

8th BATCH



ediPGP

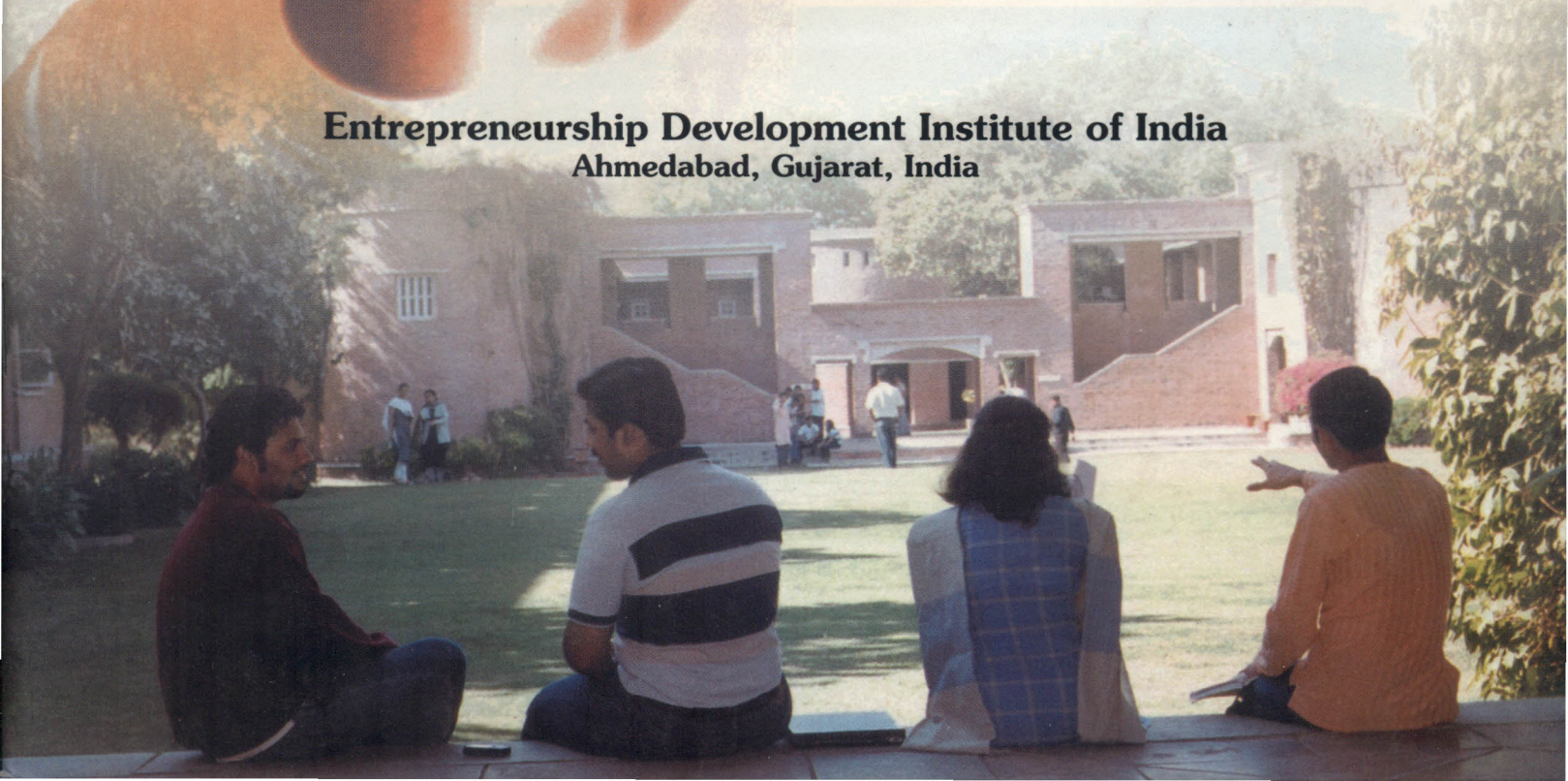
PROSPECTUS
2005 - 2006

Structure, Faculty, Selection Procedure & Forms

**Post Graduate Diploma in
Business Entrepreneurship &
Management (PGDBEM)**

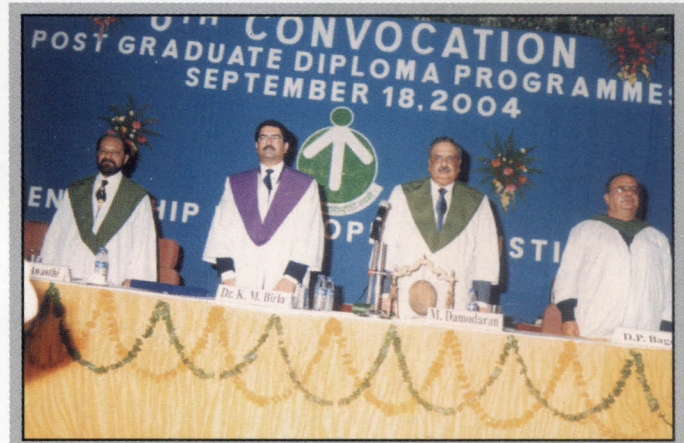
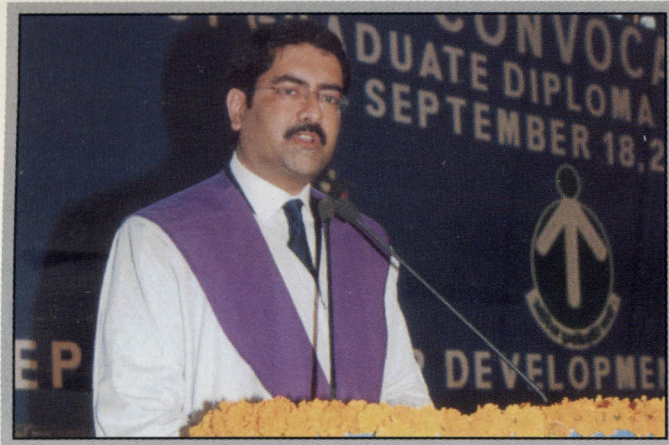
**Post Graduate Diploma in
Management of NGOs (PGDMN)**

