sustainability of NGOs - Officials sensitised	5 275
❖	Programmes conducted on Financial Management & Accounting for NGOs - NGO officials trained	5 115
❖	Training Programmes for Developing Rural Business Development Service Providers - Rural Business Development Service Providers developed	2 45
❖	NGO officials trained in Advanced Training Programme on Micro Finance	22
❖	Support to Rural Industries Programmes (RIP) Project of SIDBI (States covered U.P., Uttaranchal, M.P., Chhatisgarh, Bihar, Jharkhand and Orissa) - Technology Demonstrations organised - Institutions Profiled - Innovative Projects Developed - SSIs / Artisans / Potential Entrepreneurs benefitted	40 30 30 1000
❖	International Delegations on Micro Enterprise Development : - Sri Lankan delegates - From Nepal - Bangladesh	66 60 10





MICRO ENTERPRISE & MICRO FINANCE DEVELOPMENT

2004

S.No.	Activity	Location	Duration/Period	Target Group	Objectives & Outcome
2.1 Rural and Micro-Enterprise Development					
2.1.1	100 Agro EDPs	Bihar, Gujarat, Maharashtra and UP	Throughout the Year	Rural and Urban Youths	Promotion of Micro Enterprises in rural and urban areas through NGOs.
2.1.2	SIDBI Sponsored Technical REDPs (20 Nos.)	Regional	Throughout the Year	Rural Youth	Promotion of Micro Enterprises in rural areas through NGOs. Focus on technical skills.
2.1.3	Rural Industries Project (RIP) Support to SIDBI	Regional	Throughout the Year	Artisans	To extend support in the areas of marketing & technology to SIDBI assisted NGOs in the RIP States of UP, Bihar, Orissa, MP and West Bengal.
2.1.4	Establishment of Science & Technology Entrepreneurship Development (STED) Project	Moradabad, Hazaribagh, Pithoragarh, Bageshwar, North East	4 Year Project Throughout the Year	Artisans / Entrepreneurs	A long term project to ensure setting up of at least 50 enterprises in a year based on S&T inputs in each of the STED project location.
2.1.5	Sanitation through Private Entrepreneurs in Ranchi Dist.	Ranchi	1 Year	Rural & Urban Youths	Promotion of Micro Enterprises in sanitarywares in rural and urban areas of Ranchi.
2.2 Capacity Building Programmes for Micro-Enterprise and Micro-Finance Development					
2.2.1	Trainers' Training Programmes for New Enterprise Creation (2 Nos.)	Regional	2 Weeks July-Sept, 2003	NGO Functionaries	To sharpen skills of NGOs in organising REDPs.
2.2.2	Trainers' Training Programmes on Food Processing EDPs (2 Nos.)	EDI Campus	6 Weeks April-June, 2003	NGO Functionaries	Building capacities of NGOs for organising Food Processing based EDPs.
2.2.3	Programme for Rural Business Development Service Providers/Consultants	EDI Campus	12 Weeks Oct-Dec, 2003	Fresh Graduates/ NGO Nominees	To develop a cadre of micro enterprise consultants who could provide business development services to micro-entrepreneurs and also extend professional support to NGOs in activities like RIP, Cluster, Micro-Finance and other areas of concern
2.2.4	Training Programme on Micro Finance (1 No.)	EDI Campus	1 Week July-Sept., 2003	NGO Functionaries	To build capacities of NGOs for implementing micro finance delivery project in a sustainable manner.
2.3 Professionalisation of NGOs					
2.3.1	Training Programme on Financial Management and Accounting System of NGOs (2 Nos.)	EDI Campus	1 Week	NGO Functionaries	To improve functioning of NGOs by streamlining their financial management and accounting system.
2.3.2	Training Programme on Marketing of Rural Products	Regional	1 Week	NGO Functionaries	To build capacities of NGOs for marketing their rural products in an effective way.
2.3.3	Programmes on Setting up Agro-Clinics (2 Nos.)	EDI Campus	6 Weeks July-Sept., 2003 Oct.-Dec., 2003	Agriculture Graduates	To develop knowledge of technological & management techniques among agriculture graduates so that they could provide supplementary extension services to the community for initiating new ventures in agro-sector.
2.4 Sensitisation of Environment and Support System					
2.4.1	NGO-Banker Interface (2 Nos.)	Regional	3 Days	NGOs and Bankers	To sensitise bankers towards the needs of REDP trainees and help NGOs establish linkages with banks.
2.4.2	National Meet of RETMs and Micro Finance Managers	EDI Campus	2 Days Dec. 22-23, 2003	NGO RETMs and Micro Finance Managers	To provide a platform for experience sharing and to bring the cadre face-to-face with new developments in the field.
2.4.3	EDI Awards for Best RETMs	EDI Campus	Dec. 22, 2003	RETMs	To recognise the contribution of RETMs and to motivate them further to take up micro enterprise development.
2.4.4	EDI Awards for Best Bankers	EDI Campus	Dec. 22, 2003	Bankers	To recognise the contribution of Bankers and to motivate them further to take up micro enterprise development.
2.5 Kudumbashree - An Integrated Development Approach for Entrepreneurship Development in Kerala					
2.5.1	A package consisting of sensitisation workshops, trainers' programmes, REDPs, performance improvement programmes, business counsellors' programmes, etc.	Southern Region	1 Year	Kudumbashree Functionaries	An integrated package for development and sustenance of group entrepreneurship in Kerala

(Continued on Page 14)



