

EDI PROGRAMME PACKAGE



2002-2003



ENTREPRENEURSHIP DEVELOPMENT INSTITUTE OF INDIA
AHMEDABAD



The Convocation ceremony of Post-Graduate Diploma in Business Entrepreneurship and Management and Post-Graduate Diploma in Management of NGOs was organised on August 23, 2001. The Chief Guest for the function was Shri Sunil Bharti Mittal, Chairman & Group Managing Director, Bharti Enterprises, New Delhi. Shri Mittal (2nd from left) is seen with (R - L) Shri D.B. Bagchi, Chief Secretary & Chief Development Commissioner, Government of Orissa, Bhubaneswar; Dr. Y.K. Alagh, Vice-Chairman & Professor Emeritus, Sardar Patel Institute of Economic & Social Research, Ahmedabad, Shri S.K. Kapur, President-EDI and Chairman-IDBI and Dr.V.G. Patel, Vice-President and Director, EDI.

Inset : Shri Sunil Mittal delivering the Convocation Address.



An important highlight of the 12th National Convention of Entrepreneur Trainer-Motivators organised during December 13-14, 2001, was the 'Presentation of National Awards to Best Entrepreneur Trainer-Motivators'.

The award winners were :

1st prize winner (2nd from right) : Mr.-Shaikh Gaffar Razzak from MCED, Aurangabad ; 2nd prize winner (2nd from left) Mr. Abhiram Dhab from MCED, Aurangabad; Special award winner (extreme right) Dr. Arun Kukulal from IED, U.P.; Special award winner (extreme left) Mr. S.N. Misra from CSTRI, Guwahati

The recipients of the awards are seen with the Chief Guest (In the centre) Prof. Manubhai Shah, Managing Trustee, CER and (R - L) Mr. A.K. Srivastava, Executive Director, I.E.D., U.P.; Dr. V.G. Patel, Vice President and Director, EDI; Dr. P.N. Misra, Executive Director, CEDMAP and Mr. S.B. Sareen, Award Convener.

Inset : Shri Manubhai Shah inaugurating the National Convention of Entrepreneur Trainer-Motivators.



EDI organised an International Training Programme on Managing Micro-Enterprise and Micro-Finance Development for professionals from Government and Non-Government Organisations, during January 21 - March 01, 2002. The programme was sponsored by the Indian Technical and Economic Cooperation, Ministry of External Affairs, Government of India. Seen in the picture are participants of the programme with (First row, in the centre) Mr. Emmanuel Barwa, Joint Secretary, Ministry of External Affairs, Government of India; (on Barwa's left) Dr. V.G. Patel, Vice-President & Director, EDI and (on Barwa's right) Dr. Naresh Singh, Programme Director. 24 participants from 12 countries were exposed to the fundamentals of micro-enterprise and micro-finance development.

Inset : Participants seen during a classroom session.





EDI and its Mission

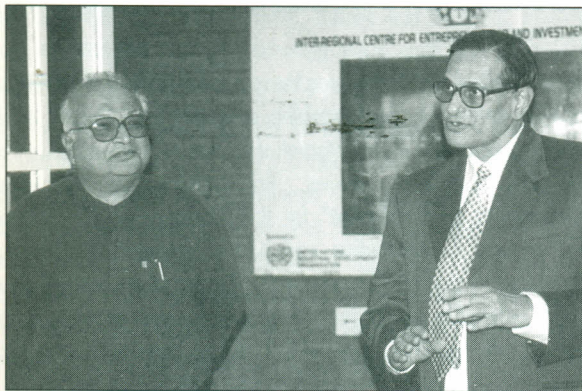
THE INSTITUTE

Entrepreneurship Development Institute of India (EDI), an autonomous the and not-for-profit Institute, set up in 1983, is promoted by apex financial institutions - the IDBI, IFCI, ICICI 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 eleven state-level exclusive entrepreneurship development centres 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.



Shri P. P. Vora President, EDI & Chairman, IDBI in an interaction with Dr. V. G. Patel, Vice-President & Director, EDI



Governing Body Members of the Institute seen during a meeting on Campus

A Glimpse into Achievements : 2001 - 2002



Our Plan for 2002-03

Annual Plan of academic activities for the year 2002-03 under each strategic thrust area has been jointly prepared by faculty and managers after series of deliberations on emerging needs, lessons learnt from the previous year, vision for the future, sponsorship prospects, scope for fee based demand and faculty resources.

While the internal brainstorming generated many and a wide variety of activity proposals, the final plan is a result of emphasis given to following key considerations :

1. Core programmes : Highest priority to these core activities evolved by EDI faculty themselves and which add value to the Institute's reputation (e.g. Succession Planning for Entrepreneurial Continuity (SPEC), Post Graduate Diploma in Business Entrepreneurship and Management (PGDBEM)/Management of NGOs (PGDMN), Faculty Development Programmes (FDPs), Rural Entrepreneurship Development Programmes (REDPs), Open Learning Programme in Entrepreneurship, etc.)
2. Where EDI has unique expertise/insight which gives/maintains our lead in the field (e.g. Entrepreneur Assessment Skills for FIs, Growth Programmes, Intrapreneurship, Micro-Enterprise Development, Family Business Management).
3. Fee based self-sustainable activities (e.g. SME growth programmes, PG Courses, Family Business Management, Corporate Intrapreneurship, Bankers' training).
4. Innovative programmes, new, even if exploratory, but which fulfill a gap / need and open new windows of opportunities (e.g. retail trade, construction, value-chain, special modules for IIMs, IIT students now looking for alternatives to jobs).
5. Those activities which add to knowledge and give a new insight e.g. research studies of national importance (e.g. new case studies of impact making entrepreneurs, studies on impact of REDPs, assessing training needs of bankers, devising a new EDP model).
6. Those activities which lead to integrated (not ad-hoc) programmes or are a natural extension of what has been done so far i.e. Micro Enterprise to Micro Credit to Marketing to Technology; or SHG formations to income generation by SHG; or entry barrier study to curriculum development, leading to national policy for entrepreneurship education.

V.G. Patel
Vice-President & Director

EDI continues to help youths master the dynamics of enterprise launching and managing through its **Post-Graduate Diploma in Business Entrepreneurship and Management** and **Post-Graduate Diploma in Management of NGOs**. The 3rd Convocation for these Diploma Programmes was organised on August 23, 2001. The Chief Guest for the function was an achiever par excellence, Shri Sunil Bharti Mittal, Chairman and Group Managing Director, Bharti Enterprises. 65 successful students were awarded certificates : 26 in New Enterprise Creation, 16 in Family Business Management and 23 in Management of NGOs. Confidence to excel in a severely competitive scenario and the ability to face future challenges were writ large on the faces of all 65 enthusiasts. A proud moment for the Institute indeed !

In order to create new landmarks and lead to a spurt in entries into business, EDI decided to once again research the trends, the mindset and the inclination of various target groups towards assuming a business career. Completion of a research on "**Entry Barriers to Entrepreneurship**" was a very important development of the year as the preferences and the concerns of various target groups came to the fore and the conclusions arrived at, led to concrete planning and strategy to achieve desired results. The coming year will witness implementation of a variety of interventions planned.

Children being the worst victims of the killer earthquake on 26th Jan. 2001, in Gujarat EDI planned four **VIKAS (Victory through Improving Knowledge, Abilities & Self-confidence)** workshops to stimulate their creative energies, trigger originality, impart knowledge and the ability to generate new ideas, thus ensuring that they regain their lost confidence and self-worth. EDI also arranged for sponsorship for 87 quake affected children. All workshops were successfully organised and succeeded in triggering creativity and a confidence building process in them.

Summer Camps for Youth and Children fostered entrepreneurial traits and competencies in 32 youths and 30 children respectively. Further, in view of the realisation that education needs to be more application-oriented, offering greater potential to assist today's youth to launch fast growing and sustainable business ventures, EDI conducted its regular core activity, i.e. the **Faculty Development Programme** to train teachers so that they acquire skills to develop entrepreneurial vision among the student community. 35 teachers benefitted from the programme.

The pioneering **Open Learning Programme in Entrepreneurship (OLPE)** facilitates the process of NEC nationwide and as of now, has enrolled over 2300 learners.

Against the backdrop that among the special attributes of a growing small and medium enterprise, good working conditions and flexible environment acquire a significant place, International Labour Organisation in association with EDI, launched a project, '**Entrepreneurship Development & Productivity Improvement**' for the Brassparts Cluster of Moradabad. Improvement / upgradation and positive change could be successfully introduced in around 200 enterprises. Results of the entire training were clearly reflected in networking among entrepreneurs for common marketing, common purchase of raw material and common access to institutional finance.

For over two decades now, EDI has been working towards empowering rural poor through Micro Enterprise and Micro Finance Interventions. Through various income-generating activities, it has worked towards rendering the

rural areas self-sufficient in terms of generating opportunities for enterprise creation and employment. In a bid to further raise the socio-economic levels of the weaker sections of the population, Department of Science and Technology, in association with EDI, implemented the Science and Technology Entrepreneurship Development Project (STED) in the newly formed districts of Hazaribagh, Pithoragarh, Bageshwar and Moradabad.

The year 2001-2002 also saw the launch of SIDBI sponsored 3-month long programme to **Develop Rural and Small Business Consultants**. The programme received overwhelming response with 25 participants selected for training, out of 60 applications received. The participants represented 11 states of the country. The course succeeded in creating a cadre of Development Consultants with skills necessary for functioning of NGOs, execution of income generation and economic development programmes.

Entrepreneurial dynamism forms the cornerstone of a progressive society and it is the cadre of Entrepreneur Trainer-Motivators that induces dynamism in a society. As one of its core activities, EDI has been conducting training programmes for ETMs to promote entrepreneurship at national as well as international level. In the year 2001 also, the Institute strengthened the skills of ETMs from 5 countries viz. Kazakhstan, Egypt, Zambia, Sri Lanka and the Kyrgyz Republic. The programme was sponsored by Indian Technical and Economic Co-operation (ITEC), Ministry of External Affairs, Govt. of India and it trained the participants as to how to identify and analyse constraints and barriers to entrepreneurship development and devise appropriate strategies.

With leanings towards bringing women in the economic mainstream, EDI successfully conducted its core activity - Commonwealth Fund for Technical Cooperation (CFTC) sponsored programme on **Promoting and Strengthening Women Entrepreneurship in the Asia & Pacific Regions**. This capacity building programme for Women Entrepreneur Trainer-Motivators and Business Counsellors trained 18 professionals from countries such as; Brunei, Tonga, Bangladesh, Sri Lanka, Maldives and Malaysia.