Entrepreneurship Development Institute of India
Ahmedabad, Gujarat, India



Sixth Convocation of EDI-PG Programmes 18th September, 2004

Chief Guest : Dr. Kumar Mangalam Birla
Chairman, Aditya Birla Group





Dear Aspirant,

Business schools, these days, have opened their doors to entrepreneurship inputs. For years, these institutions concentrated on creating efficient managers. The graduates would inevitably end up managing an already existing business enterprise and working towards its upward flow of profits. Setting up small enterprises was not thought of as an area that required training...after all, isn't Bill Gates, one of the most successful entrepreneurs of the decade, a college dropout?

Many factors, however, have led the B-schools to change their stand. The job market doesn't really offer an open-arm welcome and many find it difficult to secure the placement they desire. Moreover, at times, there is a dissonance between the curriculum and the job requirements. And this leads to a gap between what the students know and expect, and the actual industry demand. Failure and subsequent frustration are often the results.

Of late though, management institutions are waking up to the fact that entrepreneurship is an equally challenging option and there are opportunities galore yet unexplored. Prestigious management schools such as the IIMs, Indian School of Business, Business Management Association, Nirma and others have incorporated entrepreneurship inputs as part of their curricula. Even internationally, the once-upon-a-time rigid Harvard Business School, today flaunts its entrepreneurship programme, and so does the Sloan School of Management at MIT. Among others is the Babson College, USA that offers an MBA in entrepreneurship.

The institutes focus more on attitudinal change and motivate their students to do away with the fear of risks and failures and plunge confidently into the business circle. They have realised that the right kind of orientation can do wonders to the spirit of the youth.

I foresee a wave of change in mindsets and attitudes of the people, which will ultimately materialise into successful entrepreneurship development. The multidimensional and the manifold global as also national business environment, requires entrepreneurs with strategic thinking, knowledge and perspectives. EDI has been successfully fostering this.

EDI's **PG Diploma in Business Entrepreneurship and Management** has been year after year, augmenting the supply of trained entrepreneurs. Today, it has around 310 graduates endorsing the advantages of becoming an entrepreneur. The programme's uniqueness is apparent in the way it has prepared and oriented its students towards higher order achievements.

Whereas economic advancement is contingent upon entrepreneurs who are the engines of growth, development of a nation also rests upon the efficiency of the social sector. Over the last two decades, social sector agencies and NGOs, on account of their vision and perspectives of a just, equitable and sustainable society have gained prominence as agents of social and economic change.

Institute's **Post-Graduate Diploma in Management of NGOs** is immensely beneficial for those interested in working on the social and economic agenda by either setting up own NGO or joining an already existing one. 136 pass-outs of this course are either placed with reputed development organisations or are handling challenging opportunities at the NGO set up by them.

I wish you good luck and congratulate you for having made the right choice of career.

- Dr. Dinesh Awasthi
Director - EDI

THE INSTITUTE

An Acknowledged 'National Resource Institute' for Entrepreneurship Education, Research & Training

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

The Institute conducts unique full-time one-year Post Graduate Diploma Programmes in Business Entrepreneurship & Management (PGDBEM) and Management of NGOs (PGDMN). After completion of six batches, 446 students have been successfully trained and groomed to meet the challenges of the entrepreneurial world.

To pursue its mission further, EDI has helped set up twelve state-level exclusive entrepreneurship development centers and institutes. One of the more satisfying achievements, however, was taking Entrepreneurship to a large number of schools, colleges, science and technology institutions and management schools in several states by including Entrepreneurship inputs in their curricula. In view of EDI's expertise in Entrepreneurship, the University Grants Commission had also assigned EDI the task of developing curriculum on Entrepreneurship and Gujarat Textbook Board assigned to it the task of developing textbooks on Entrepreneurship for 11th & 12th standards.

In order to broaden the frontiers of Entrepreneurship Research, EDI has established a Center for Research in Entrepreneurship Education and Development (CREED), to investigate into a range of issues surrounding small and medium enterprise sector, and establish a network of researchers and trainers by organising biennial Conference on Advances & Trends in Entrepreneurship Research.

These successes and commitments have culminated in the recognition of its achievements by the Government of India and various state governments. In the international arena, efforts to develop Entrepreneurship by way of sharing resources and organising training programmes, have helped EDI earn accolades and support from the World Bank, Commonwealth Secretariat, UNIDO, ILO, FNSI, British Council, Ford Foundation, European Union and several other renowned agencies.

Recently, the Institute has been entrusted with the task of setting up Entrepreneurship Development Centres in four South East Asian Countries, namely; Cambodia, Lao-PDR, Myanmar and Vietnam.

In recognition of its international achievements, the United Nations Economic & Social Commission for Asia and Pacific (UN-ESCAP), Bangkok, Thailand, has declared EDI as a '**Centre of Excellence**'.

POST GRADUATE DIPLOMA PROGRAMMES



EDI offers the following two Post Graduate Diploma Programmes.

- A. Post Graduate Diploma in Business Entrepreneurship and Management (PGDBEM) and
- B. Post Graduate Diploma in Management of NGOs (PGDMN).