PERFORMANCE & GROWTH OF EXISTING ENTREPRENEURS

2003-2004

S.No.	Activity	Location	Duration/Period	Target Group	Objectives & Outcome
3.1 Family Business					
3.1.1.	15th National Programme on Succession Planning for Entrepreneurial Continuity (SPEC)	EDI Campus	2 Weeks Oct. 6-17, 2003	Wards/ Potential Successors of Family Businesses	Equip wards of businessmen with entrepreneurial competencies and prepare them for smooth transition.
3.1.2	Regional Workshops for SPEC (2 Nos.)	Regional	2-3 Days July, 2003 Aug., 2003	Entrepreneurs, Industry Association, Chambers of Commerce	To sensitize the entrepreneurial community on the need to prepare their wards for succession and create an awareness about the role of training in professional development of successors.
3.2 SME Growth & Revitalization					
3.2.1	Facilitating Survival and Growth of Existing Enterprises in Brassparts Cluster in Jamnagar, Gujarat	Jamnagar	Throughout the Year	Existing SMEs in the Cluster	Technical skill and technology upgradation; quality improvement; cost reduction and productivity improvement in SMEs. Formation of consortiums of SMEs as a tool to reduce costs on functional areas.
3.2.2	Facilitating Survival and Growth of Existing Enterprises in Diesel Engine Cluster in Rajkot, Gujarat	Rajkot	Throughout the Year	Existing SMEs in the Cluster	Upgradation on the process and equipment front by counselling and capacity building interventions. Will lead to technology upgradation; quality improvement; cost reduction & productivity improvement in SMEs.
3.2.3	Growth-cum-Counsellors' Programme (1 No.)	Ambala	3 Months April-June, 2003	Existing SMEs	Over the 2nd & 3rd phases of the growth programme for Scientific Instruments' Cluster in Ambala, (a) individual counselling services will be provided by counsellors (b) classroom inputs for target entrepreneurs with regard to finalising growth plans largely involving upgradation in functional management areas.
3.2.4	Growth-cum-Counsellors' Programme	Regional	3 Phases over 4 Months July-Oct., 2003	Existing SMEs	To facilitate growth among established entrepreneurs through focus on project management techniques and export counselling.
3.3 Capacity Building					
3.3.1	Cluster Development Agents' Programme for Govt. of Gujarat	EDI Campus	3 Months April-June, 2003	DIC Officials, Representatives of Industry Association, Support System Officials	Support over implementation of draft action plan prepared by CDAs facilitating validation and kick-start of action plan for developing clusters.
3.3.2	Cluster Development Agents' Programme for National Handloom Development Corporation	EDI Campus	14 Days April 07-20, 2003	Officials of NHDC & Weavers' Service Centre	Capacity building of National Handloom Development Corporation officials on essential concepts of Cluster Development methodology so that dynamism could be induced in handloom sector by way of appropriate interventions.
3.3.3	Cluster Development Agents' Programme for Officials of Development Commissioner (Handicrafts) & AHVY Implementing Agencies	EDI Campus	3 Months Oct.-Dec. 2003	Officials of DC (Handicrafts) & AHVY Implementing Agencies	Capacity building of officials of Development Commissioner (Handicrafts) and AHVY implementing agencies to successfully intervene in the handicrafts clusters identified under AHVY scheme.
3.3.4	Cluster Development Agents' Programme Sponsored by the Director (Handlooms & Textiles), Govt. of Kerala	EDI Campus	2 Months April-June, 2003	Officials & other Nominees of Directorate (Handlooms & Textiles)	To build capacities of officials & nominees of Director/ Development Commissioner (Handlooms & Textiles) so that successful interventions are made in the handlooms & textiles clusters of Kerala.
3.4 Corporate Entrepreneurship					
3.4.1	In-Company Executive Development Programmes in Intrapreneurship (5 Nos.)	Regional/ EDI	1 Week	Managers & Executives of Medium and Large Business Houses	To ensure all-round development of managerial competence of managers and executives of enterprises so as to make them 'intrapreneurial'.
3.4.2	Development of Case Studies on Intrapreneurs	EDI Campus	9 Months July, 2003- March, 2004	In-Company Programme Participants	To recognise co-relates of entrepreneurial behaviour at work and identify 'entrepreneurial' managers working in different sectors in the country.
3.5 Research & Dissemination					
3.5.1	Cases of Impact Making Entrepreneurs (Part 2)	National	Throughout the Year	Entrepreneurs	First book had 26 cases. It was printed in 1988. Needs to be updated with 25 new cases of emerging giants/ innovative entrepreneurs.
3.5.2	Publication on "Managing the 'Small' Indian Industrial Economy"	EDI Campus	3 Months April-June, 2003	Policy Makers/Govt. Functionaries/ Private BDS Providers/ Entrepreneurs/ Students of Management	To build capacity in enterprise and sectoral diagnosis so as to evolve action plans for sustainable development of SSIs in the sub-continent. The work will serve as a path-breaking endeavour to educate all who may contribute to the survival of Indian SSIs.
3.6 International Programme					
3.6.1 & 6.2.2	Management Education Programme	EDI Campus	6 Weeks Nov. 03- Dec. 12, 2003	Managers/ Executives/ Owner-Managers from Developing Countries	To develop professional skills of participants to make them effective and efficient managers.



Strengthening ED Organisations & ED Programmes

2003-2004

The dynamic and changing business environment many a time necessitates restructuring and replanning of strategies on the part of entrepreneurs in order to open up new vistas of opportunities for growth and expansion. The 'Change Agents,' i.e. the Entrepreneur Trainer-Motivators (ETMs), who nurture entrepreneurship must also be given an impetus so that they in turn can impart, to entrepreneurs, updated knowledge and generate in them confidence, momentum and the motivation to set and seek higher goals. The training programmes for Entrepreneur Trainer-Motivators are with this motive.

The IEDs/CEDs established across the country with the support of EDI are working towards injecting entrepreneurial dynamism in individuals.

EDI, the National Resource Institute in the field, facilitates the work of state level ED organisations by building capacities of its trainer - motivators as also by extending literary and faculty support besides providing platforms for experience sharing. The pioneering Open Learning Programme in Entrepreneurship further boosts the process of New Venture Creation, across the country.

Federation of Entrepreneurship Development Institutions (FEDI) is a mega national initiative that lives up to new challenges and exploits the opportunities provided by the new economic world. Meetings of the CEOs of IEDs & CEDs provide a platform to systematically analyse the critical problems facing entrepreneurship and brainstorm their solutions.

ETMs, engaged in promoting women entrepreneurship, with all their understanding of social entrepreneurial culture and setting, carry out persistent efforts towards bringing women into the socio-economic milieu as entrepreneurs. Skill Development Programmes for promoting Women Entrepreneurship on the grounds of Asia Pacific region equips ETMs to train and motivate women entrepreneurs to set up own enterprises.

The awards for best ETMs imbue self-confidence and spur their forward looking approach. The signs of growth are widespread and what reigns the agenda is to put in place a comprehensive Entrepreneurship Development Policy at National and State level, thus integrating ED strategy with plans and budgets.