In an ITEC (Indian Technical and Economic Cooperation) sponsored programme on **Managing Micro-Enterprise & Micro-Finance**, EDI once again established that micro-enterprise and micro-finance are major strategies accepted the world over to confront the burning problems of poverty and unemployment. 24 participants from places such as, Uganda, Ghana, Lesotho, South Africa, Mozambique, Mauritius, Nigeria, Cameroon, Seychelles, Tanzania, Zimbabwe, Maldives, Vietnam, Bolivia and Bulgaria, acquired knowledge on planning and implementing micro-enterprise and micro-finance projects effectively.

Believing and having established that an intrapreneurial milieu ensures flexibility and dynamism within an organisation, EDI has been conducting **In-company Executive Development Programmes** to imbue intrapreneurial attributes in employees. EDI has been conducting intrapreneurship programmes for officials of the Zydus Cadila Group of Companies and including the programmes conducted during the last year, it has as of now developed around 600 officials. The impact of the programmes was not only in terms of increase in knowledge but also in the groups market position from 9th earlier to 4th now. The company regards EDI training as one of the major factors that contributed to this mileage.

In order to promote experience sharing in entrepreneurship and help devise new strategies to strengthen the entrepreneurship movement, the year 2001-2002 also witnessed **National Convention of Entrepreneur Trainer-Motivators (ETMs)** with 60 trainers and resource-persons from ED institutions acquiring new knowledge and motivation. An important highlight of the Convention was presentation of **Best Entrepreneur Trainer-Motivator Awards** to recognise the contribution of trainer-motivators in entrepreneurship development and promotion of economic growth.

On the international front also EDI remained successful by conducting Entrepreneurship Development Programmes and training and motivating people to come in the mainstream. Understanding the need of Investment Promotion and New Enterprise Creation, United Nations Industrial Development Organisation (UNIDO) through EDI as an implementing agency planned a series of ED programmes in Asia, Africa and Arab regions so that the indigenous capacities of these countries could be developed and strengthened. In Mozambique, 15 potential entrepreneurs were imparted training on all aspects of setting up and managing an enterprise. In a training programme on **Industrial Project Identification, Preparation and Appraisal** in Sudan, 15 participants were trained and in a **Trainers' Training Programme for New Enterprise Creation**, in Jordan, 16 participants were trained as Resource Persons.

A very satisfying accomplishment on the international front was the establishment and formal inauguration of the **Investment Advisory Centre** in Mozambique. This is a result of EDI's persistent efforts to institutionalize Investment and Entrepreneurship Promotion in selected countries; Mozambique being one of them.

Amidst a scenario where myriad technological advances, to attain a truly global perspective, are occurring, it is indispensable for the small-scale sector to find new markets for their products and services as also new partners for joint venture collaborations. The 'EU-India Economic Cross Cultural Programme' (ECCP) encourages cooperation between European Union and India with an aim to serve as a means to remove cross cultural barriers and apprehensions with regard to trade and investment relationships. For the Govt. of Gujarat organised '**Resurgent Gujarat - Business Partnership Meet**' during February 8 to 10 the Institute arranged to invite 12 entrepreneurs representing UK, Austria and Germany. The entrepreneurs were invited under the banner of Entrepreneurship Training and Information Exchange for Small Business in India and Europe (ENTRIXIE) Project.

The Innovation Centre's data bank houses around 500 project and technology profiles from areas such as bio-technology, engineering, agriculture, food & agro processing, metallurgy, consumer products, besides several other upcoming fields and sectors. These technologies, available for commercialisation, have been developed by Council for Scientific and Industrial Research (CSIR) and other R&D laboratories across the country.

EDI programmes and activities constantly aim at bringing about changes that assume significance in the growth and the development process. Activities in the previous year also succeeded in achieving targets at various levels.

Faculty Profile



Dinesh N. Awasthi, Ph.D (Economics) Gujarat University
Chief Faculty

An Economist with extensive experience in evaluation studies and policy research. Responsible for planning and co-ordinating micro enterprise development and micro-finance related activities through NGOs.



Arupjyoti Rai Baruah, B. E. (Mech), PGDRM, IRMA
Assistant Faculty

Specialises in rural management and has over 7 years of experience in corporate sector, in fertiliser and steel industries. Currently, working on developing backward and forward linkages for rural industries using sub-sectoral approach.



Rohit Gandhi, B.E.(Mech.), PGP, MBA (IIM, Ahmedabad)
Distinguished Visiting Faculty

Has varied experience in the usiness of trading and manufacturing. Has represented the industry before policy makers and various functionaries / authorities. Has written a number of papers on various public policy issues, more recent ones being on wasteland development, organic manure & bio-technology initiatives.



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

An economist involved in teaching Economics, Entrepreneurship and Strategic Planning, Value Systems and Multinational Management. His economic research has spanned a variety of topics including human relations at doctoral level, transactions costs, sectoral policy analysis, irrigation management and tenancy agreements, entrepreneurship and small business, turnaround strategies and quality standards in management education. Currently looking after the PGDBEM course at EDI.



Prabhat Labh, PGDFM, IIFM, Bhopal
Assistant Faculty

Specialises in Forest Management. Over 6 years of work experience in micro enterprise development and natural resource management. Authored several papers on NGO- Government collaboration and agriculture development. Currently, working on rural entrepreneurship development programmes and rural industries programme.



Umesh K Menon, M.Com., MBA (Finance), Grad. C.W.A.
Associate Faculty

Specializes in the areas of finance and accounts. Has extensive experience of working in Government and Industry. Presently involved in counseling existing entrepreneurs for growth, training Bankers and Investment Promotion Officers in the area of project appraisal, finance, accounts and small business management in PGDBEM course. As Project Director, Entrepreneurship Training and Information Exchange for Small Business in India and Europe (ENTRIXIE) Project, involved in partnership promotion between Indian and European Entrepreneurs.



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.



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.



Tara S. Nair, M.Phil (Applied Economics); Ph.D. (Economics), JNU
Visiting Fellow

Economist, involved in research on issues in entrepreneurship development, SME policy environment and group-based approaches to poverty alleviation. Has been a visiting scholar with UMR-REGARDS, Bordeaux, France and the Queen Elizabeth House, University of Oxford. Currently involved in research on examining the institutions, practices and policies in micro-finance and political economy of Indian media.



V. Padmanand, M.Phil. CRENIEO, M.Phil., Cambridge, UK, PGDMM
Associate Sr. Faculty

An Economist specialising in business economics and management, applied macro economics and environmental economics; currently engaged in research, consultancy and programmes related to growth and business strategy of small and medium enterprises. Elected to the status of 'Fellow' in national and international bodies.



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

Experience in Marketing in the corporate sector. Involved in devising strategies for marketing of rural products. Worked on ILO project on Enterprise Development & Productivity Improvement for Moradabad Brassware Cluster.



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

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



V. G. Patel, Ph.D. (Economics) Wisconsin
Vice-President & Director

An Economist and international figure in the sphere of entrepreneurship, small industry policies and growth management. Has been the Chief Economic Advisor to Gujarat Industrial Development Corporation and Managing Director of Gujarat Industrial & Technical Consultancy Organisation Limited. Has authored several books and reports on entrepreneurship and small industries related subjects.



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 last five 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, M.D.P., University of Mysore,
M. Phil; Ph.D (Economics) JNU

Associate Faculty

Working as a Researcher in the field of development economics with specialisation in agriculture, rural development and poverty alleviation. Extensive experience of implementing rural micro-enterprise development programmes through NGOs in remote areas of Karnataka along with training and research in related areas. Has conducted research study on Rural Household Food Security, which has policy imperative for poverty alleviation.



C.R. Patnaik, PGDM

Associate Faculty

Fourteen years of experience in conducting Rural Entrepreneurship Development Programmes. Currently involved in imparting behavioural inputs, in REDPs.



S.B. Sareen,

Diploma in Textile Technology, D.I.M, D.I.M.O. (Hons.), D.M.M

Faculty

Has nineteen 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 Sengupta

M.A. (Social Work), BSW (Bachelor of Social Work)

Associate Faculty

10 years of experience in providing conceptual and functional support to NGOs in management of non-profit organisations, developing training modules and conducting training programmes. Involved in field based research on processes involved in Institutional Initiatives and Reforms in Management of Forest.



Bipin H. Shah, B.Sc. (Chem.), MBA (Finance)

Senior Faculty

A business management specialist with 25 years of experience in consultancy and industry in the areas of project formulation and appraisal, project planning and implementation and enterprise management. Has been the Managing Director of Gujarat Industrial & Technical Consultancy Organisation Limited (GITCO) and Member of Governing Council of Consultancy Development Centre (CDC), Ministry of Science & Technology, Govt. of India. He is on Expert Panel of EXIM Bank of India. Specialises in plastic industry and has exposure in chemical and pharma sectors. Represented India in Rotary Group Study Exchange Programme to Scotland.



K.K. Shaw, B.E. (Hons.) Mechanical, PGDBM

Faculty

Specialises in the areas of design development of machines, plants, equipment and tools to improve productivity of engineering units. More than 30 years of experience in metallurgy, metal science, surface engineering and process planning of engineering equipments. Experience in transfer of technology from advanced countries for manufacturing high-tech aerospace equipments, machine tools and automobiles.



Sunil Shukla, Ph.D. (Psychology), Utkal University

Senior Faculty

Specialises in Entrepreneurship Education and Corporate Entrepreneurship. Developed modules on personality development,

motivation, leadership, personal effectiveness, managerial competencies and organisation development. Recently completed research projects on Curriculum of Entrepreneurship and Entry Barriers to Entrepreneurship.



B.B. Siddiqui, Ph.D. (Psychology), Gujarat University

Senior Visiting Faculty

Specialises in Clinical and Organisational Psychology. Trained to conduct Personal Growth Laboratory Training Programmes and Group Dynamics. Currently involved in programmes on HRD, Organisational Behaviour, Personality and Leadership Development. A registered Counsellor-Psychologist with Rehabilitation Council of India, New Delhi.



Kunal Sood, MBA (Marketing)

Asst. Faculty

Specialises in the area of marketing. Over 3 years of experience in cluster approach for sustainable development of Small Scale Enterprises (SSEs). Work experience in building mutually reinforcing linkages / synergy among SSEs and with private service providers, support institutions within and outside the cluster, encouraging group-based initiatives, creation of strategic business networks and capacity building of industry associations.