A. PGDBEM

The programme offers competency-based training that is targeted at:

- ▶ Graduates who intend to launch and manage business units.
- ▶ Family businesses intending to develop their potential successors or associates with graduation background, in professional skills over a relatively shorter duration.
- ▶ Business firms who would like to sponsor their graduate employees with a view to reducing their dependency on employment and/or encouraging them to form a strong ancillary base.

with the objective to:

- ▶ Develop them as entrepreneurs (New Enterprise Creation), or
- ▶ Develop their capabilities to join and manage family business (Management of Family Business).

The course offers three specializations :

New Enterprise Creation:

The objective of this stream is to provide comprehensive knowledge and develop competencies to start their own independent business. This stream will be useful for those who want to launch their own business, wish to become small-medium industry consultant, counsellor or teacher-trainer with specialised post-graduate qualification.

Management of Family Business:

This stream is designed for students interested in the issues, problems and unique concerns of family business involvement and management. The course will draw heavily on the personal experience of students in the class. Cases, videos, readings and lectures from inhouse & guest faculty will focus on critical aspects of family business management.

Agri-Entrepreneurship:

Amidst the changing paradigms and demanding global structure, India, in order to remain a front-runner needs to primarily focus on the agriculture sector, the backbone of the economy. Among various strategies to promote planned growth in this sector, focus on promoting viable enterprises will certainly help exploit its operational efficiency to the hilt.

It is, therefore, important to develop entrepreneurs who can operate in this sector with the zeal and techniques of setting up and managing Agri-enterprises. This specialisation will develop agri-preneurs with distinct traits and skills to exploit opportunities galore in the field of agriculture.

B. PGDMN

PGDMN course is designed for individuals with a keen inclination towards social development and with an inkling to develop skills, knowledge and capabilities in the area, i.e. those who wish to;

- › provide leadership to social development initiatives,
- › individuals who wish to start their own NGOs,
- › develop themselves as professionals dedicated towards the social development agenda.

NGOs can also sponsor/nominate potential staff members to strengthen their own organizations.

The Post Graduate Program in Management of NGOs was conceived at EDI way back in 1997 as the need was felt to initiate the process of capacity building of those interested in joining the development sector and contributing towards making life better for others. The course is structured in four parts, each dealing in turn with the breadth of the NGO sector. This includes the philosophical or the perspective domain; the strategic management and decision making domain, the human resource management domain, and the structures, systems, tools and technique domain (including monitoring and financial management). They all add up towards creating and developing managers who will have the required vision as well as necessary skills to handle various tools for making effective decisions thereby increasing and improving overall organizational performance. The course also aims at qualifying people in social planning and management of development programs.

For the last six years the course has evolved and is, today, one of the most sought after courses. Students hailing from twenty four states and from diverse educational background have successfully completed the course. These graduates found good opportunities to work with reputed development organizations (local to global) and many of our alumni have successfully demonstrated their capacities to manage programs and have also initiated the process of establishing their own organizations.

The one-year PG Programs give students a good grounding in both practice and theory. The course distributed over four semesters with a total input of 900 hours make it equivalent to inputs, which many other post graduate programs offer over a period of two years. The interactions that the students have with practitioners, the case study and group learning methodology make students develop in-depth understanding of the subjects and of the managerial tools.

DIPLOMA

Students on successful completion of the course are granted a Diploma in Business Entrepreneurship and Management or Management of Non Government Organisations.

STRUCTURE OF THE PROGRAMMES



A. Post Graduate Diploma in Business Entrepreneurship and Management (PGDBEM)

The Programme is a perfect blend of inputs from entrepreneurship and management to ensure long-term success of our students as an entrepreneur. Following is the structure of curriculum for PGDBEM, 2005-2006.

Foundation

- ▶ Computer Applications & Information Technology
- ▶ Economics
- ▶ Written Analysis & Communication

Entrepreneurial Behaviour

- ▶ Creativity for Entrepreneurial Excellence
- ▶ Entrepreneurship: Theory & Practice
- ▶ Entrepreneurial Lab
- ▶ Negotiation Skills

Management

- ▶ Business Ethics
- ▶ Business Finance
- ▶ Business Law
- ▶ Business Research Methods
- ▶ Customer Orientation
- ▶ Human Resource Management
- ▶ Indian Business Environment
- ▶ International Business
- ▶ Management Accounting and Control
- ▶ Marketing
- ▶ Organisation Behaviour
- ▶ Organisation Development
- ▶ Productions and Operations Management
- ▶ Taxation

Application

- ▶ Business Plan and Project Implementation
- ▶ Fieldwork and Preliminary Project Report
- ▶ Preliminary Scanning of Business Ideas
- ▶ Project Work: Final Report and Defense

In addition to these the specialization specific inputs are :

I. Family Business Management

- ▶ Family Business Management
- ▶ Strategic Management
- ▶ Entrepreneurial Management

II. New Enterprise Creation

- ▶ Support System for New Enterprise Creation
- ▶ New Enterprise Identification & Selection
- ▶ Enterprise Establishment & Management

III. Agri-Entrepreneurship

- ▶ Agri-Entrepreneurship Environment
- ▶ Enterprise Development & Management
- ▶ Strategic Marketing & Supply Chain Management
- ▶ Emerging Trends in Agri-Entrepreneurship

Objectives of Various Modules : _____

Foundation

Computer Applications and Information Technology

Information technology has been bringing about a radical transformation in the society, questioning the conventional wisdom. This revolution has led to emergence of new entrepreneurship opportunities as well. The technology has been successfully applied to improve efficiency, elegance and sophistication. Students in this course will be oriented towards the inevitability of the use of computers and information technology in business. Students will be able to understand the elements of computer systems and information technology, the role and scope of computer and other IT applications in business, the usage of end user computing packages and will gain hands-on exposure to various end user software packages.

Economics

To equip students with necessary tools and techniques that help in



understanding the economic behaviour of individuals and aggregates. Such an understanding facilitates effective decision-making. It helps them improve their capability to follow the trends depicted by the published data on economic affairs and develop the skill of economic forecasting.