Achievements in this thrust area

❖	Open Learning Programme in Entrepreneurship (OLPE) Launched in January 1995	
	- Batches announced	32
	- Learners enrolled	2695
	- S&T learners	1786
	- Non-S&T category	909
	- Women learners	528
❖	National Trainers' Course	17
	- Trainers developed	272
	- Trainers accredited	110
❖	Functional Trainers' Programmes on	
	● Entrepreneur Selection, Motivation, Counselling and Competencies	4
	- Professionals trained	50
	● Business Opportunity Identification & Guidance	4
	- Professionals trained	80
	● Project Report Preparation	4
	- Professionals trained	67
❖	Capacity Building of Organisations : Trainers Trained	
	- Central Silk Board	90
	- Khadi & Village Industries Commission	45
	- Kerala Horticulture Dev. Programme (KHDP), Cochin	52
	- Rural Dev. & Self Employment Training Institute (RUDSETI)	55
	- Indo Dutch Project Management Society (IDPMS)	22
	- Entrepreneurship Development (ED) Cells of Engineering Colleges	19
	- Tata Iron & Steel Company (TISCO) Ltd., Jamshedpur	8
	- Karnataka State Women Dev. Corpn.	22
	- Tamilnadu Corpn. For Development of Women	184
	- Kudumbashree, Kerala	19
❖	'Agripreneurs' trained through Training Programme on Agri-Clinics & Agri-Business Centres	25

Dr. Tara Nair, Faculty Member EDI, making a presentation on 'Institutional Capacity Assessment of State Level ED Organisations : Towards Developing a Framework', during the Meet of Executives of Federation of Entrepreneurship Development Institutions





STRENGTHENING OF ED ORGANISATIONS & ED PROGRAMMES

2004

S.No.	Activity	Location	Duration/Period	Target Group	Objectives & Outcome
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4.1 ED Institutions

4.1.1	Research Study : Review of EDP Model	National	Throughout the Year	ED Institutions	The existing EDP model needs to be upgraded in view of the changed economic scenario and an appropriate model for conducting effective and better result oriented EDPs will emerge for benefitting all ED organisations.
4.1.2	Research Study : Developing a Model of Entrepreneurship Development for Disaster Rehabilitation/Sustainable Poverty Alleviation through Process Documentation	Regional (Kachchh & Saurashtra)	6 Months July - Dec. 2003	State ED Institutions, NGOs engaged in conducting ED interventions & EDP/REDP Beneficiaries	Would help in developing a new approach towards economic regeneration of natural disaster affected regions. The documentation could lay emphasis on the process so that it could be made replicable in other similar regions of the world.
4.1.3	Retrain the Existing ETMs on : Training Methods, Behavioural Skills, Attitude Building, Research Methodology, How to work in Industrial Clusters	EDI Campus	1 - 3 Days To be decided	Existing ETMs	The programme will help ETMs in acquiring new knowledge on specific subjects so that they are able to impart updated/latest information of the business world to their trainees.
4.1.4	Award for Best Entrepreneur Trainer- Motivator	EDI Campus	1 Day Dec. 22, 2003	ETMs of ED Institutions	To enthuse and motivate ETMs to make further meaningful contributions towards entrepreneurship development.
4.1.5	Award for Best Woman ETM	EDI Campus	1 Day Dec. 22, 2003	ETMs conducting EDPs for women target group	To enthuse and motivate ETMs to contribute more towards women entrepreneurship development.
4.1.6	Bharti Entrepreneur of the Year Award	EDI Campus	1 Day	First Generation Entrepreneurs created through EDPs	To establish the credibility and image of Entrepreneurship Development Programmes and ED institutions by rewarding EDP created entrepreneur.
4.1.7	National Convention of ETMs	EDI Campus	2 Days Dec. 22-23, 2003	ETMs of ED Institutions	A forum to bring trainers of ED organisations on a common platform for experience sharing and discussion on emerging issues in the field of entrepreneurship.

4.2 New Enterprise Creation (NEC)

4.2.1	Open Learning Programme in Entrepreneurship (OLPE)	National	Throughout the Year	Graduates & Under-graduates with three years of work experience	To help learners acquire knowledge on setting up their own businesses through distance learning & personal counselling.
4.2.2	Convention-OLPE	Regional	1 Day To be decided	OLPE Learners	A forum to have meaningful interactions with OLPE learners as also to gauge their progress. Feedback from learners would form a part of the agenda for better implementation of the project.
4.2.3	Review & Update of Study Material	EDI Campus	Throughout The Year	OLPE Learners & Counsellors	To review the present teaching material and revise it thus incorporating latest changes & newer insights so that the quality of inputs is substantially improved.

4.3 International Programme

4.3.1 6.2.5	New Enterprise Creation (NEC) Training Programme for Trainers of Developing Countries	EDI Campus	6 Weeks Jan 27- March 05, 2004	Professionals engaged in ED related activities	A comprehensive training package to train Entrepreneur Trainer-Motivators and Business Counsellors for initiating, planning and implementing ED activities and grooming them for effective business counselling in developing countries. Indian experiences on Small Enterprise Creation will be shared.
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A support system conducive to entrepreneurship, and its concerted efforts towards promoting potential entrepreneurs' easy access to a rapidly growing economic market, will certainly push a country towards harnessing the entrepreneurial potential. Such a supportive system can provide the entrepreneurs with concepts and a vision for setting up new businesses and expanding the existing ones.

The officials of developmental organisations, financial institutions and administrative/ monitoring departments can initiate and give pace to the accelerating and steering process of the government. Skills of business and entrepreneurial evaluation techniques need to be imparted to the functionaries and upgraded periodically and effectively. Training programmes on 'Project Appraisal and Entrepreneur Assessment' have, therefore, gained firm grounds among Bankers, Investment Promotion Officials and Officers of Financial Institutions. UNIDO developed software and system, Computer Model for Feasibility Analysis and Reporting (COMFAR III), operates with broad concepts & strategies that promote New Venture Creation. Enhancement of skills of DIC Officials, Industry Association Representatives and Cluster Development Agents to make them Business Development Service Counsellors will certainly mark their role as facilitators of industrial progress and growth. This is targeted by specific Capacity Building Programmes.

It is vital for the national and state level decision making system to possess good knowledge of the complex matrix of social, economic and political framework in which businesses operate. Presentations are made focusing on these issues. Through Seminars, Workshops & Presentations, the Institute sensitises policy makers & authoritarians on promotion of ED activities at national level.