Pramod Srivastava, M.A. (Economics)

Associate Faculty

Specialises in promoting micro enterprises in rural areas and provides extensive back-up support to NGOs in their capacity building.



P.N. Srivastava, M. Com.

Assistant Faculty

Specialises in rural entrepreneurship development. Is based at Ranchi camp office of EDI and is managing the projects in Bihar and Jharkhand states. Recently, completed a survey as part of District Rural Industrialisation Project for Hazaribag district. Also supporting the STED and TPC projects of EDI at Hazaribag and provides backup support to NGOs in implementing REDPs and their monitoring.



V.S. Sukumaran, LL. B, PGDHRD, PGDT, PGDM

Associate Faculty

Currently involved in training potential as well as established entrepreneurs and providing resource support to NGOs.



D.D. Trivedi, M.Com., B.A.

Distinguished Visiting Faculty

A Management Consultant, associated as a Distinguished Visiting Faculty with leading Management Institutions like IIM-A, MDI, UTI Institute of Capital Market. He is on the Board of Directors of a number of companies. His area of specialisation is Financial Management and Corporate Strategy.



Mayank Upadhyay, ACWA

Distinguished Visiting Faculty

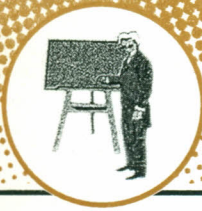
Specialises in the areas of finance, management accounting, project planning and strategic management with extensive experience in Development Banking and Commercial Banking. Involved in conceptualising and conducting a number of national and international programmes in corporate financial strategy formulation and management, investment decisions, risk analysis, and control systems.



Kirti Vakil, M.A. (Sociology)

Faculty

More than two decades of extensive field experience in promoting the concept of self-employment among youth at the grass-roots level. Specialises in Entrepreneurship Development Training. Expertise in Institutionalising REDPs through voluntary organisations.



Entrepreneurship in Education

Vision

- ◆ Introduce 'Entrepreneurship' in the curricula of all higher educational institutions in the country.
- ◆ Become a key Resource Centre for policy level interventions, curriculum design, teaching material and human resource development.

Strategy

- ◆ Sensitise educationists, policy-makers and administrators on the need for integrating entrepreneurship in formal education system.
- ◆ Develop professional capabilities of implementing institutions.
- ◆ Institutionalise an 'Academy of Achievers' for producing and marketing bibliographic references, case studies, success stories, video films on achievers from varied walks of life. This will help promote entrepreneurship.

Approach

The conflict over aims and approaches to curriculum in schools and colleges has been a constant concern for educationists and academicians. While it may sound prudent to frame the curriculum in a way that it is in tandem with the Indian industrial endowments and requirements, on the other hand it is also necessary for it to educate young enthusiasts on entrepreneurial competencies and transactions of business on a global scale. Such a balance in curriculum is an imperative for structured development in stages. The EDI developed curriculum for its long duration academic programme viz. the Post-Graduate Diploma in Business Entrepreneurship & Management (PGDBEM) accommodates entrepreneurship and management education within the purview of competitiveness as an element amidst globalisation. What are also encouraged and imbibed are entrepreneurial competencies and endeavour. This competency based curriculum is fast becoming a model for institutions offering similar courses. Similarly the UGC approved and accepted curriculum on Entrepreneurship (developed by EDI) synthesizes all aspects of market operation and entrepreneurial traits essential for success of a business.

While EDI's success on the academic front has been phenomenal, its other short duration programmes under this thrust area have throughout promoted learning and growth. The Institute's Summer Camps are extremely popular among youth/ children. Research on 'Entry Barriers to Entrepreneurship', has been significant in opening up a gamut of strategies to promote entrepreneurship on a wider scale.

A seminar to disseminate the findings of the research, among policy makers, academicians and decision making authorities has been planned as to initiate policies and interventions in the policy formulation plane.

The success of Faculty Development Programmes in Entrepreneurship also stands as a testimony to the strengthening of entrepreneurship movement. An 'Academy of Achievers' is also being developed by the Institute, wherein success stories on the business tycoons of the millennium will serve as a beehive of entrepreneurial education and motivation.

Achievements in this thrust area

◆ One-year Post Graduate Programmes (Launched in August 1998)	
Total number of students enrolled in 4 batches	273
◆ Number of Faculty Development Programmes (FDPs) in Entrepreneurship	36
■ No. of teachers trained	707
◆ Number of National Summer Camps on Entrepreneurial Adventures for Youth (17-21 years)	10
■ Youths participated	335
◆ Number of Summer Camps for School Children (12-16 years)	12
■ Children participated	370
◆ National Seminar on Current Researches in Entrepreneurship	4
■ Delegates participated	149
◆ National Workshop on Entrepreneurship Education in Vocational Schools & Technical Institutions	1
■ Delegates participated	37
◆ National Workshop on Approaches to Entrepreneurship Education	1
■ Delegates participated	17
◆ Number of 1-Day Orientation Programmes on Entrepreneurship Organised for Gujarat Schools	110
■ Students participated	4900



Entrepreneurship in Education

S.No.	Activity	Location	Duration/Period	Target Group	Objectives & Outcome
1.1 Educational Programmes					
1.1.1	Post Graduate Programmes : a) Diploma in Business Entrepreneurship & Management (PGDBEM) : 5th Batch b) Diploma in Management of NGOs (PGDMN) : 5th Batch	EDI Campus	1 Year Sept 2002- Aug 2003	Graduates, Family Business Wards & NGO nominees for PGDMN	Pioneering courses with thrust on New Enterprise Creation, Family Business Management and NGO Management specialisations. Efforts to be made now to reach out to international market including NRIs & SAARC countries and make products of this course popular among SMEs. Target : 55 students for PGDBEM and 35 students for PGDMN (90).
1.1.2	Exploring Possibility of On-line Entrepreneurship Education	EDI Campus	-	Graduates, Family Business Wards, Employees & Entrepreneurs	To explore the need/market for on-line education in Entrepreneurship and also assess our preparedness for the same. Initial output will be a feasibility report.
1.2 Sensitization of Decision-makers					
1.2.1	National Seminar on 'Approaches to Entrepreneurship Education'	New Delhi	1 day Sept-2002	Educationists, Policy-makers & Administrators of Higher Education	Sensitisation of key officials to the need for incorporating in regular curricula of universities and colleges. Findings of EDI research study on 'Entry Barriers to Entrepreneurship' and EDI's research on 'Curriculum' will be shared.
1.3 Capacity Building for Entrepreneurship Education					
1.3.1	Workshop on Approaches to Entrepreneurship Education	EDI Campus/Regional	1 day To be decided	College Principals and Teachers of pre-identified institutions	To deliberate on approaches to entrepreneurship education, particularly in S&T institutions. Focus to be more on curriculum and pedagogy.
1.3.2	Faculty Development Programmes (3 Nos.)	EDI Campus Bangalore, Lucknow	2 weeks each Dec 23, 02- Jan 03, 03 To be decided	Teachers of Universities, Engg. Colleges and Business Schools	To develop skills of teachers of higher education so that they conduct entrepreneurship courses effectively.
1.3.3	Teacher Development Programme	EDI Campus	10 days full-time/ 20 days part-time May-02	Teachers of Gujarat Schools	Since teachers influence the growth and development of children, there is a need to provide them reinforcement, new methodology of teaching, creativity and motivation to function in a positive manner.
1.3.4	Follow-up Support for Implementation of Entrepreneurship Courses	National	Throughout the year	Educational Institutions	Need-based support for effective implementation of entrepreneurship courses in educational institutions with focus on curriculum and pedagogy.
1.4 Sensitization of Youth and Children : 'Catch Them Young'					
1.4.1	11th National Summer Camp on Entrepreneurial Adventure for college going youth	EDI Campus	2 weeks June 17-27, 2002	HSC & College Students	To encourage youth to identify innovative/challenging career options and plan the same entrepreneurially. A good platform for potential achievers. Productive utilisation of summer vacation.
1.4.2	Summer Camps on Entrepreneurial Stimulation for School Children (2 Nos.)	EDI Campus & Northern Region	1 week each Apr 22-27, 2002 To be decided	12-16 yr. old students (7th - 10th std.)	To inculcate the spirit of achievement among children at an early age. A forum to interact with parents as well.
1.4.3	Workshops on Victory through Knowledge, Abilities and Self-confidence (VIKAS) (2 Nos.)	EDI Campus	1 week each May/June 2002	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.
1.4.4	Workshops on Building Self Esteem (3 Nos.)	EDI Campus/Schools	1 day each To be decided	Children and youth of 12-18 years	To develop among youth self-esteem and self confidence, the cornerstones of success in life.
1.4.5	Visit of School Children to the Institute	EDI Campus	1 day each Throughout the year	Students of 10th/12th grades of vocational stream	To expose students to the 'charms of being an entrepreneur' thus motivating them to become self-employed.
1.5 Research & Dissemination					
1.5.1	Fifth National Seminar on 'Current Trends in Entrepreneurship Research'	EDI Campus	3 days Dec. 11-13, 02	Academicians/ Policy-makers	To provide a platform to researchers, academicians and policy makers to share research findings and give direction to ED research.
1.6 Others					
1.6.1	Academy of Achievers	EDI Campus Throughout the year	1 year	Youths	A compendium of cases, success stories, video films and bibliographic references on achievers from all walks of life. Has potential to become 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 23-Nov 01, 02	Teachers of Universities, Engg. Colleges and Business Schools of Developing countries	To develop professional skills of teachers of higher education to conduct entrepreneurship courses effectively.



Micro Enterprise and Micro Finance Development

Vision

- ◆ Graduate into an International Centre for Micro-Enterprise and Micro-Finance Development to respond to the needs of entrepreneurs emerging from poorer sections of the society.

Strategy

- ◆ Increase NGO networking to promote entrepreneurship more widely at the grassroots.
- ◆ Envelop urban micro enterprise sector through appropriate training.
- ◆ Shift focus on the farming community also, to make them more entrepreneurial.