Written Analysis and Communication

To understand the requirement of and develop skills in oral and written communication relevant to business.

Entrepreneurial Behaviour

Creativity For Entrepreneurial Excellence and Problem Solving

To appreciate the nature of the skills and their relevance to business, to understand the operative process of these skills, and to indicate the acts and restraints that facilitate the cultivation of these skills.

Entrepreneurship : Theory and Practice

The objective of this course is to educate the students about the field of Entrepreneurship. They would be given an opportunity to explore how an entrepreneur is born, what motivates them to become an entrepreneur and the process through which they create their enterprises and run them successfully. The emphasis would be on studying conceptual perspectives and theories in the field of Entrepreneurship and their application through case discussions. In the latter phase, students are familiarized with the expanding horizons of Entrepreneurship. Drawing upon various studies of entrepreneurs and their achievements, the course attempts to create an understanding of entrepreneurial dynamics. Through extensive reading and participation in group discussions and facilitation by the instructors, students will sharpen their learning of entrepreneurial emergence and sustenance.

Entrepreneurial Lab

To strengthen those personality variables which play a crucial role in making an individual an entrepreneur.

Negotiation Skills

To enhance communication skills and thereby ensure improvement of productivity and effectiveness. To also help develop interpersonal skills to achieve results as much by persuasion and argument as by the exercise of executive authority. It further helps students in effectively negotiating to resolve differences for the constructive good of all the parties involved.

Management

Business Ethics

To examine concepts, issues and tools related to the management of ethics and social responsibility in a global business environment. Students learn to recognize and respond to ethical problems, understand their personal responsibilities as business managers, evaluate various ethical frame-works,

apply a process of moral decision making to ethical problems, grasp relationships between ethical behaviour and organisational structure and processes, and to manage the ethical and social problems and opportunities arising from organisational, institutional, societal and global dimensions of the business environment.

Business Finance

To develop analytical aptitude in students for solving problems structured around the financial decision-making process and policy with regard to investment, financing, dividend, working capital, capital structure, risk and profit.

Business Law

To acquaint the students with the conceptual framework of various business and commercial laws and help them understand practical and procedural aspects that facilitate decision-making process.

Business Research Methods

To create awareness about the major methods of analyses used in business research. It focuses on the basic foundations of research processes and methodologies applicable to business decision making. The students will be equipped with skills necessary to collect, consolidate, analyse and present information that is critical for decision making. It helps them understand the implications of various methods and use them as per the requirement of business intelligence.

Customer Orientation

It helps potential entrepreneurs and owner-managers in recognising the overwhelming roles of customers in organisational enterprise.

Human Resource Management

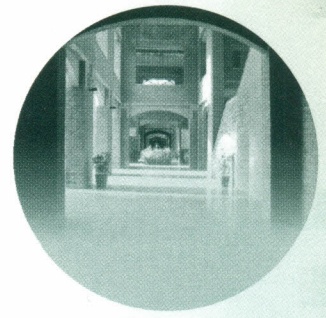
To familiarize students with the critical issues of management and development of human resource in business organisations and help them become capable of analysing the dynamics of the same.

Indian Business Environment

To imbibe an introductory and basic evaluatory framework for interpreting the economic, exogenous and business environment, understanding mutual relationships and synergies. This is expected to facilitate development of rational decision-making faculties at the SME and corporate enterprise stratum. This course will also help inculcate a mindset towards incorporating complex economic and business environmental scenarios, and potential flux in investment decisions.

International Business

To provide adequate knowledge to the students for starting their own international business operations, which include exports, strategic alliances etc. Since for an SME, activities of international business are generally



confined to EXIM operations, the course gives substantial emphasis on export/import procedures. The students would also be given practical exposure to the functioning of export processing zones, customs departments, etc. The strategic planning approach of the course helps students understand and assess various components of the international business environment such as international finance, international politics and international culture. The course will also equip the students with the knowledge of IT applications for international business.

Management Accounting and Control

Accounting is an information system designed to help execute business functioning. While entrepreneurs and managers of business need not possess the skills to prepare the set of accounts, they must know how to analyse, interpret and understand the accounts presented. Such knowledge is very crucial for them to adopt a suitable course of action while making business decisions. This course generates knowledge about the statements of accounts generally prepared and the mechanics of accounting. It would familiarise students with tools and techniques that analyse and interpret accounting data for planning, control and appropriate and timely managerial decisions.

Marketing

Identifying, defining and measuring business requirements and the ways of meeting them, is the role of marketing as a business function. With enhanced competition and free-marketisation of economies around the globe, this function assumes prominence. Major decisions facing top management need harmonize the objectives and resources of a business organisation with the needs and opportunities in the market place. The course seeks to cover all strategic, tactical and administrative aspects of marketing management.

Organisation Behaviour

To provide a framework for understanding the nature and variety of work in organisation and behaviour of the individuals within organisations.

Organisation Development

Organisation Development (OD) is the application of behavioural science knowledge to planned development, improvement and reinforcement of the strategies, structures, and processes that lead to organisational effectiveness. It provides a set of methodologies for bringing about organisational change and improvement. The objective of this course is to enable students review the broad background of OD and examine the assumptions, strategies and models, intervention techniques and other related aspects.

Productions and Operations Management

This course is designed to acquaint the students with the decision making in planning, scheduling and control of production as well as operation functions, the effective acquisition, storage and flow of materials in both manufacturing

and service organizations, so as to achieve total productivity. The course also gives inputs on various quality systems.

Taxation

This is to acquaint students with various types of tax laws any business organisation needs to abide by as also the know-how required to do effective tax planning to make optimum use of existing tax benefits.