In order to revitalise clusters and brighten their prospects, EDI has taken upon itself the responsibility of creating a cadre of trained Cluster Development Agents to enable entrepreneurs to create a market niche.

By knitting together all relevant players viz. the support system institutions, governments and potential / existing entrepreneurs, EDI aims at creating an environment conducive to entrepreneurship.

Achievements in this thrust area		
❖	Entrepreneurs' Meet	11
❖	ED Orientation Programmes for Officers of DICs/ Banks/ Financial Institutions	26
	- Officers sensitised	568
❖	Extension Motivation Programmes for Support System Officials	12
	- Officers trained	240
❖	FBEI Programmes for Credit/ Appraisal Officers of Banks/ Financial Institutions	19
	- Officers trained on the interview technique	342
❖	Business Counsellors' Programme for Small Industry Development Officers (SIDOs)	
	- Officers trained	48
❖	Intrapreneurship Programme for Govt. Officials of Jammu & Kashmir	
	- Officials trained	26
❖	NGO-Banker Interface	14
	- NGO-CEOs participated	224
	- Bankers participated	207
❖	Workshops on Women Entrepreneurship, Gender & Entrepreneurship Dev. Under GPTP of Gol	
	- Resource persons trained (5 states)	22
	- Workshops organised in 2 states (UP & MP)	4
❖	Training Programme for developing Cluster Development Agents (CDAs)	5
	- Support system officials trained as Cluster Development Agents (CDAs)	144
❖	Training Seminar for Executives of Industry Associations	2
	- Executives Sensitised	33



Ms. Anita Das, National Officer, Cluster Development Programme in India, UNIDO, inaugurating the NSIC sponsored Cluster Development Agents' Programme





ENTREPRENEURSHIP ENVIRONMENT & SUPPORT SYSTEM

2003-2004

S.No	Activity	Location	Duration/Period	Target Group	Objectives & Outcome
5.1 Programmes for Support System					
5.1.1	Training Programme on Project Appraisal and Entrepreneur Assessment	At Bank Training Centres	6 Days Sept. 2003	Banking Officials	20 Officers would be trained for project formulation & appraisal to cater to latest assessment needs. Would lead to improve decision making process by banking officials and faster project appraisals.
5.1.2	Training Programme on Financial & Economic Analysis of Industrial & Infrastructure Projects through UNIDO Software	Bangalore	10 Days To be decided	Project Appraisal Officers of Developmental / Financial Institutions	20 Officers already well acquainted with basic techniques of financial appraisal to be trained further to sharpen their analytical skills. Would lead to effective investment decisions by appraisal officers.
5.1.3	Training Programme for Business Development Service Counsellors	EDI Campus	6 Days Nov., 2003	DIC Officials / Industry Association Representatives/ Cluster Development Agents	20 Participants would be targeted for providing inputs on relevant support services for SME development. Would create a roadmap for ERP/ BDS as an area for future activities related to BDS as an integral part of clusters.
5.2 Workshops / Seminars					
5.2.1	Seminar for Small Industry Association Executives	EDI Campus / Region	2 Days July, 2003	Office Bearers of Industry Associations	Office Bearers of Industry Associations will be oriented towards the concept of Business Development Services (BDS). Would lead to increased awareness about the need of BDS and emphasise its relevance for success of SMEs.
5.2.2	Seminar on Risk Analysis in Project Financing	EDI Campus	2 Days Nov., 2003	Banking Officials	Banking Officials and Entrepreneurs would be equipped to understand the relevance of paradigm shifts in risk analysis. Would lead to factoring of risk into all financial decisions and lead to curtailing of NPAs.
5.2.3	Seminar on New Avenues in Project Financing	EDI Campus	2 Days Sept., 2003	Entrepreneurs	Entrepreneurs would be oriented towards alternative modes of Project Finance. Would lead to reduced dependency on traditional means of finance.
5.3 Research					
5.3.1	Developing a 'National Entrepreneurship Policy'	EDI Campus	6 months April-Sept. 2003	Policy Makers	Policy note on Entrepreneurship, spelling out needs and actions to widen the entrepreneurial base and remove entry and growth barriers.
5.3.2	Study on "BDS for SMEs in India"	Multiple Locations	9 Months July, 2003- March, 2004	Policy Makers	With the evolving concept of clusters, the role of Business Development Services has become an integral part of cluster development. The study would attempt to understand the current status of BDS in the context of SMEs and arrive at a logical conclusion so that it could be published in the form of a paper or an article.
5.4 International Programmes					
5.4.1 6.2.3	Training Programme on Industrial & Project Preparation & Appraisal	EDI Campus	6 Weeks Feb 16-March 26, 2004	Bankers, Business Development Officers of Financial Institutions"	To improve and update participants' project appraisal techniques and decision making process so that improved viability and returns are ensured.

MICRO ENTERPRISE & MICRO FINANCE DEVELOPMENT

(Continued)

S.No.	Activity	Location	Duration/Period	Target Group	Objectives & Outcome
2.6 Research, Documentation and Publication					
2.6.1	Case-studies on Marketing of Rural Products (10 Nos.)	National	1 Year	NGOs involved in Rural Marketing	To document rural marketing strategies of NGOs highlighting meaningful marketing interventions.
2.6.2.	Case studies on Unique Methodologies for Micro Finance Management	National	1 Year	NGOs involved in Micro Finance Activities	To document successful and replicable models in micro finance adopted by a few selected MFIs.
2.7 Others					
2.7.1	Consultancy on Capacity Building of MFIs	National	2 Months Jan.-Feb., 2004	Micro Finance Institutions	To strengthen micro finance related operations of two MFIs and help them in developing a strategic plan.
2.8 International Programme					
2.8.1 6.2.4	International Training Programme on Managing Micro Enterprise and Micro Finance Development (1 No.)	EDI Campus	6 Weeks Jan. 5-Feb. 13, 2004	NGO - Functionaries, Banks and Govt. Officials	To develop a cadre of professionals in the developing countries who could organise micro-enterprise and micro finance related activities.



Economic development has become a priority of nations across the globe. Radical changes in the international economic arena have led to the formation of strategies and policies that encourage entrepreneurship. A healthy entrepreneurial climate promotes profitable business and economic growth for a country.

Developing countries are the ones which require a spurt and hence, more industry foresight and enhanced levels of entrepreneurship. Integration of a variety of Entrepreneurship Development and Investment Promotion interventions can facilitate visible and tangible results in these regions. Strategising on these lines, EDI envisions to become a Resource Centre to fulfill the requirements in the areas of Entrepreneurship Development and Investment Promotion.