Approach

Micro Enterprise Development Training has become significant for redressal of poverty and unemployment in rural areas. There have been some significant rural development strategies, formulated at the Institute, along which the accomplishments have been clearly visible. The activities go beyond temporary solutions to the dual concerns of unemployment and poverty; on the contrary they incorporate in their redressal strategies, emerging & tested paradigms for sustenance and growth. EDI's programmes on Micro Enterprise & Micro Finance Development have concretised their approach even on the grounds of Asia, Africa, East Europe, Latin America & Pacific countries. Officials from the government, banks, financial institutions and NGOs of these countries got valuable insights into the EDI-EDP model of Micro-Enterprise & Micro-Finance Development and the mechanisms as to hasten the creation of sustainable micro-enterprises in their respective countries/continents.

EDI's Rural Entrepreneurship Development Programmes have the tested and the essential element of turning the rural folk into entrepreneurs as also imbibing in them the entrepreneurial spirit and ensuring its sustainability.

A balance between entrepreneurship and management education is achieved by way of specialised programmes, such as the one on Marketing of Rural Products, which is much sought after and will be conducted on a regular basis.

EDI has also strategically networked with over 450 NGOs across the nation to strengthen and institutionalise its developmental interventions and further mainstream services to the rural poor. EDI developed facilitators of RED movement, i.e. the Self-Help Groups are further trained and imparted skills to initiate income generation activities that ultimately help the rural poor. The concept of Rural Haat is one such ground-breaking approach.

Upon examining the bitter economic reality of Rural India, Rural Industries Project (RIP), sponsored by SIDBI, was introduced as yet another means to economically empower the rural artisans. A potent medium to enable people to utilise present resources by identifying and exploiting market opportunities and setting up own enterprises is the Department of Science & Technology, Government of India sponsored Science & Technology Entrepreneurship Development (STED) Project. EDI's prime orientations today find a prominent place even in the newly formed states of the country such as Uttaranchal, Jharkhand and Chattisgarh.

The Trainers' Training Programmes and the Awards for Best Rural Entrepreneur Trainer-Motivators each time re-charge the pace setters of the Entrepreneurship Movement, i.e. the trainers' community and ensure sustainability of their mission. The Best Bankers' awards also serve the essential purpose of boosting the morale of bankers involved in entrepreneurship development. The picture of the changing entrepreneurial world with its complexities prompts the Institute to keep its NGO Banker Interfaces up on the agenda, as it achieves the purpose of sensitising the

bankers on the needs of trained potential rural entrepreneurs. The cluster based rural EDPs, a breakthrough strategy has ushered in sweeping changes in the approaches to business.

The brainstorming sessions in regular Rural Entrepreneur Trainer-Motivator Meets, manifests itself in the nation-wide acceptance of the entrepreneurship movement. A 3-month long Programme of Rural Business Development Service Providers is a landmark initiative to rapidly improve the basic material well-being of the rural folk in the long run. The Post-Graduate Diploma in Management of NGOs (PGDMN) entails multifaceted development of hard skills & soft skills, leading to successful formulation and implementation of an NGO.

Achievements in this thrust area

◆ Number of REDPs Conducted	610
■ Number of rural poor trained	15243
■ Number of rural enterprises set up	7366
◆ Number of Trainers' Training Programmes Organised	27
■ Number of rural trainers trained	678
◆ Number of National/Regional Workshops on RED strategy for NGOs	18
■ Number of NGO officials sensitised	612
◆ Activities on Informal Micro Credit Delivery System (IMCDS) :	
◆ Trainers' Training Programmes organised	5
■ NGO trainers trained	134
◆ Number of Workshops for CEOs of NGOs on IMCDS	7
■ Number of CEOs attended	182
■ Number of NGO officials re-trained on IMCDS Refresher Course	60
◆ Number of Capacity Building Programmes for NGOs on Sustainability	3
■ NGO trainers trained	48
◆ Number of Policy Sensitisation Workshops organised for Sustainability of NGOs	5
■ Number of officials sensitised	275
◆ Number of Programmes conducted on Financial Management & Accounting for NGOs	3
■ Number of NGO officials trained	70
◆ Number of Rural Youth influenced through Entrepreneurship Awareness Workshop	40
◆ Support to Rural Industries Programmes (RIP) Project of SIDBI (States covered U.P, Uttaranchal, M.P, Chhatisgarh, Bihar, Jharkhand and Orissa)	
■ Number of Technology Demonstrations organised	40
■ Number of Institutions Profiled	30
■ Number of Innovative Projects Developed	30
■ Number of SSIs/Artisans/Potential Entrepreneurs benefitted	1000
◆ International Delegations on Micro Enterprise Development :	
■ Sri Lankan delegates	66
■ From Nepal	60
■ From Bangladesh	10

S.No.	Activity	Location	Duration/Period	Target Group	Objectives & Outcome
2.1 Rural and Micro-Enterprise Development					
2.1.1	SIDBI sponsored REDPs (20)	Regional	1 year	Rural Youth/ Poor	Promotion of Micro Enterprises in rural areas through NGOs/VOs.
2.1.2	NABARD sponsored REDPs (40)		Throughout the year		Target : 1500 Rural Poor/Youths especially in the newly created states will be trained.
2.1.3	Rural Industries Project (RIP) Support to SIDBI	Regional	1-Year Round the year	NGOs and Rural Youth	To extend support in the areas of marketing & technology to SIDBI associated NGOs in the RIP states of U.P., Bihar, Orissa, MP and West Bengal. Target : Creation and strengthening of about 500 artisan led micro-enterprises.
2.1.4	Establishment of Science & Technology Entrepreneurship Development (STED) Projects	Moradabad, Hazaribagh, Pithoragarh & Bageshwar	4 year project Throughout the year	Artisans / Entrepreneurs	A long-term on-going project to ensure setting up of at least 50 enterprises, in a year, based on S&T inputs in each of the STED project.
2.1.5	Group/Cluster based Entrepreneurship Development Programmes (4 Nos.)	Regional	1 year Throughout the year	Artisans	To develop existing rural clusters through business counselling/ technology upgradation with forward and backward linkages. Shifting focus to solutions from training alone and building capacities of artisans. Target: Creation of about 400 micro enterprises.
2.1.6	Workshop for Skill-cum-Technology Development through Science & Technology (STST) - 10 Nos.	Regional	3 days each	Artisans/ Entrepreneurs To be decided	To provide new technology and skills to artisans/rural entrepreneurs for enhancing their productivity. Target : 250 artisans/entrepreneurs.
2.2 Capacity Building Programmes for Micro Enterprise & Micro Finance Development					
2.2.1	Advanced Trainers' Training Programmes (2 Nos.)	EDI Campus Regional	2 weeks each To be decided	NGO - Functionaries	To sharpen skills of NGOs for organising REDPs.
2.2.2	Foundation Trainers' Training Programmes (2 Nos.)	Regional	4 weeks each To be decided	NGO- Functionaries	Building capacities of NGOs for organising REDPs.
2.2.3	Rural Business Development Service Providers/Consultants	EDI Campus	12 weeks To be decided	Fresh Graduates/ NGO Nominees Operating Consultants	Second programme 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 related areas.
2.2.4	Training of Entrepreneurship Facilitators (2 Nos.)	Regional	2 weeks each To be decided	NGO & Project Functionaries	To develop a core group of facilitators for micro enterprise development for KRWSS.
2.2.5	Advisory support for implementation of ED activities	Regional	1 year Throughout the year	Community Supervisors	To facilitate planning and implementation of micro enterprise development activities for KRWSS.
2.2.6	Developing Business Counsellors	Regional	1 year Throughout the year	Community Supervisors	To equip target group with skills to counsel and assist women entrepreneurs for KRWSS.
2.2.7	Training Programme on Micro Finance	Regional	1 week To be decided	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 & Accounting System of NGOs	EDI Campus	2 weeks To be decided	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 (2 Nos.)	EDI Campus Regional	1 week each Sep 16-21, '02 Feb 10-15, '03	NGO Functionaries	To build capacities of NGOs for marketing their rural products in an effective way.
2.4 Sensitisation of Environment & Support System					
2.4.1	A National Seminar on Micro Enterprise and Micro Finance Development	EDI campus	2 days To be decided	Practitioners, Researchers & Policy-makers	To highlight EDI capabilities in the field of micro enterprise and micro finance development and share experiences.
2.4.2	NGO-Banker Interface (4 Nos.)	Regional	3 day each To be decided	NGOs and Bankers	To sensitise bankers towards the needs of REDP trainees and help NGOs establish linkages with banks.
2.4.3	Orientation Programme for Bankers (5)	Regional	3 days each To be decided	Bankers	To develop a linkage between bankers and Self Help Groups (SHGs) to provide more accessibility of micro credit to SHGs.
2.4.4	National Meet of RETMs and Micro Finance Managers	EDI Campus	3 days Dec 18-20, 2002	NGO RETMs and Micro Finance Managers	To provide a common platform for experience sharing and energising the cadre.

(Continued on Page 15)



Performance & Growth of Existing Entrepreneurs

Vision

- ◆ Create 'world class' entrepreneurs

Strategy

- ◆ Work towards offering programmes for existing entrepreneurs to meet 'Fourth Wave' viz. Entrepreneurship Revolution.
- ◆ Open more avenues for export promotion through training interventions.
- ◆ Create awareness on available opportunities through information technology.
- ◆ Promote expansion/ technology upgradation/ modernisation among existing entrepreneurs.

Approach

Over the last few years, there have been some rapid changes on the global economic order. Overwhelming changes in economic policies have germinated a kind of defeatist attitude in our entrepreneurs. More so, because the opening up of the economy has led to marginalisation of our entrepreneurs. The yester era of licensing and direct controls have yielded to free play of markets.

Amidst such a scenario, only an explicit recognition of inherent disadvantages and implementation of rectification measures, in an enterprise can bring about success. In these times of global trend setting, planning for success will have to be informed by an in-depth recognition of markets, identification of the sources of raw material purchase, efficient cost structure, insightful R & D, adoption of new technologies, and adequate financial flow. EDI's cluster development initiative imparts training to entrepreneurs to evolve an environment that facilitates step-matching with the ever changing and demanding market scenario. Such holistic and sustained initiatives have lent tremendous manufacturing, marketing and bargaining leverage to these clusters. International business scenario is underlined with the inevitability of change and amidst such a reality, languishing attitude of entrepreneurs can lead to complete failure. The very focussed Growth-cum-Counsellors' Programmes protect and spur efficiency on the part of entrepreneurs. On similar lines, the Institute's core programme titled, 'Succession Planning for Entrepreneurial Continuity' grooms successors of family businesses for smooth business transition. Under this thrust area, EDI expertise on research, consultancy and training front is clearly implementing initiatives as to successfully target the issues in enterprise survival and growth.