Application

Business Plan and Project Implementation

To provide a principle-driven framework for preparing capital expenditure proposals and analytically discuss various issues involved in project appraisal and capital budgeting. It equips students with skills necessary to plan a new business venture or rehabilitation or expansion of an existing business enterprise.

Fieldwork and Preliminary Project Report

Students are required to go for fieldwork to collect relevant information related to their business interest. The sole objective is to equip them with information related to market growth, competition, capital requirement & business system in the industry of their interest.

Preliminary Scanning of Business Ideas

Using the conceptual frameworks developed for business opportunity identification, and entrepreneur contacts, students work towards gathering preliminary information required to judge the prima facie feasibility of various business ideas that they may have generated. The outcome is expected to be selection of a product that enjoys maximum prima facie feasibility, for in-depth study during project work phase.

Project Work : Final Report and Defence

PGDBEM aims at orienting students towards an entrepreneurial career and developing the skills to prepare a Detailed Project Report (DPR) is an integral part of it. Through inputs on various topics like creativity, business opportunities, business environments, financial planning etc., students are enabled to decide the area of business, they wish to take up. As a first step towards Entrepreneurship they are required to prepare a Detailed Project Report on the business idea chosen by them. This provides a sort of apprenticeship experience to them. Students get guidance from the expert faculty members of EDI and other entrepreneurs associated with the Institute to prepare a bankable DPR.

Students opting for FBM stream are guided in a direction, which gives them better understanding of their family business and enables them to identify the opportunities in terms of expansion and diversification of their current business. They are required to chalk out the strategies for growth of their current business for the coming five years. However students pursuing Family Business Management specialisation may also be encouraged to prepare a DPR.



Specializations

I. Family Business Management

Family Business Management

Most entrepreneurs have or develop their own family management system. Family being a primary social institution, the entrepreneur as well as other members of the family wish to retain the control of business with the family. As a result a number of interactions take place between the family and business systems contributing to a unique strategic disposition of the family business. Long-term success of the family business depends on how best these dynamics are handled. Mismanagement here may destroy not only the business but also the family both economically and otherwise. The course aims at creating this awareness among potential entrepreneurs, entrepreneurs and potential successors of entrepreneurial ventures and equips them with skills necessary to manage a family business.

Strategic Management

This course is concerned with the strategic issues and tasks faced by managers of organisations. These involve determining the purpose and direction of the organisation, establishing objectives and formulating and implementing strategies to achieve them taking into account the changes in the environment and the organisation's total competence. The course thus provides a vehicle for considering issues that cut across the functional boundaries of organisations.

Entrepreneurial Management

To motivate students to act as entrepreneurial managers (or intrapreneurs) in future by going beyond perceived role boundaries, if necessary.

II. New Enterprise Creation

Enterprise Establishment and Management

To develop soft skills required during the process of establishment and management of new enterprises and also to provide legal information required during the formation of the new enterprise. It also covers vital issues like managing growth and diversification and crises management.

New Enterprise Identification and Selection

To study the mechanism of product identification and thus make students opportunity creators rather than seekers.

Support System for New Enterprise Creation

To sensitize students to the existing environment which will facilitate entrepreneurial decision making in terms of enterprise selection and understanding the environment in which businesses operate.

III. Agri-Entrepreneurship

Agri-Entrepreneurship Environment (AEE)

This course covers various factors like technical, legal, economic, social and environmental that facilitate establishment and growth of agri-enterprises.

In the process, it facilitates understanding on trade, agriculture and allied policy issues to draw upon the potential opportunities in the sector. The course will help appreciate the interrelationship between such factors and their cumulative effect on fostering new class of agri-entrepreneurs.

Enterprise Development & Management (EDM)

It covers the planning and management of private investments in the agriculture sector. Emphasis will be given on concepts relating to project identification, preparation, appraisal, monitoring and evaluation along with the methods of logical framework, cost benefit analysis, social and environmental assessment within the context of new ventures as well as ongoing projects.

Emerging Trends in Agri-Entrepreneurship (ETAE)

It imparts knowledge regarding the current trends of agri-entrepreneurship in a market-driven economy. Outlines the emerging trends in agri-entrepreneurship especially in case of Agri-service sector, Role of IT in agriculture, Biotechnology, Organic farming, Food processing and Agri-eco tourism. Innovative concepts of Futuristic Trading, Retailing, Franchising, Commodity trading, Farm diversification and Value earned products and processes will form the input.

Strategic Marketing & Supply Chain Management (SMSCM)

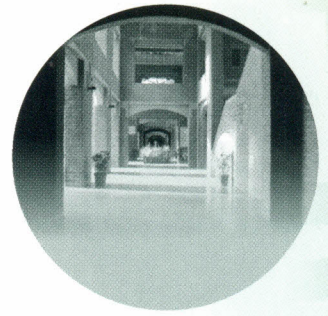
This course will acquaint about the knowledge and tools necessary to develop / implement and sustain strategies for managing supply chain issues. Also the strategic, tactical and operational issues relating to effective management of supply chains of agri-produce will be covered. Focus will be on present market scenario as well as trends in demand in consumer markets to strategize marketing plans relating to farm input supply as well as the processing and distribution of farm output.

B. Post Graduate Diploma in Management of Non-Government Organizations (PGDMN)

The uniqueness of the programme lies in the development of the entire module so that students receive inputs on the managerial domain along with the perspective domain. The application module focuses on using the perspective and the managerial domain in the development application.