The Institute has been developing indigenous capabilities of select developing countries in the Asian, African and Arab regions in the areas of Entrepreneurship and Investment Promotion. By its pioneering intervention, Focal Point Institutions have been established in Bahrain and Sudan. These institutes have been adequately developed to address the pressing need to view new opportunities with a global mindset.

The need of developing countries in upgrading local skills and capabilities in preparation and appraisal of pre-investment studies calls for appropriate human resource development efforts. It is in response to this need that the programme on Industrial Project Preparation & Appraisal has been planned.

EDI has been globally appreciated for its expertise in Entrepreneurship Development, New Enterprise Creation, Business Opportunity Identification and Project Appraisal Techniques. While on one hand, multinationals are on a rise in the developing world, on the other, Micro Enterprise Development concept is also stepping out of its boundaries of low priority traditional area, mainly on account of its characteristics of flexibility and potential for growth. EDI's initiatives on the Micro Enterprise and Micro Finance Development front, build capabilities to expand and diversify by exploiting impact creating opportunities and meeting related challenges.

Skill Development Programmes for promoting and strengthening Women Entrepreneurship in the Asia Pacific Region and Faculty Development Programmes in Entrepreneurship for educational institutes in developing countries are significant moves to promote entrepreneurship at different levels by providing necessary training and a framework for analysis, leading to suitable actions.

The Institute has been effectively supported for its various efforts across the globe by developmental agencies, such as, UNIDO, ILO, Commonwealth Secretariat, FNSt., European Union, World Bank and Governments of developing countries.

Achievements in this thrust area		
❖	Programmes for Training Entrepreneur Trainer-Motivators (ETMs) for Developing Countries - Trainers trained	2
❖	Polytechnic Teachers trained as Resource Persons for Commonwealth Association of Polytechnics in Africa (CAPA)	1
❖	Programmes on Industrial Project Preparation & Appraisal for Developing Countries - Appraisal officers trained	25
❖	Inter-Regional Workshops on Entrepreneurship for Policy-makers of African/Asian/Francophone and CHOGRM member countries - Countries participated	35
❖	UNIDO Project on Women Entrepreneurship - Women entrepreneurs trained - Women entrepreneur trainer-motivators trained - Financial/ appraisal officers dealing with projects of women entrepreneurs trained	21 25 22
❖	Technical Training provided to Women Entrepreneurs of Developing Countries - Women entrepreneurs from Sri Lanka - Women entrepreneurs from Nepal	20 19
❖	International Training Programmes on Micro Enterprise & Micro Finance Management - NGO professionals from developing countries trained	6 88
❖	Achievements under UNIDO & Gol-sponsored Inter-Regional Centre (IRC) ● Training Programmes on Industrial Project Preparation & Appraisal - Appraisal officers trained In Bahrain for Arab Region : ● Professionals trained under Training of Trainers for New Enterprise Creation ● Potential Entrepreneurs trained for New Enterprise Creation ● Business Counsellors groomed for Growth of SMEs Activities in African Region : ● Support System Officials attended the Preparatory Workshop on Interventions to Facilitate Investment Promotion organised in Mozambique ● Participants in the Seminar on Project Identification, Formulation and Screening conducted in Mozambique ● Professionals trained under Industrial Project Preparation & Appraisal organised in Mozambique ● Business Counsellors groomed in Mozambique for growth of SMEs ● Mozambican Entrepreneurs benefitted from Enterprise Upgradation Programme ● Trainers trained in Industrial Management organised in Tanzania	7 119 27 20 12 27 23 15 23 14 15



S.No.	Activity	Location	Duration/Period	Target Group	Objectives & Outcome
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6.1 Institution Building : EDI-Middle East (EDI-ME)

6.1.1	Seminar on Project Identification, Formulation & Screening	Jeddah (Saudi Arabia)	2 Weeks	EDI-ME Staff, Other Professionals from Financial Institutions, Developmental Institutions & Academia	To build capacities of officials in the area of business opportunity identification.
6.1.2	Trainers' Training Programme for New Enterprise Creation	Jeddah (Saudi Arabia)	2 Weeks	EDI-ME Staff, Other Professionals From Financial Institutions, Developmental Institutions & Academia	To develop a core group of professionals for implementing New Enterprise Creation activities in the region.
6.1.3	Pilot New Enterprise Creation (NEC) Programme	Jeddah (Saudi Arabia)	4 Weeks	Potential Entrepreneurs	To provide on-the-job-training to trained trainers for institutionalising ED activities for New Enterprise Creation.
6.1.4	Developing Resource Persons for Enterprise Growth	Jeddah (Saudi Arabia)	2 Weeks	Trainers/ Consultants/ Bankers/ Ind.Dev. Officials	Developing a resource pool of about 15 well equipped business counsellors to counsel and support existing entrepreneurs for pursuing planned growth.
6.1.5	Growth Programme for Existing Entrepreneurs	Jeddah (Saudi Arabia)	2 Weeks	Existing Entrepreneurs	To facilitate planned growth of existing enterprises in Saudi Arabia.
6.1.6	Training Programme on Industrial Project Preparation & Appraisal	Jeddah (Saudi Arabia)	3 Weeks	Counsellors & Credit Officers	To develop a core group of professionals as a part of 'Investment Advisory Centre' for institutionalising entrepreneurship and investment promotion activities in the country.

6.2 Open Programmes

6.2.1 & 1.7.1	Faculty Development Programme (FDP) in Entrepreneurship	EDI Campus	6 Weeks Sept. 8-Oct. 17, 2003	Faculty from Educational Institutions in Developing Countries	To develop professional skills of teachers of higher education to conduct entrepreneurship courses effectively.
6.2.2 & 3.6.1	Management Education Programme	EDI Campus	6 Weeks Nov. 03-Dec. 12, 2003	Managers of SMEs and Entrepreneurs from Developing countries	To sharpen managerial skills of entrepreneurs and senior executives of SMEs leading to performance improvement of enterprises.
6.2.3 & 5.4.1	Training Seminar on Industrial Project Preparation and Appraisal	EDI Campus	6 Weeks Feb. 16-March 26, 2004	Appraisal Officers from financial institutions in Developing Countries	To improve and update project appraisal techniques and decision making process so that there is improved viability and returns.
6.2.4 & 2.7.1	Training Programme on Managing Micro Enterprise & Micro Finance Development	EDI Campus	6 Weeks Jan. 05-Feb. 13, 2004	Senior Officials/ Functionaries of NGOs in Developing/Countries	Capacity building of NGOs of developing countries to enable them to initiate micro enterprise development related activities in a sustainable way.
6.2.5 & 4.3.1	New Enterprise Creation (NEC) Training Programme for Trainers of Developing Countries	EDI Campus	6 Weeks Jan 27-March 05, 2004	Professionals engaged in Women Entrepreneurship	A comprehensive training package to train Entrepreneur Trainer-Motivators and Business Counsellors for initiating, planning and implementing ED activities and grooming them for effective business counselling in developing countries. Indian experiences on Small Enterprise Creation will be shared.