Equally popular and impact-making are the Institute's In-company Executive Development Programmes which aim at inculcating entrepreneurial attributes, knowledge and skills in employees of an organisation, thus bringing about visible enhancement in the over all performance of a company.

The predominant objective of interventions under this thrust area is to bolster the process of economic development. EDI's expertise and experience in business development is fast re-shaping the business landscape. It is not just the process of New Venture Creation that is experiencing a boom but the established small and medium industries are also showing signs of entrepreneurial regrowth and the ability to cope with the myriad issues and problems amidst the economic turmoil.

Achievements in this thrust area

◆ Succession Planning for Entrepreneurial Continuity (SPEC)	13
■ Number of programmes conducted	13
■ Number of successors groomed	224
◆ Performance Improvement Programmes (PIPs) for Existing Entrepreneurs (19 programmes exclusively for women)	49
■ Entrepreneurs trained	1511
◆ Small Industry Management Assistant Programmes (SIMAPs)	37
■ Young graduates developed	868
◆ Total Number of Growth-cum-Counsellors' Programmes Conducted	17
General Growth Programmes	9
Growth Programme exclusively for Women Entrepreneurs	1
Export-oriented Growth Programmes	5
Technology-oriented Growth Programmes	2
■ Total number of entrepreneurs geared up	378
■ Total number of business counsellors developed	337
◆ Growth-cum-Counsellors' Programmes in association with State-level ED Organisations	
■ Entrepreneurs influenced	35
■ Counsellors developed	64
◆ Total Number of Region/ Product-specific Export Workshops	5
■ Business with CIS countries :	
Number of potential exporters developed	23
■ Business with South Africa :	
Number of potential exporters developed	55
■ Software Export	
Number of potential exporters developed	37
■ Business with Australia :	
Number of potential exporters developed	13
◆ Functional Programmes on Strategic Management	4
■ Entrepreneurs trained	62
◆ Intrapreneurship : Corporate Executive Programmes for Zydus-Cadila Group of Companies	
■ Number of Area Business Managers (ABMs) trained in 17 basic programmes	343
■ Number of ABMs trained in 8 Theme-specific Programmes	173
■ Number of Regional Business Managers (RBMs) trained	69
◆ Number of Workshops organised for Executives of Zydus-Neuro Sciences	2
- Executives trained	33

S.No.	Activity	Location	Duration/Period	Target Group	Objectives & Outcome
3.1 Family Business					
3.1.1	14th National Programme on Succession Planning for Entrepreneurial Continuity (SPEC)	EDI Campus	2 weeks Sept 30-Oct 11, 2002	Wards/ Potential Successors of and Family Businesses	Equip wards of businessmen with entrepreneurial competencies prepare for smooth transition.
3.2 SME Growth & Revitalisation :					
3.2.1	Facilitating survival & growth of existing enterprises in Brassparts Cluster in Jamnagar, Gujarat	Jamnagar	2 years Throughout the year	Existing SMEs in the cluster	Technical skill and technology upgradation; quality improvement; cost reduction and productivity improvement in SMEs.
3.2.2	Growth Programmes : Export oriented (2 Nos)	Regional	3 Phases stretched over 4 months To be decided	Small & Medium Enterprises	To facilitate planned growth among established entrepreneurs through focus on project management techniques and export counselling.
3.2.3	2-day Cluster Development Programme (2 Nos.)	Starch & Sago Cluster (Salem) Powerloom Cluster (Burhanpur)	2 days April-May 2002	Existing entrepreneurs in relevant cluster	Generate awareness among cluster specific entrepreneurs on the modes of analysing business operations and formulating common business plans for mutual benefit.
3.2.4	SME Portal Development	EDI Campus/Bangalore	6 months To be decided	SMEs	Creation of a portal on SMEs would help enterprises in promoting their products and also serve as a base for networking in the sector. It would subsequently become a self-sustainable and income-generating activity for the Institute.
3.3 Capacity Building					
3.3.1	Training Programme for Cluster Development Agents (2 Nos.)	EDI Campus & Regional	9 months (in 4 phases) To be decided	Existing entrepreneurs, office bearers of industry associations, institutional nominees from different clusters and officers of industry department	Develop a cadre of Cluster Development Agents and help them formulate action plans for development of clusters besides direct intervention amongst SMEs in different clusters to kick-start action plan implementation.
3.4 Corporate Entrepreneurship					
3.4.1	In-Company Executive Development Programmes (5 Nos.)	Regional/EDI Campus	1 week each To be decided	Managers and Executives of Medium and Large Business Houses	To ensure all-round development of managerial competence of managers and executives of enterprises and also to make them 'intrapreneurial'.
3.4.2	Developing Benchmarks of Behavioural Traits of Pharma Field Managers	EDI Campus	3 months Jan-March 2003	Area Business Managers/ Regional Business Managers	Identification of key behavioural traits and development of need-based selection & appraisal instruments for field managers
3.5 Research & Dissemination					
3.5.1	National Workshop on Growth of SMEs	New Delhi	1 day To be decided	Policy-makers, subject experts, entrepreneurs & funding organisation functionaries	To serve as a dissemination forum of EDI expertise in the area as also a means to understand new developments in the area of relevant training, consultancy and research.
3.5.2	Publication on 'Business Counselling and Cluster Development'.	EDI Campus	2 months Apr-May 2002	Policy makers/Govt. functionaries/Private BDS providers/Entrepreneurs/Students of management	The publication is to be bifurcated into two sections so as to focus on : (1) "Management of the Indian Small & Medium Enterprise Industrial Economy : A Handbook for Practitioners" and (2) "Business Management and Economics for Indian SMEs : A Handbook for Practitioners" to promote better understanding on management and cluster development related requirements to ensure survival and growth of SMEs.
3.6 International Programme					
3.6.1	Management Development Programme	EDI Campus	6 weeks Jan 13-Feb 21, 2003	Managers/Executives/Owner-Managers from developing countries	To develop professional skills of participants to make them effective and efficient managers.



Performance Improvement of ED Organisations & ED Programmes

Vision

- ◆ Put in place a comprehensive Entrepreneurship Development Policy at national and state level, thus integrating ED strategy with plans and budgets
- ◆ Further institutionalise ED activities by establishing Institutes / Centres of Entrepreneurship Development in most states of India.

Strategy

- ◆ Constantly identify constraints to emergence of new entrepreneurs and strive to remove them through programmes and policy interventions.
- ◆ Extend assistance to states in managing new and existing ED organisations effectively.
- ◆ Extend the spheres of knowledge on entrepreneurship through research activities.
- ◆ Create a Resource Centre of information, opportunities, tools & techniques, etc. for entrepreneurship teachers, trainers and ED organisations.

Approach

Insignificant utilisation of the natural resource base of a country may severely impair its competitiveness, making the economy sluggish in growth. It has also been recognised that entrepreneurs play a vital role in triggering the process of growth in a static society as also sustaining such a development. A network of ED institutions, by implementing a range of entrepreneurship development activities, are training and inducing in people the urge to set up enterprises and achieve exemplary results. EDI, by extending support to state governments in the establishment of these institutions, is clearly living up to the responsibility of propelling economic growth. Increased efforts in this direction especially in the newly formed states, would create inducements for people to take to entrepreneurship. Research into the area is also encouraged because of its great bearing on entrepreneurship development by suitably forecasting existing and future trends and times, and setting targets for future. The success of capacity building interventions for the ETMs is also visible in some worthwhile results, nationally and internationally. The strong competitive economy of today necessitates the ETMs to be armed with know-how on latest business concepts, trends and approaches. This need is also focussed upon by way of capacity building programmes on emerging areas. Federation of Entrepreneurship Development Institutions (FEDI) which has grown into an acclaimed institution in itself enshrouds a spectrum of ED activities and plays a catalytic role amidst changing paradigms. Yet another endeavour which targets the interior pockets of the nation and which has resulted in the birth and consolidation of several enterprises, is an intensive, highly structured distance education programme on New Venture Creation under the title of Diploma in Business Entrepreneurship and Management. Awards for Best Entrepreneur Trainer-Motivators encourage ETMs to march ahead with their mission, despite upheavals.

Under the expertise of the Institute, Entrepreneurship as a movement has earned a distinctive identity and the signs of this growth are widespread.

Achievements in this thrust area

◆ Open Learning Programme in Entrepreneurship (OLPE)

Launched in January 1995

■ Number of batches announced	28
■ Number of learners enrolled	2387
■ Number of S&T learners	1598
■ Number of Non-S&T category	789
■ Number of women learners	467

◆ National Trainers' Course

■ Trainers developed	272
■ Trainers accredited	170

◆ Functional Trainers' Programmes on

■ Entrepreneur Selection, Motivation, Counselling and Competencies

- Professionals trained 50

■ Business Opportunity Identification & Guidance

- Professionals trained 44

■ Project Report Preparation

- Professionals trained 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
■ Tamil Nadu Corpn. For Development of Women	184
■ Kudumbashree, Kerala	19