Foundation

- Written Analysis and Communication
- Computer Applications and Information Technology
- Motivational Lab
- Motivation Theory and Practice
- Economics



Perspective

- ▶ Participation
- ▶ Poverty and Gender
- ▶ Fundamentals of Socio-Economic Development
- ▶ Fundamentals of Development Administration
- ▶ Organization Development

Management

- ▶ Strategic Management in NGOs
- ▶ Managing Legal Framework for NGOs
- ▶ Financial Management for NGOs
- ▶ Management of Human Resources
- ▶ Organizational Behaviour
- ▶ Social Engineering and Project Management
- ▶ Managing Mobilisation of Resource
- ▶ Administering Development Organisation
- ▶ Social Research Methods
- ▶ Participatory Training and its Techniques

Application

- ▶ Management of Development Initiatives in Health, Education, Drinking Water, Rural Housing, Watershed, Forestry, Irrigation and Agriculture Sectors.
- ▶ Micro-Enterprise Development and Management
- ▶ Management of Micro- Finance
- ▶ Development Communication
- ▶ Marketing of Social and Rural Products
- ▶ Social Legislation and Policy
- ▶ Public Advocacy
- ▶ Environment Impact Assessment
- ▶ Disaster Preparedness and Response

Objectives of Various Modules : _____

Foundation

Written Analysis and Communication

The course is offered to help students understand the requirement of and to develop skills in oral and written communication.

Computer Applications and Information Technology

Information technology has been bringing about a radical transformation in the society, questioning the conventional wisdom. The technology has been successfully applied to improve efficiency, elegance and sophistication. Students are made to understand the elements of computer systems and information technology, the role and scope of computer and other IT applications in an organization.

Motivational Lab

The Lab is conducted to help students identify their entrepreneurial potential and to facilitate those factors which contribute to making of an outstanding entrepreneur. The Lab also provides the students with the tools and techniques.

Economics

Economic empowerment has been one of the major thrusts and a chosen strategy to remove poverty. This subject aims at orienting students towards various theories that have relevance to the third sector and also covers the mechanism used by the national government in planning development interventions and economic theories that guide nation's development strategies and choice.

Perspective

Participation

The course covers aspects of participation in development so as to address the issues like isolation and weak bargaining power of the poor through creating alternative organizational spaces for them. The course also deals with theoretical understanding, methods, and processes, constraints and issues involved in organizing the poor and the marginalised.

Poverty and Gender

This course highlights the inequalities in gender and brings out the need for addressing gender concerns in the development process. The course is geared towards the development of various skills and techniques required in understanding the gender concerns and to bring about necessary changes in approaching the development concerns of the poor and marginalised.

Fundamentals of Socio-Economic Development

The course presents the ideologies and philosophies behind various trends that have emerged in the NGO sector. The course highlights the historical context and current discourse on the role NGO sector plays in socio-economic development. It helps the students in understanding various approaches and trends in voluntarism.

Fundamentals of Development Administration

For a welfare state, development efforts are initiated as part of the states response to poor social and economic conditions. This paper introduces the students to the concept of development administration and gives them exposure to various administrative structures involved in development.

Organization Development

The course aims at helping NGO student develop understanding on methodologies and techniques for bringing about organizational change and improvement by means of planned and systematic interventions. The course is expected to improve the capacities of students in diagnosing organizational problems along with helping them develop, formulate and execute intervention strategies.



Management

Strategic Management in NGOs

The aim of this paper is to develop an understanding of the social, political and economic institutions- both urban and rural-which are critical for successful and sustainable development. In this paper emphasis is laid on the tools which would help agencies involved in development, determine the purpose and direction, thereby establishing objectives and formulating strategies.

Managing Legal Framework for NGOs

NGOs are registered under various acts and these often form the basis for their outlook. The course elaborates upon the legal and managerial aspects, the accountability systems as are incorporated in the Acts. Other laws applicable to NGOs are also covered in the course.

Financial Management and Accounting Systems for NGOs

Accounting is an important information system designed to assist organisation achieve its goals. The course emphasizes, the context, the needs, the significance and the importance of designing appropriate accounting and financial system in management of NGOs. The course familiarizes the students with mechanics of book-keeping, final accounts and aspects of financial management, which contributes to the financial sustainability of NGOs.

Management of Human Resources

Human Resource is a critical factor and NGO's effectiveness to a great extent depends on this. Students get familiarized with key issues of management and development of human resource in NGOs. The students develop understanding on various tools and methods which NGOs adopt in human resource management.

Organizational Behaviour

The course deals with different types of leadership styles and covers aspects like organization culture and structures so as to provide a framework for understanding the nature and variety of work in organizations and behaviour of the individuals within organizations.

Social Engineering and Project Management

Various tools and techniques for social engineering and project management have been developed and effectively being used by NGOs in understanding the socio-economic-political reality of the society. These tools and techniques are dealt with in this course so as to equip the students with necessary skills for the effective and efficient management of the NGO and its projects.

Managing Mobilisation of Resources

Human, material and financial resources are the backbone for any organisation. Resource mobilization methods being practiced by NGOs in the third world countries is critically looked at and students are guided through various best practices of resource mobilization.

Administering Development Organisation

The course aims at helping students develop understanding on basics like estate management, office procedures and systems for record keeping with a view to form a critical link in increasing organizational efficiency.

Social Research Methods

The paper makes an attempt to help student develop the development perspective in undertaking research. The Participatory Research Technique, case study method, PRA and survey methods are discussed in length. The course provides students the theory as well as an understanding of the practice domain..

Participatory Training and its Techniques

Training has acquired an important role in public and private sector development organizations. However, most training activities tend to be an extension of classroom-style education, usually involving lectures as the primary medium of communication. Because every training situation is different, training program must therefore understand the special needs of participants, Care to handle and respect the principles of adult learning following the Experiential Learning Cycle is necessary. The inputs provided helps the students gain insights to participatory methodologies and use them in designing and conducting capacity building programs.

Application

Management of Development Initiatives

Addressing the issues of poverty alleviation and socio-economic development call for various types of interventions. This course emphasizes the need for such interventions and equips the students with a sound understanding of the issues involved in each such initiative and the methodologies of addressing them. Major initiatives covered in this module are Health, Education, Drinking Water, Housing, Forestry, Irrigation, Agriculture and Watershed.