The Centre has been vested with the responsibility of serving as a bridge between academia and training and consultancy in the field of 'Entrepreneurship'. Applied research and consultancy need be effectively supported by solid theoretical insights, and entrepreneurship movement needs to be institutionalised throughout the globe. The Centre encourages enquiries into educational innovations in training methodology, impact of industrial policies, rural entrepreneurship and innovative credit delivery systems in the field of Entrepreneurship. Several research projects believed to be crucial to the growth of small & medium enterprises have been initiated by the Centre.

One of the major objectives of the Centre is to catalyse the process of building network of researchers and institutions in the sphere of entrepreneurship. 'The Journal of Entrepreneurship', the reputed academic publication of the Centre, has established its credibility and identity among scholars in India and abroad as a unique forum to disseminate their valuable research findings both theoretical and empirical, to the academic fraternity at large.

Further, the Centre, through its short term research fellowships programme, encourages young researchers to make use of intellectual and other resources at the Centre in their pursuit to extend the frontiers of knowledge of entrepreneurship.

CREED envisages to promote collaborative research endeavours with institutions and individuals outside the Centre. It organises a national seminar biennially, where scholars from across the country come together to share their views on issues related to entrepreneurship that are of contemporary relevance and interest.

Important Research Projects Completed

- ❖ Impact of New Economic Policy of SMEs
- ❖ Impact of GATT on SMEs
- ❖ Dynamics of Industrial Cluster in India
- ❖ Growth of Firms and Entrepreneurial Competencies
- ❖ Constraints to Growth of Small Scale Firms
- ❖ National Evaluation of Entrepreneurship Development Programmes
- ❖ Evaluation of EDPs in North Eastern states
- ❖ A Critical Analysis of Entrepreneurship Development Programmes
- ❖ Role of Small Business Associations in the Changing Economic Environment
- ❖ Promoting Entrepreneurship Through Training : An Assessment of Training Initiatives of MCED, Aurangabad
- ❖ A Study on Entry Barriers to Entrepreneurship : Perceived by Youth
- ❖ USAID sponsored research project on 'Entrepreneurial Competencies'
- ❖ Project on Self-made Impact Making Entrepreneurs
- ❖ Ford Foundation sponsored Action Research Project on Testing & Documenting a suitable approach to Entrepreneurship Development for rural Poor
- ❖ Research based publication on First-generation Women Entrepreneurs of India
- ❖ Study of 'Created' Entrepreneurs
- ❖ FNSI sponsored research project entitled 'Export Entrepreneurship : Relative Characteristics of Exporting and Non-Exporting Firms'
- ❖ SIDBI sponsored Research Study in Industrial Clusters
- ❖ ICIMOD sponsored research study on 'Promoting Small & Micro Enterprises through Training Interventions in Himalayan Region : The Indian Experience'
- ❖ Govt. Of Gujarat & INDEXTb sponsored research study on 'Impact of Incentive Schemes on Industrialisation of Gujarat'
- ❖ IDBI funded study on 'Facilitating & Hindering Factors in the Growth of SMEs'
- ❖ ILO sponsored study on 'Need & Demand Assessment for Job Quality in Micro & Small Enterprise Sector in India'
- ❖ DFID sponsored research project on 'Business Development Services (BDS) Markets in India' (with special reference to Calcutta)
- ❖ Research based publication-'Doing Business in India : Street-Smart Entrepreneurs in an Imperfect Market Place'