Performance Improvement of ED Organisations and ED Programmes

2002-2003

S.No.	Activity	Location	Duration/Period	Target Group	Objectives & Outcome
4.1 ED Institutions					
4.1.1	Research Study : Profiling of State ED Institutions	National	6 months July-Dec 2002	ED Institutions	To study strengths and weaknesses of state ED institutions and find ways & means to contribute to their better performance. Organisational audit can be offered.
4.1.2	Chairmen/CEO Meet	EDI Campus	1 day To be decided	ED Institutions	To discuss emerging issues and answers from the above (4.1.1) study and decisions at the highest level.
4.1.3	Setting up of new IEDs/CEDs and Support to Existing Ones	Regional	1 year Throughout the year	State ED Institutions	For promoting ED related activities in newly formed states, interactions amongst policy-makers/bankers/support system organisations will be facilitated; project report may be prepared for some of them (e.g. Uttaranchal, Jharkhand and Goa) and continuous support will be extended to the existing IEDs/CEDs.
4.1.4	Workshop/Programme on Strategic Planning for ED Organisations	EDI Campus	3 days To be decided	CEOs of ED Institutions	To help CEOs acquire skills related to strategic planning for better management and effective functioning.
4.1.5	Knowledge and Skill Upgradation Programmes for Existing Entrepreneur Trainer-Motivators on different themes viz., (a) Franchising, (b) Export, (c) Industrial Cluster and (d) Research Methodology	EDI Campus	1-2 weeks To be decided	Entrepreneur Trainer-Motivators	These programmes 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.
4.1.6	Award for Best Women Entrepreneur Trainer-Motivators (WETMs)	EDI Campus	1-day Dec 18, 2002	WETMs of ED Institutions	To enthuse and motivate women ETMs to contribute more towards entrepreneurship development. Award installed by IDBI.
4.2 New Enterprise Creation					
4.2.1	Open Learning Programme in Entrepreneurship (OLPE)	National	1 year Throughout the year	Graduates & Under Graduates with 3 years work experience	To help learners acquire knowledge on setting up their own businesses through distance learning and personal counselling.
4.2.2	Convention of OLPE Learners	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	Orientation Programme for OLPE Counsellors	EDI Campus	1 week To be decided	OLPE Counsellors	To help counsellors improve their knowledge and skills for effective implementation of the programme with special focus on Business Opportunity Guidance, Project Report Preparation, Achievement Motivation Training, etc.
4.2.4	Review & Update of OLPE Study Material	--	Throughout the year	OLPE Learners	To review present teaching material and revise it, thus incorporating latest changes and new insights so that the quality of inputs is substantially improved.
4.3 Research & Dissemination					
4.3.1	Review of EDP Model	National	1 year Throughout the year	ED Institutions	The existing EDP Model needs to be upgraded in view of the changed economic scenario. An appropriate model for conducting cost effective and result-oriented EDPs will emerge for benefitting all ED organisations.
4.3.2	National Directory of Entrepreneurship Development (ED) Trainers	National	1 year Throughout the year	ETMs of ED Institutions	Updated edition of this directory will help ED organisations and ETMs in establishing a network and drawing the resources available to implement their programmes effectively
4.3.3	Developing Programmes for (a) Retail Trade, (b) Construction and (c) Service Sectors	National	6 months July-Dec 2002	Entrepreneurs	A preliminary study will lead to designing of appropriate EDP Model for retail trade/construction/service sector opportunities.
4.3.4	Cases of Impact Making Entrepreneurs (Part 2)	National	1 year 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.
4.4 International Programmes					
4.4.1	Skill Development Programme for Promoting and Strengthening Women Entrepreneurship in the Asia Pacific Region	EDI Campus Feb-Mar 2003	4 weeks	Professionals engaged in promoting Women Entrepreneurship	A comprehensive training package to train Entrepreneur Trainer-Motivators and Business Counsellors for initiating, planning and implementing ED activities for women entrepreneurs as also to groom them as effective business counsellors. Indian experiences on Small Enterprise Creation by women will be shared.



Entrepreneurship Environment & Support System

Vision

- ◆ Achieve the status of an apex institution that creates an environment conducive to entrepreneurship by knitting together all relevant players viz. support system institutions, governments and potential / existing entrepreneurs.

Strategy

- ◆ Design appropriate training interventions that lead to awareness creation, knowledge enhancement and skill development, thus ensuring a more pro-active role on the part of support system officials.
- ◆ Take up research studies to bring about policy changes for the benefit of the entrepreneurial community.

Approach

The burgeoning business sector of some of the most powerful economies the world over is an evidence of an enabling support system. An entrepreneur friendly regime with almost nil or no rigid controls and convoluted policies would certainly ensure an upsurge on entrepreneurship front. Programmes under this thrust area are guided by this prime endeavour.

Training interventions under this area, target the support organisation, policy makers, bankers and other facilitators. Programmes focussing on Project Appraisal and Entrepreneur Assessment develop insights into project formulation and appraisal, thus enabling assessment of the profitability position and the cash generation capability of the enterprise concerned. Entrepreneur Assessment Techniques in the perspective of the social, economic and political environ are also delved into. Substantial application of UNIDO's developed software and systems enable satisfactory exploration into possible result-oriented alternatives and assessment techniques. Several programmes have also been planned to develop business counselling and economic analysis skills of consultants, bankers and executives of Industry Associations.

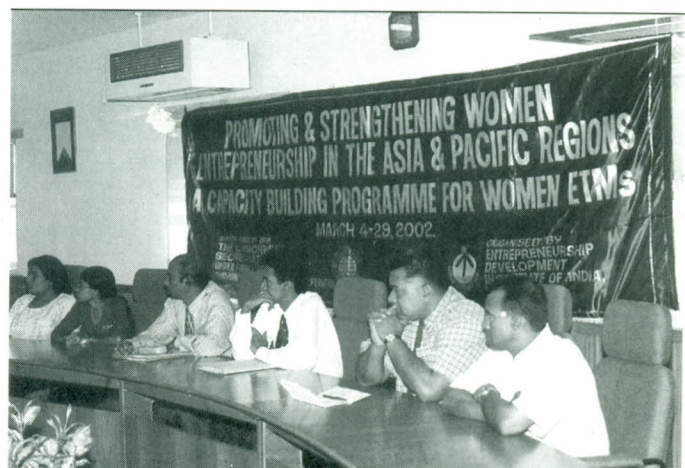
EDI also retains its focus on maintaining developments in organisations by developing human resource of these organisations which in turn leads to strengthening of their structural framework. Several appropriate workshops and training interventions have been planned with this motive and this process of capacity building incorporates hard and soft skill development process. On account of its unparalleled experience and expertise in New Venture Creation, rehabilitation and growth, the Institute has also been making presentations to policy makers, implementers and highflying entrepreneurs as to sensitise them to the need for implementing ED activities, across the country.

Programmes to revitalize clusters have ensued holistic and sustained development in various industrial clusters. Product and process innovations and widened market contacts have replaced sluggish growth in these clusters. However, the 'force' that introduces and ensures this dynamism and its continuum is the cadre of Cluster Development Agents. Under this thrust area, EDI conducts programmes for Cluster Development Agents to equip them with skills that help them envision and implement upgrowth strategies for a given cluster.

EDI's initiatives in this thrust area have been playing a major role in creating an enabling environment conducive to entrepreneurship.

Achievements in this thrust area

◆ Entrepreneurs' Meet	11
◆ Number of ED Orientation Programmes for Officers of DICs/ Banks/ Financial Institutions	26
■ Number of officers sensitised	568
◆ Number of Extension Motivation Programmes for Support System Officials	12
■ Officers trained	240
◆ Number of FBEL 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)	
■ Number of officers trained	48
◆ Intrapreneurship Programme for Govt. Officials of Jammu & Kashmir	
■ Officials trained	26
◆ NGO-Banker Interface	12
■ Number of NGO-CEOs participated	195
■ Number of bankers participated	189
◆ Workshops on Women Entrepreneurship, Gender & Entrepreneurship Dev. Under GTP of Gol	
■ Number of resource persons trained (5 states)	22
■ Number of workshops organised in 2 states (UP & MP)	4
◆ Training Programme for Developing Cluster Development Agents (CDAs)	2
■ Number of support system officials trained as Cluster Development Agents (CDAs)	60
◆ Training Seminar for Executives of Industry Associations	2
■ Number of Executives sensitised	33



Entrepreneurship Environment and Support System

2002-2003

S.No.	Activity	Location	Duration/Period	Target Group	Objectives & Outcome
5.1 Programmes for Financial Support System					
5.1.1	Training Programme on Project Appraisal and Entrepreneur Assessment (2 Nos : 1 All Bank Specific and 1 for Co-op. Banks)	At Bank Training Centre	6 days each July & Sept 2002	Bankers, Investment Promotion Officials & Officers of Financial Institutions	To sharpen skills of appraisal officers in the areas of overall project formulation and appraisal. Thrust will be more on entrepreneur assessment techniques as per Kapur Committee recommendations.
5.1.2	Training Programme on Entrepreneur Assessment (2 Nos.)	At Bank Training Centre	3 days each Aug & Oct 2002	Bankers, Investment Promotion Officials & Officers of Financial Institutions	20 Officers of banks that have shown interest in getting their credit officers trained will be trained under each of these programmes on various Entrepreneur Assessment Techniques. Efforts will be made to include Private Sector and Co-operative Banks as well.
5.1.3	Business Counsellors' Seminar for Bankers	EDI Campus	4 days August-02	Bankers, Investment Promotion Officials & Officers of Financial Institutions	20 officers of banks, investment promotion organisations and financial institutions will be equipped for effective business counselling.
5.1.4	Training Programme on Financial & Economic Analysis of Industrial & Infrastructure Projects through UNIDO Software	Bangalore	10 days April-02	Project Appraisal Officers of Developmental/ Financial Institutions	Around 20 officers already well acquainted with basic techniques of financial appraisal will be trained further to sharpen their analytical skills for taking effective investment decisions.
5.2 Workshop/Seminar					
5.2.1	Training seminar for Small Industry Association Executives (3 Nos.)	EDI Campus/Regional	1 week each To be decided	Office Bearers of Industry Associations & Policy-makers	20 officers of Industry Associations will be trained in each seminar to provide a paradigm shift to industry association from a lobbying organisation to that of a Business Development Service provider.
5.3 Research					
5.3.1	Developing a 'National Entrepreneurship Policy'	EDI Campus	1 year Throughout the year	Govt. Support System Officers & Policy-makers	A policy paper on entrepreneurship, spelling out needs and actions to widen the entrepreneurial base and remove entry and growth barriers.
5.3.2	Study on the Training Needs of Bankers	Various locations	6 months Apr-Sept 2002	Officers above the scale of JMG	A study on knowledge and skill gaps as perceived by bankers/financial institutions (last study was in 1989) in dealing with SMEs. This will provide inputs for programme designing.
5.4 International Programmes					
5.4.1	Training Programme on Industrial Project Preparation & Appraisal	EDI Campus	6 weeks Jan 6-Feb 14, 2003	Bankers, Investment Promotion Officials & Officers of Financial Institutions	To improve and update participants' project appraisal techniques and decision making process so that improved viability and returns are ensured.
5.4.2	Sector-specific Seminar on Industrial Project Preparation & Appraisal	EDI Campus	2 weeks Nov-Dec 2002	Appraisal Officers from financial institutions in developing countries	To equip appraisal officers with capacities to take judicious lending decisions in specific industrial sector.