Micro-Enterprise Development and Management

Micro enterprise has emerged as an important strategy to address the twin issues of unemployment and poverty. This course develops the capabilities of the students to foster Entrepreneurship among the communities traditionally not known for entrepreneurial quest in rural and urban areas.

Management of Micro- Finance

Globally micro-finance is emerging as a very crucial factor in the development process. Micro-finance is seen as a very significant component in the development of the marginalized sections of the society. This course brings out the significance and growth of the micro-finance institutions and provides the knowledge and skills required to implement and manage a sustainable micro-finance delivery system through NGOs.



Development Communication

This course equips the students to use media as an effective tool for documentation and communication and to address the NGO's needs to communicate effectively.

Social and Rural Marketing

The social marketing component deals with aspects such as; the social marketing process, analysing the social marketing environment and developing and managing social marketing programmes.

Social Legislation and Policy

The course helps develop in students a functional knowledge on social legislations and policies. It orients students on various international charters and provides a basic orientation to them so as to help the students develop a critical understanding of formulations and operations of such policies and legislation.

Public Advocacy

The students receive inputs on identifying issues and choosing of strategies for carrying out advocacy campaign on the identified issues.

Environment Impact Assessment

With the growing environmental concerns globally, various interventions have been initiated to conserve the environment. Environment Impact Assessment has emerged as a powerful tool to substantiate the levels of its damage. The course is introduced as an effort to understand various aspects and dimensions of the environment and to simplify and de-mystify this understanding.

Disaster Preparedness and Response

Disaster strike has become almost a common phenomenon. Lives are lost and property destroyed. However there are methods that could be adopted to ward the problem. The management of operations associated with disaster calls for organized efforts and hence management principles. The course prepares students on management of relief, rescue and rehabilitation and the needed preparedness to ward off the onslaught.

ADMISSION ELIGIBILITY

A bachelor's degree in any discipline is essential for the admission to PGDBEM or PGDMN Programme. Students appearing for the final degree examination at the time of application can also apply. S/he must have a bachelor's degree at the time of admission.

Application Forms: The Prospectus is available to candidates who are desirous to seek admission to the PG Programme. Mentioning their postal address, they have to send a demand draft of Rs. 500, favouring EDI, Ahmedabad.

Application forms can also be downloaded from the website links and sent along with the prescribed amount for processing the same.

Applications can also be sent through e-mail but the amount of Rs. 500 should reach EDI by demand draft latest by April 15, 2005.

SELECTION PROCEDURE

A. Indian Students

Selection will be on the basis of a written test and personal interview to gauge their commitment towards the chosen career. The written test will be held at Agartala, Ahmedabad, Allahabad, Bangalore, Bhopal, Bhubaneswar, Bhuj, Chandigarh, Chennai, Coimbatore, Dehradun, Delhi, Gorakhpur, Guwahati, Gwalior, Hyderabad, Imphal, Indore, Jaipur, Jammu, Jamshedpur, Jodhpur, Kochi, Kolkata, Lucknow, Mumbai, Nagpur, Nasik, Patna, Pune, Raipur, Rajkot, Ranchi, Surat and Vijayawada on May 15, 2005.

Note: Students are advised to give 3 choices for test centres in order of preference. However, the Institute reserves the right to allocate the test centre. The same will be communicated to the candidate through call letter.

Personal Interview

Short listed candidates will be called for a personal interview to be conducted at EDI Campus, Ahmedabad on June 13-15, 2005.

B. SAARC Nations & Other Foreign Nations: Online assessment on 4th July, 2005

Telephonic Interview on 5th July, 2005 (between 9.00 – 17.00 Hrs IST+5.30 GMT)

C. Corporate/International Candidates: Telephonic Interview on 5th July, 2005 (between 9.00-17.00 Hrs IST+5.30 GMT)

IMPORTANT DATES

- * Last date for submission of filled-in application form: April 15, 2005
- * Written test: May 15, 2005
- * Personal interview at EDI, Ahmedabad: June 13, 14 & 15, 2005
- * Online assessment for aspirants from SAARC nations & other foreign nations: July 4, 2005 & Telephonic interview on July 5, 2005.
- * For Corporate/International candidates Telephonic interview on July 5, 2005.



FEE STRUCTURE & SCHEDULE

1. Residential

	Indian & SAARC Nations' Students	Foreign Students (other than SAARC nations)	Corporate/ International Students
Registration (July 15, 2005)	35000.00 (INR)	US \$ 5000	US \$ 6000
First Instalment (September 25, 2005)	50000.00 (INR)	-	-
Second Instalment (October 31, 2005)	30000.00 (INR)	-	-

2. Non Residential (Not Applicable for SAARC/FOREIGN and Corporate Categories)

	Indian
Registration (July 15, 2005)	35000.00 (INR)
First Instalment (September 25, 2005)	30000.00 (INR)

LOANS FROM FINANCIAL INSTITUTIONS

(Applicable only to Indian Students)

Financial Institutions/Banks provide convenient educational loans for meritorious/deserving students to acquire knowledge and skills in the field of their interest. Students pursuing their studies had availed educational loans from Indian Bank, Bank of Baroda, State Bank of India and others. Students desirous to avail this facility must meet the managers of the respective banks located in their hometowns and understand the procedural formalities.

FELLOWSHIP SUPPORT

(Only for Indian Applicants)

A. PGDBEM Students

Awareness about Entrepreneurship as a viable career option is establishing firm grounds. Mega Corporates awakened to the benefits that entrepreneurs accrue to the society. They have come forward to support the growth of Entrepreneurship by way of offering fellowships to meritorious students. EDI's efforts have been magnanimously supported by Bharti Enterprises Ltd., which extends fellowship support of Rs. 50,000 each to two students. Efforts are also on towards procuring fellowship support for students from backward areas from Aditya Birla Group.