S.No.	Activity	Location	Duration/Period	Target Group	Objectives & Outcome
9.1 Research in Entrepreneurship Education					
9.1.1 (1.4.1)	Entry Constraints of Vocational Stream Students in Becoming Entrepreneurs	2-state Study	1 Year	Final yr. Students of Vocational Stream (ITIs)	2-state study to identify facilitating and hindering factors for vocational students to become entrepreneurs. Will have implications on policy/ curriculum development.
9.1.2 (1.4.2)	Entrepreneurship Education in Rural Higher Learning Institutes: A study	Gujarat	3 Months July-Sept., 2003	Selected Rural Higher Education Institutes	To explore potential for entrepreneurship education in rural development courses and develop curriculum, methodologies for cultivating entrepreneurial abilities amongst students of such courses. Pilot study in one state.
9.1.3 (1.5.2)	Preparing a Textbook on Entrepreneurship (for Gujarat Textbook Board)	EDI Campus	3 Months May-July, 2003	Higher Secondary Students	To bring students face-to-face with the charms of being an entrepreneur, thus motivating them to become entrepreneurs in future.
9.1.4 (1.6.1)	Academy of Achievers	EDI Campus	Throughout the Year	Youth	A compendium of cases, success stories, video films and bibliographic references on achievers from all walks of life. Has a potential for becoming a key resource centre for information on achievers.
9.2 Research in Micro Enterprise & Micro Finance Development					
9.2.1 (2.6.1)	Case-studies on Marketing of Rural products (10 Nos.)	National	1 Year	NGOs Involved in Rural Marketing	To document rural marketing strategies of NGOs highlighting meaningful marketing interventions.
9.2.2 (2.6.2)	Case Studies on Unique Methodologies for Micro Finance Management	National	1 Year	NGOs Involved in Micro Finance Activities	To document successful and replicable models in micro finance adopted by a few selected MFIs.
9.3 Research in Performance & Growth of Existing Entrepreneurs					
9.3.1 (3.4.2)	Development of Case Studies on Intrapreneurs	EDI	9 Months July, 2003- March, 2004	In-Company Programme participants	To recognise co-relates of entrepreneurial behaviour at work and identify 'entrepreneurial' managers working in different sectors in the country.
9.3.2 (3.5.1)	Cases of Impact Making Entrepreneurs (Part 2)	National	1Year	Entrepreneurs	First book had 26 cases. It was printed in 1988. Needs to be updated with 25 new cases of emerging giants/innovative entrepreneurs.
9.3.3 (3.5.2)	Publication on 'Managing the 'small' Indian Industrial Economy'	EDI Campus	3 Months April-June, 2003	Policy Makers/Govt. Functionaries/ Private and Public BDS Providers/ Entrepreneurs/Students of Management	To build capacity in enterprise and sectoral diagnosis as to evolve action plans for sustainable development of SSIs in the sub-continent.
9.4 Research on Entrepreneurship Institutions & Entrepreneurship Development Programmes					
9.4.1 (4.1.1)	Research Study: Sound Practices for Developing Entrepreneurs	National	Throughout the Year	ED Institutions	The existing EDP model needs to be upgraded in view of the changed economic scenario and an appropriate model for conducting effective and result-oriented EDPs will emerge for benefiting all ED Organisations.
9.4.2 (4.1.2)	Research Study: Developing a Model of Entrepreneurship Development for Disaster Rehabilitation/Sustainable Poverty Alleviation through Process	Regional (Kachchh & Saurashtra)	6 Months July-Dec., 2003	State ED Institutions, NGOs engaged in conducting ED interventions & EDP/REDP Beneficiaries	Would help in developing a new approach towards economic regeneration of natural disaster affected regions. The documentation would lay emphasis on the process so that it could be made replicable in other Documentation similar regions of the world.
9.5 Research in Entrepreneurship Environment & Support System					
9.5.1 (5.3.1)	Developing a 'National Entrepreneurship Policy'	EDI Campus	6 Months April-Sept., 2003	Policy Makers	Policy note on Entrepreneurship, spelling out needs and actions to widen the entrepreneurial base and remove entry & growth barriers.
9.5.2 (5.3.2)	Study on "BDS services for SMEs in India"	Multiple Locations	9 Months July, 2003- March, 2004	Policy Makers	With the evolving concept of clusters, the role of Business Development Services has become an integral part of cluster development. The study would attempt to understand the current status of BDS in the context of SMEs and arrive at a logical conclusion so that it could be published in the form of a paper or an article.



EDI-EU Project for Economic Regeneration of Kachchh and Saurashtra

(EDI-EU PERKS)

Amidst a scenario where economies across the world are assuming competitive dimensions in view of the increased challenges to growth and success, the economy of Kachchh and Saurashtra is still recuperating from the severe blow it suffered on account of the devastating earthquake of 26th January, 2001. Clusters of industries, households and cottage industries disappeared, not just disrupted. Developmental initiatives towards economic and social regeneration became a pressing need.

The EDI-EU project sanctioned by European Union for earthquake, amounting to 1.5 million Euro (Rs. 6.5 crores) addresses the need of revitalising the shattered economy of the quake hit regions of Kachchh and Saurashtra. EDI's financial contribution to the project cost is to the tune of Euro 255245 (equal to Rs. 1.08 crores).

Entrepreneurship Development Institute of India (EDI), conceived this comprehensive package of intervention in the month of March 2001. A series of interactions and discussions finally led to the sanction of the project. Economic regeneration through micro and small enterprise creation for potential entrepreneurs, and industrial rehabilitation and corporate linkage for existing entrepreneurs, in a period of two years, is the focus of the project. Implementation of projects to train individuals to take up income and employment generation activities, besides conduction of programmes to revive industrial / artisanal clusters have been designed and conceptualised so as to make maximum impact.



Participants of the 3rd Entrepreneur Trainer-Motivator Programme of the EDI-EU PERKS.

SPECIAL PROJECT EDI-EU PROJECT FOR ECONOMIC REGENERATION OF KACHCHH & SAURASHTRA (EDI-EU PERKS)

S.No.	Activity	Location	Duration/Period	Target Group	Objectives & Outcome
8.1	Workshop for NGOs and Support System (2 Nos.)	Kachchh & Saurashtra	3 Days July, 2003	Stakeholders of the Developmental Project	To sensitise stakeholders on the experiences of the project implementation of the first year and seek their valuable support in this developmental activity.
8.2	Rural Entrepreneurship Development Programmes - REDPs (45 Nos.)	Kachchh & Saurashtra	Throughout the Year	Earthquake affected people from rural areas	Promotion of micro enterprises in rural areas through training and follow-up support provided through NGO network.
8.3	Entrepreneurship Development Programmes - EDPs (50 Nos.)	Kachchh & Saurashtra	Throughout the Year	Earthquake affected people from Urban/ Semi-urban areas	Promotion of enterprises in urban/semi-urban areas through training and follow-up support through NGO network.
8.4	Group Entrepreneurship Development Programmes - GEDPs (23 Nos.)	Kachchh & Saurashtra	Throughout the Year	Earthquake affected persons formed SHGs/ Rural Artisan Clusters	To develop existing rural clusters and SHGs through business counselling and technology upgradation through forward & backward linkages. Target : of about 2300 micro enterprises.
8.5	Industrial Rehabilitation Programme -IRP	Kachchh & Saurashtra	Throughout the Year	Earthquake affected SMEs	To rehabilitate earthquake affected enterprises through counselling services.
8.6	Corporate Linkage Programmes - CLP	Kachchh & Saurashtra	Throughout the Year	Earthquake affected SMEs	To provide linkages to earthquake affected enterprises with corporate bodies.