Micro Enterprise and Micro Finance Development

(Continued)

2.4.5	EDI Awards for Best RETMs	EDI Campus	1 day Dec 18, 2002	RETMs	To recognise the contribution of RETMs and motivate them further in micro enterprise development.
2.4.6	EDI Awards for Best Bankers	EDI Campus	1 day Dec 18, 2002	Bankers	To recognise the contribution of bankers and motivate them further in micro enterprise development.
2.5 Integrated Efforts in Pre-Identified NGO in Kerala for Entrepreneurship Development					
2.5.1	A package of activities including Sensitisation Workshop, Trainers' Training Programme, REDP, Performance Improvement Programme, Business Counsellors Programme, etc.	EDI Campus/ Kerala	1 year To be decided	NGO Professionals & Support System Officials	An integrated package for development and sustenance of group entrepreneurship in Kerala, a special project.
2.6 Others					
2.6.1	Offering need-based Consultancy Services/Training to NGOs for bringing SHGs from the stage of savings/pre-micro enterprise to the level of micro enterprise.	1 year National	NGOs	Help NGOs in building capacities of Throughout the year	SHGs and their members to bring them into micro-enterprise promotion activities.
2.7 International Programme					
2.7.1	International Programme on Micro Enterprise Development and Micro Credit Management	EDI Campus	4 weeks To be decided	NGO - Functionaries/	To develop a cadre of professionals in developing countries who could Govt. Officialsorganise micro enterprise and micro finance development programmes.



Strategic International Programmes

Vision

- ◆ Become a Resource Centre to fulfill capacity building needs of developing countries in the areas of *Entrepreneurship Development and Investment Promotion*.

Strategy

- ◆ Focus training interventions on most promising geographical locations.
- ◆ Follow systems approach by integrating a variety of Entrepreneurship Development and Investment Promotion Interventions to facilitate visible & measurable results.

Approach

Realising the upsurge that an entrepreneurial economy gets, governments, across the globe, are motivating people to come in the mainstream, by introducing business friendly policies and by easing the existing procedures and formalities. Driven by increasing competition, privatisation and creation of global markets, the business paradigms are rapidly changing. The coming times will beckon only the technologically literate and globally aware.

Developing countries, in particular, are at maximum risk and require significant restructuring and refocussing. A systematic approach to identification of business opportunities, formulation and appraisal of business plans with focus on cost effective technologies is bound to open new horizons for industrial development. Research by UNIDO indicates that lack of entrepreneurial abilities as also well studied industrial projects act as key constraints to industrialisation of developing countries. A strong competitive economy, therefore, requires capacity building of individuals and institutions shouldering the responsibility of investment promotion & industrial development.

EDI has been declared as a Resource Centre to fulfill capacity building requirements of developing countries in Asian, African and Arab regions in the areas of Entrepreneurship Development and Investment Decision Making. Stellar impact and results are targetted by global partnerships and pioneering initiatives.

Institutionalisation of the Arab Regional Centre, with the support & services of EDI is a major accomplishment. The centre will act as a focal point towards espousing entrepreneurship development in the Middle East. Under this thrust area, the Institute has been conducting/undertaking New Enterprise Creation Programmes, Institution Building Initiatives, Bankers and Small & Medium Enterprise Development Programmes across the African continent and the Middle East. Initiatives on the Micro Finance and Micro Enterprise Development Front have strengthened and revitalised the existent structures & approaches of countries in South Asian & African continent. This focus on developing competitive advantage of nations has been supported by national/international level institutions like the Indian Technical and Economic Co-operation, Govt. of India, UNIDO, the Commonwealth Secretariat, London, UK and the like.

Through the European Union programmes the Institute aims at crystallising inter-regional alliances and removing information asymmetries between Indian and the European entrepreneurs. EDI's success in the area of entrepreneurship development and investment promotion in developed and developing countries of the globe have enabled them to envision upgrowth by harnessing their entrepreneurial potential.

Achievements in this thrust area

◆ Programmes for Entrepreneur Trainer-Motivators (ETMs) for Developing Countries	15
■ Total number of trainers trained	259
◆ Number of Polytechnic Teachers trained as Resource Persons for Commonwealth Association of Polytechnics in Africa (CAPA)	18
◆ Number of programmes on Industrial Project Preparation & Appraisal for Developing Countries	12
■ Number of appraisal officers trained	249
◆ Number of Inter-Regional Workshops on Entrepreneurship for Policy-makers of African/ Asian/ Francophone and CHOGRM member countries	4
■ Countries participated	35
◆ UNIDO Project on Women Entrepreneurship	
■ Number of women entrepreneurs trained	21
■ Number of women entrepreneur trainer-motivators trained	25
■ Number of financial/ appraisal officers dealing with projects of women entrepreneurs trained	22
◆ Technical Training to Women Entrepreneurs of Developing Countries	
■ Number of women entrepreneurs from Sri Lanka	20
■ Number of women entrepreneurs from Nepal	19
◆ International Training Programmes on Micro Enterprise & Micro Finance Management	6
■ Number of NGO professionals from developing countries trained	88
◆ Achievements under UNIDO & Gol-sponsored Inter-Regional Centre (IRC)	
■ Training Programmes on Industrial Project Preparation & Appraisal	7
■ Number of Appraisal Officers trained	119
In Bahrain for Arab Region :	
■ Number of Professionals trained under Training of Trainers for New Enterprise Creation	27
■ Number of Potential Entrepreneurs trained for New Enterprise Creation	20
■ Number of Business Counsellors groomed for Growth of SMEs	12
Activities in African Region :	
■ Number of Support System Officials attended the Preparatory Workshop on Interventions to Facilitate Investment Promotion organised in Mozambique	27
■ Number of participants in the Seminar on Project Identification, Formulation and Screening conducted in Mozambique	23
■ Number of professionals trained under Industrial Project Preparation & Appraisal organised in Mozambique	15
■ Number of Business Counsellors groomed in Mozambique for growth of SMEs	23
■ Number of Mozambican Entrepreneurs benefitted from Enterprise Upgradation Programme	14
■ Number of Trainers trained in Industrial Management organised in Tanzania	15

S.No.	Activity	Location	Duration/Period	Target Group	Objectives & Outcome
6.1 Region/Country - specific Programmes					
6.1.1	Pilot New Enterprise Creation (NEC) Programme	Khartoum (Sudan)	4 weeks April-May 2002	Potential Entrepreneurs	To provide on-the-job-training to trained trainers for institutionalising ED activities for New Enterprise Creation.
6.1.2	Pilot New Enterprise Creation (NEC) Programme	Amman (Jordan)	4 weeks April-May 2002	Potential Entrepreneurs	To provide on-the-job-training to trained trainers for institutionalising ED activities for New Enterprise Creation.
6.1.3	Appreciation Workshop On Entrepreneurship Development (ED) Interventions	Jeddah (Saudi Arabia)	3 days May-02	CEOs/Senior Officials of Government & developmental institutions	To generate awareness on ED process and conditions necessary for creating a conducive environment wherein entrepreneurs can prosper.
6.1.4	Seminar on Project Identification, Formulation & Screening	Jeddah (Saudi Arabia)	2 weeks June-02	SEDI staff & other professionals from financial institutions, developmental institutions & academia	Build capacities of officials in the area of Business Opportunity Identification.
6.1.5	Trainers' Training Programme for New Enterprise Creation	Jeddah (Saudi Arabia)	2 weeks July-August 2002	SEDI 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.
6.1.6	Pilot New Enterprise Creation (NEC) Programme	Jeddah (Saudi Arabia)	4 weeks Oct-Dec 2002	Potential Entrepreneurs	To provide on-the-job-training to trained trainers for institutionalising ED activities for New Enterprise Creation.
6.1.7	Seminar on Intrapreneurship	Jeddah (Saudi Arabia)	2 weeks Jan-03	Executives of SMEs	To develop intrapreneurial skills among executives thus ensuring performance improvement of SMEs.
6.1.8	Appreciation Workshop On Entrepreneurship for Arab Region	EDI Campus	3 days October-02	Policy makers from Arab Countries	To mobilise support for ED interventions in the entire Arab Region by sensitising policy makers.
6.2 Open Programmes					
6.2.1 & 1.7.1	Faculty Development Programme (FDP) in Entrepreneurship	EDI Campus	6 weeks Sept 23-Nov 01, '02	Faculty from educational institutions in developing countries	To develop professional skills of teachers of higher education to conduct entrepreneurship courses effectively.
6.2.2 & 3.4.1	Management Development Programme	EDI Campus	6 weeks Jan 13-Feb 21, 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 Jan 6-Feb 14, 2003	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 & 5.4.2	Sector-specific Seminar on Industrial Project Preparation & Appraisal	EDI Campus	2 weeks Nov-Dec 2002	Appraisal Officers from financial institutions in developing countries	To equip appraisal officers with capacities to take judicious lending decisions in specific industrial sector.
6.2.5 & 2.8.1	Training Programme on Managing Micro Enterprise & Micro Finance Development	EDI Campus	4 weeks Oct-Nov 2002	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.
6.2.6 & 4.4.1	Skill Development Programme for Promoting and Strengthening Women Entrepreneurship in the Asia Pacific Region	EDI Campus	4 weeks Feb-Mar 2003	Professionals engaged in Women Entrepreneurship	A comprehensive training package to train Entrepreneur Trainer-Motivators and Business Counsellors for initiating, planning and implementing ED activities for women entrepreneurs and to groom them for effective business counselling. Indian experiences on Small Enterprise Creation by women will be shared.
6.3 Networking of European-Indian SME Entrepreneurs :					
6.3.1	Enterprise Networking : Exchange Visit and Workshop	EDI Campus/ U.K.	1 week Aug-Sept 2002	Entrepreneurs from Europe and India	To apprise European entrepreneurs on various aspects of 'Doing Business with Indian SMEs' with a view to facilitating linkages between European and Indian SMEs.



Innovation Centre

A National Facility for Science & Technology based Entrepreneurial Innovations

Vision

- ◆ Become a Resource Centre for information on innovative / science and technology based project ideas and processes.
- ◆ Act as a catalyst in commercialisation of new / innovative project ideas / product processes.

Strategy

- ◆ Identify various sources of innovative projects / processes.
- ◆ Increase interaction with R & D laboratories and establish linkages with scientists
- ◆ Assess the viability of innovations and share this information with maximum number of entrepreneurs.
- ◆ Constantly add to / update the data bank on new products / processes.

Approach

The major developments taking place in the pattern of industrial development across the world, have intensified globalisation of products and services. More so, in an economy which is so perfectly competitive, entrepreneurs need to become increasingly conscious about improved services and improved quality standards. It is important for an entrepreneur to envision a growth plan which encompasses technological and organisational upgradations.