EDI Publications

Sr. No.	Title of Publication	Amount in Rupees	US \$
1.	Entrepreneurship Development Programme in India and its Relevance to Developing Countries - V. G. Patel	150/-	10
2.	Developing New Entrepreneurs	250/-	20
3.	Self-Made Impact-Making Entrepreneurs	300/-	22
4.	National Directory of Entrepreneur Trainer-Motivators and Resource Persons - Compiled by S.B. Sareen & H. Anilkumar	190/-	
5.	In Search of Identity - The Women Entrepreneurs of India - Ajit Kanitkar & Nalinee C.	200/-	15
6.	A Manual on How to Prepare a Project Report - J.B. Patel & D.G.Allampally	150/-	10
7.	A Manual on Business Opportunity Identification & Selection - J.B. Patel & S.S. Modi	200/-	15
8.	Performance Improvement Booklets for Existing Entrepreneurs	50/- (Per Booklet)	4 (per Booklet)
	1. Budgeting 2. Energy Conservation 3. Cost Consciousness for SSI (Hindi) 4. Business Plan for SSI (Hindi) 5. Cash Flow in Small Business Management (Hindi) 6. Understanding Value Engineering (Hindi) 7. Basics in Export Marketing 8. Just in Time 9. Record-keeping in Small Business Management (Hindi) 10. Statutory Aspects in Small Scale Industries		
9.	Not Born - The Created Entrepreneurs - Jose Sebastian & Sanjay Thakur	200/-	15
10.	New Initiatives in Entrepreneurship Education & Training - Edited by Gautam Jain & Debmuni Gupta	200/-	15
11.	The Seven Business Crises & How to Beat Them - V.G. Patel	225/-	16
12.	A Handbook for New Entrepreneurs - Edited by Dr. P.C. Jain	595/-	20
13.	Evaluation of Entrepreneurship Development Programmes - D.N. Awasthi & Jose Sebastian	250/-	
14.	Doing Business in India - The Street Smart Entrepreneurs - V. Padmanand & P.C. Jain	425/-	109
15.	The Journal of Entrepreneurship	425/-	109
16.	Short Steps - Long Leaps (Stories of Impact Making Rural Entrepreneurs)	395/-	

EDI Video Cassettes

1.	Five Success Stories of First Generation Entrepreneurs	750/-	75
2.	Assessing Entrepreneurial Competencies	750/-	75
3.	Business Opportunity Selection & Guidance	750/-	75
4.	Starting Crisis in Business	250/-	20
5.	Cash Crisis in Business	250/-	20
6.	Delegation Crisis in Business	250/-	20
7.	Leadership Crisis in Business	250/-	20
8.	Financial Crisis in Business	250/-	20
9.	Prosperity Crisis in Business	250/-	20
10.	Management Succession Crisis in Business	250/-	20
11.	Planning for Competition & Growth	250/-	20
12.	Problem Solving - An Entrepreneurial Skill	750/-	75
13.	Jewels from the Dust - The Making of the Rural Entrepreneurs	250/-	20
14.	The World of Women Entrepreneurs	250/-	20
15.	Chhu Lenge Aasman (Hindi) (Docu-drama on Business) (In five episodes)	2000/-	20

Note : 10% Discount will be given to govt. / semi-govt. departments, libraries, educational institutes and NGOs. Postage will be extra.



EDI Governing Body List (As on March 01, 2003)

2003-2004

Shri P.P. Vora

President-EDI
Chairman & Managing Director
Industrial Development Bank of India
Mumbai

Ms. Madhura Chatrapathy

Director
Asian Centre for Entrepreneurial
Initiatives (ASCENT)
Bangalore

Shri P.B. Nimbalkar

Chairman & Managing Director
Small Industries Development
Bank of India
Lucknow

Shri S. K. Tuteja

Secretary (SSI&ARI)
Government of India
Ministry of Small Scale Industries
and Agro & Rural Industries
New Delhi

Dr. Yoginder K. Alagh

Vice Chairman & Professor Emeritus
Sardar Patel Institute of
Economic & Social Research
Ahmedabad

Shri M. A. Krishnan

Chief General Manager
(Development Banking)
State Bank of India
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Shri P. H. Ravikumar

Senior General Manager
ICICI Ltd.
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Shri V. Venkateswarlu

Executive Director
Industrial Development Bank of India
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Ex-Chief Secretary, Orissa
Haryana

Shri Y. C. Nanda

Chairman
National Bank for Agriculture &
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Shri D. Rajgopalan

Principal Secretary
Industries & Mines Department
Govt. of Gujarat
Gandhinagar

Dr. Dinesh Awasthi

Director
EDI, Ahmedabad

Shri Subodh Bhargava

Chairman,
Wartsila India Ltd.
Former Chairman &
Chief Executive Officer,
EICHER Group &
Former President, CII,
New Delhi

Dr. Sailendra Narain

Chairman,
Centre for SME
Growth & Development Finance
Navi Mumbai

Shri V. P. Singh

Chairman & Managing Director
IFCI Ltd.
New Delhi

Bharti Enterprises, New Delhi, the leading telecommunication network sponsored 'Bharti Centre for Entrepreneurial Initiatives' has been established at EDI to motivate the youth to become entrepreneurs, by inculcating in them the spirit of enterprise.

A high level delegation from Bharti Enterprises comprising (3rd from L) Mr. Rakesh Mittal, Vice Chairman and Managing Director, (2nd from L) Mr. G.K. Agarwal, Director (HR) and Ms. Tina Unekan, Alliance Director visited EDI to finalise the Centre's activities.

Also seen in the picture are (R-L) Dr. Mauli Patel and Dr. Sunil Shukla, EDI Faculty Members, Mr. Achal Bakeri, CMD, Symphony and Expert on the Advisory Board of the Centre and Dr. V.G. Patel, Former Vice President & Director, EDI.



EDI organised a Training Programme for Cluster Development Agents during 30th September-31st December, 2002. This programme was sponsored by Industries Commissionerate, GoG and was attended by 36 participants representing Industries Dept. (GoG), Support Institutions & Entrepreneurs / Industry Associations from Gujarat.

Seen in the photo are participants of the programme with the Chief Guest for the valedictory function (4th from R) Mr. A.K. Goyal, Joint Technical Adviser, Industries Commissionerate, Govt. of Gujarat, (5th from R) Dr. V.G. Patel, Former Director & Vice President, EDI and EDI faculty members. Dr. Mauli Patel (1st-L) was the Programme Director.

Inset : Mr. A.K. Goyal addressing the participants.



The Indian Technical and Economic Cooperation, Ministry of External Affairs; Gol sponsored Management Development Programme was organised during January 13 - February 21, 2003. 18 participants from countries such as Fiji, Bhutan, Myanmar, Tonga, Costa Rica, Philipins, Iraq, Uzbekistan, Kenya, Madagascar, Ethiopia and Suriname attended the programme. Seen in the picture are participants with, (5th from R) Dr. V.G. Patel, Former Vice President & Director, EDI, (4th from R) Dr. Dinesh Awasthi, Director, EDI and faculty members of EDI. Dr. Sunil Shukla, (6th from R) was the Programme Director.





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