While technologies indigenously developed in R&D laboratories / universities / project research centres are inherently sound, either entrepreneurs are not aware of them or the technologies are not always suitable for production on a commercial scale.

A National Facility for Science and Technology based Entrepreneurial Innovations sponsored by the National Science & Technology Entrepreneurship Development Board (NSTEDB), Department of Science & Technology (DST), Govt. of India set up at EDI bridges the gap between entrepreneurs and scientists / laboratories.

The Centre facilitates evolution of technology driven enterprises. The technical experts of the Centre offer process and product technologies which are developed in-house as also secured from other scientific laboratories in the sub-continent. The Centre's data bank which compiles information on innovative technologies and projects to support existing / potential growth-oriented entrepreneurs disseminates this information through sector / product specific seminars and workshops. In order to enhance quality and competitiveness of industrial manufacturing processes and products in varied sectors, such as; glass industries, air conditioning & refrigeration, fabrication, bearing, electroplating & electro-polishing etc., one-to-one counselling of entrepreneurs would be focussed upon. In-plant training to engineers of an industry would become an integral part of institute's aims & mission as an international technology resource.

Innovation Centre

2002-2003

S.No.	Activity	Location	Duration/Period	Target Group	Objectives & Outcome
7.1 Commercialisation of Innovations					
7.1.1	Commercial Utilisation of New Product/ Process Technologies	Client-based	Throughout the year	Existing/ Prospective Entrepreneurs & Industrial Clusters	Commercialisation of Innovative Technologies. Target : 5. Already some 20-25 processes have been selected.
7.2 Technology-based Programmes and Workshops					
7.2.1	Corrosion in Plants and Pipelines	In Plant	2 days, Sep-02	Experienced Tech.Managers of SMEs	Enhancement of plant life.
7.2.2	Optimisation of materials of construction and their heat treatment. Sector - Engg.	In Plant	2 days Nov-02	Experienced Tech.Managers of SMEs	Cost reduction and quality improvement of machines.
7.2.3	Minimising Sewage Water Pollution (detoxification of Sodium-Yanidi). Sector-Engineering	In Plant	2 days Dec-02	Experienced Tech. Managers of SMEs	Minimising environmental pollution.
7.2.4	Production of Hygienic Surface while manufacturing Pharma machines. Sector - Pharma Machine Mfg.	In Plant	2 days Jan-03	Experienced Tech.Managers of SMEs	Improvement of quality of pharma products.
7.2.5	Indigenisation of Glass Machinery Spare Parts. Sector - Glass Industry.	In Plant	2 days Feb-03	Experienced Tech.Managers of SMEs	Cost reduction.
7.2.6	Automation in Brazing & Soldering. Sector - Airconditioning & Refrigeration.	In Plant	1 day Mar-03	Experienced Tech.Managers of SMEs	New technology awareness.
7.3 Technology Sourcing & Dissemination					
7.3.1	Database for Technology Sourcing	EDI Campus	1 year Throughout the year	New & Existing Entrepreneurs	To help potential entrepreneurs adopt new technologies and the existing ones diversify their business by switching over to new/innovative technologies.
7.3.2	Website Development of Technology Database	EDI Campus	6 months Oct 2002-Mar 2003	New & Existing Entrepreneurs	Dissemination of information on available technologies to entrepreneurs.
7.3.3	Exploring possibility of technology based information dissemination through Video Conferencing	Need-based	1 year Throughout the year	New & Existing Entrepreneurs	Dissemination of technology related information to entrepreneurs.
7.3.4	Dissemination of information on innovative products/processes through EDI Newsletter	EDI Campus	1 year Throughout the year	New & Existing Entrepreneurs/ IEDs/CEDs/ SMEs	Awareness creation on available innovative products/processes.

Centre for Research in Entrepreneurship Education and Development (CREED)

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, if the entrepreneurship movement needs to be institutionalised throughout the globe. The Centre encourages enquiries into education, innovations in training methodology, impact of industrial policies, rural entrepreneurship and innovative credit delivery system 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', a 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 the 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.

CREED

2002-2003

S.No.	Activity	Location	Duration/Period	Target Group	Objectives & Outcome
Research, Documentation and Publication					
1	Case-studies on Marketing of Rural Products (10 Nos.)	National	1 year Throughout the year	NGOs Involved in Marketing of Rural Products	A documentation of rural marketing strategies of NGOs, highlighting meaningful marketing interventions. This tool may help NGOs enter the field of marketing.
2	Impact Assessment of EDI-REDP Activities	National Apr-Sept 2002	6 months	EDI	To project the importance of EDI-RED strategy and its impact at national level. Target: Study of RED implementing NGOs in collaboration with EDI, trained entrepreneurs and trainer-motivators all over the country.
3	Preparation of a Handbook on Micro Finance	EDI Campus	1-year Throughout the year	Students of PGDMN and MFI Practitioners	To highlight the holistic and comprehensive view of micro finance at global and national level. A documentation/guide for trainers, NGO workers and micro finance professionals.
4	Potential Industries Survey of District Rural Regional Industries Programme (DRIP) : 5 districts		1 year Throughout the year	DRIP Area Industries	To assess potential business opportunities in DRIP districts for establishing micro enterprises.
5	Review of EDP Model	National	1 year Throughout the year	ED Institutions	The existing EDP Model needs to be upgraded in view of the changed economic scenario. An appropriate model for conducting cost effective and result-oriented EDPs will emerge for benefitting all ED organisations.
6	Cases of Impact Making Entrepreneurs (Part 2)	National	1 year 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.
7	Developing a 'National Entrepreneurship Policy'	EDI Campus	1 year Throughout the year	Govt. Support System Officers & Policy-makers	A policy paper on entrepreneurship, spelling out needs and actions to widen the entrepreneurial base and remove entry and growth barriers.
8	Study on the Training Needs of Bankers	Various locations	6 months Apr-Sept 2002	Officers above the scale of JMG	A study on knowledge and skill gaps as perceived by bankers/financial institutions (last study was in 1989) in dealing with SMEs. This will provide inputs for programme designing.
9	Journal of Entrepreneurship	--	Bi-annual	Academic Community	To share research findings with the academic community and enhance the boundaries of knowledge in entrepreneurship.
10	Short-term Fellowships in Entrepreneurship Research	EDI Campus	2-12 weeks each Throughout the year	Researchers	Up to 5 fellowships to ED trainers, teachers, researchers to work on specific themes; travel, on-campus residence and library support.

EDI Publications

- | | | |
|-----|--|---------------------------------|
| 1. | Entrepreneurship Development Programme in India and its Relevance to Developing Countries
- V. G. Patel | Rs. 150/- US \$10 |
| 2. | Developing New Entrepreneurs | Rs. 250/- US \$ 20 |
| 3. | Self-Made Impact-Making Entrepreneurs | Rs. 300/- US \$ 22 |
| 4. | National Directory of Entrepreneur Trainer-Motivators and Resource Persons
- compiled by S.B.Sareen & H. Anil Kumar | Rs. 190/- -- |
| 5. | In Search of Identity - The Women Entrepreneurs of India
- Ajit Kanitkar & Nalinee C. | Rs. 200/- US \$ 15 |
| 6. | A Manual on How to Prepare a Project Report
- J.B. Patel & D.G.Allampally | Rs. 150/- US \$ 10 |
| 7. | A Manual on Business Opportunity Identification & Selection
- J.B. Patel & S.S. Modi | Rs. 200/- US \$ 15 |
| 8. | Performance Improvement Booklets for Existing Entrepreneurs | Rs. 50/- US \$ 4
per Booklet |
| | <ul style="list-style-type: none"> i. Budgeting ii. Energy Conservation iii. Cost Consciousness for SSI iv. Business Plan for SSI v. Cash Flow in Small Business Management vi. Understanding Value Engineering vii. Basics in Export Marketing viii. Just in Time viii. Record-keeping in Small Business Management (Hindi) ix. Statutory Aspects in Small Scale Industries | |
| 9. | Not Born - The Created Entrepreneurs
- Jose Sebastian & Sanjay Thakur | Rs. 200/- US \$ 15 |
| 10. | New Initiatives in Entrepreneurship Education & Training
- Edited by Gautam Jain & Debmuni Gupta | Rs. 200/- US \$ 15 |
| 11. | The Seven Business Crises & How to Beat Them
- V.G. Patel | Rs. 225/- US \$ 16 |
| 12. | A Handbook for New Entrepreneurs
- Edited by Dr. P. C. Jain | Rs. 595/- |
| 13. | Evaluation of Entrepreneurship Development Programmes
- D.N. Awasthi & Jose Sebastian | Rs. 250/- US \$ 20 |
| 14. | Doing Business in India - The Street Smart Entrepreneurs
- V. Padmanand & P. C. Jain | Rs. 425/- US \$ 109 |
| 15. | The Journal of Entrepreneurship
(Published by Sage Publications) | Rs. 425/- US \$ 109 |
| 16. | EDI Reports(Newsletter - free circulation on request) | |

Video Cassettes

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

EDI Governing Body Members AS ON 31st MARCH 2002

Shri P.P. Vora

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

Dr. Yoginder K. Alagh

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

Shri D.P. Bagchi

Chief Secretary
Government of Orissa
Bhubaneswar

Shri Subodh Bhargava

Former Group Chairman & Chief Executive
Eicher Goodearth Ltd. &
Former President-CII
New Delhi

Ms. Madhura M. Chatrapathy

Director
Asian Centre for Entrepreneurial
Initiatives (ASCENT)
Bangalore

Shri M.A. Krishnan

Chief General Manager
(Development Banking)
State Bank of India
Mumbai

Shri L. Mansingh

Principal Secretary
Industries & Mines Dept
Govt. of Gujarat
Gandhinagar

Shri Y.C. Nanda

Chairman
National Bank for Agriculture &
Rural Development
Mumbai

Dr. Sailendra Narain

Chairman
Centre for SME Growth and
Development Finance
Mumbai

Shri P.B. Nimbalkar

Chairman & Managing Director
Small Industries Development
Bank of India
Lucknow

Shri P. H. Ravi Kumar

Senior General Manager
Industrial Credit and Investment
Corporation of India Ltd
Mumbai

Shri V. P. Singh

Chairman & Managing Director
Industrial Finance Corporation of India Ltd
New Delhi

Shri V. Venkateswarlu

Executive Director
Industrial Development Bank of India
Mumbai

Dr. V.G. Patel

Vice President & Director
EDI
Ahmedabad



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