B. PGDMN Students

EDI's efforts in strengthening the social development sector have been supported by fellowships from various agencies. Few fellowships are available that are given on merit-cum-means criterion to candidates selected for admission. In most cases the fellowship covers the cost of study and not that of the lodging and boarding.

Fellowship is offered to students under any of the three categories as mentioned below:

Category	Criterion	Fellowship Amount	Requirements
NGO Nominee #	Those who have served nominating NGO for a minimum period of two years.	The support could extend upto 75 % of the Programme Fee	a. Nomination Form from NGO b. Experience certificate c. Salary slip from NGO/Last two years IT form/Form 16 from NGO
Experience Holders	Available to those who have served the social sector for a period of two years and above.	The support could extend upto 75 % of the Programme Fee	a. Experience certificate
Fresh Candidates*	Students with basic degree in Agriculture, Agricultural Engineering, Animal Husbandry, Fisheries, Forestry, Social Work, Economics, Sociology, Clinical Psychology and Rural Development can apply under this category, * The Students other than the categories mentioned can also apply.	The support could extend upto 75 % of the Programme Fee	a. Income proof of parents and self (if employed) b. Asset position as on 31 st March, 2005 duly certified by registered valuer/Local bodies.

—**Conditions apply.** The fellowship awardees are expected to go back and serve the nominating organization for a minimum period of 36 months from the date of PGP Convocation. The candidates as well as the nominating organization must furnish a declaration to this effect on a non-judicial stamp paper. Failure to honor this declaration will amount to recovery of the fellowship amount from the awardee.

+ Fresh candidates are expected to serve the NGO sector for three years from the date of PGP Convocation. If they fail to meet this condition, they may also attract penal provision. They are also expected to provide proof of such association (IT Form/Form 16).

CAREER OPPORTUNITIES



A : PGDBEM GRADUATES

New Enterprise Creation :

The students graduated in NEC stream are trained to identify/create (through innovation & creativity) business opportunities. Experienced academicians and practitioners train them on various issues related to the start up of the business like; how to develop a bankable project,

- to develop essential network required for running a business,
- to arrange and manage finance,
- to compete in the market place, etc.

Majority of the students graduated in NEC specialization from EDI now own an established business in India and abroad. They are contributing to the social and economic progress of the nation by adding to its GDP and providing employment to others.

Family Business Management :

FBM students are equipped with the managerial skills required to bring continues growth in the existing family businesses. Successors of many top ranking companies have joined this course. Students graduated in FBM stream are giving remarkable performance in their business. They have taken their business to new heights by way of diversification and expansion. Their contribution has resulted into cost cutting, adoption of better management practices and increase in competitiveness in the dynamic global market.

Agri-Entrepreneurship :

Government is encouraging people to enter into agri-business by creating enabling-environment through priority landing, low bureaucratic formalities, tax benefits, etc. This has opened huge business opportunities. Various business options open to the students of agri-entrepreneurship are contract farming, food/fruit processing, service sector projects like horticulture clinic, agri-business clinic, cold chain facility, farm advisory centers, commodity exchange, export promotion units for peanuts butter, psyllium husk, bran oil, etc.

B. PGDMN GRADUATES :

The nature of opportunities for PGDMN Graduates is seen in a range that extends from service delivery to community development, to organizing communities for change and organizing training programme for capacity building for local groups, government officials or for other specialized groups.

They are today involved in providing policy inputs at various levels of decision-making within government agencies, advocacy work for the disadvantaged sections and documentation of development activities. The course qualifies students for development work in areas such as; natural resource management, gender justice, human rights, education, health and disaster management. Students from the past six batches are involved with agencies working at the grassroots to that of multilateral agencies.

PLACEMENT : FOR PGDMN STUDENTS

The campus placements organized for the students have experienced ever increasing and encouraging responses from NGOs. Our students are today working with NGOs spread across the entire country. The NGOs who have recruited our students include: • ARAVALI (Rajasthan) • Aga Khan Rural Support Program • Blind Peoples Association • SEWA • Indian Institute of Rural Development • Kutch Mahila Vikas Sangathan • Projects of World Health Organisation • PRAVAH • Don Bosco Development Office-Mumbai • UTTHAN • Times Foundation • Give Foundation and many others.

Students joining these organizations have found offers at the middle management level and many of them have seen to grow within the organization/sector in due course of time. A few of the NGO Management students are also serving in international territories on humanitarian projects.

For details of students one must visit the website (www.ediindia.org) and click on the PGP Alumni and get details from AAP KE BARE MAIN.

A NOTE ON ENTRY TEST FOR ADMISSION TO PGP

The EDI Entrance Examination (EEE) has the following components for all Indian applicants. The paper has sectional time limits and no negative marking. Most questions are multiple choice types.

WRITTEN TEST (Indian Applicants Only)

The Written Test focuses on evaluating aspirants on a paper that is divided into five sections having a total of 180 questions to be completed in 180 minutes.

Section No.	Area	No. of Qs
1	English	40
2	Arithmetic	25
3	Logic and Reasoning	30
4	General/Social Awareness *	45
5	Entrepreneurial Orientation	40
	Total	180

* Test on Social Awareness will be given to the aspirants of PGDMN course and General Awareness to the aspirants of PGDBEM course.

Section 1: English

This section covers testing of elementary knowledge of English like Filling in the blanks with appropriate option, Antonyms, Synonyms, Idioms, Spotting mistakes in sentences, etc. Fill in the blanks to form coherent paragraphs will be based on fairly simple vocabulary.

Section 2: Arithmetic

This section has questions which are fairly simple targeting BODMAS rule, Averages, Percentages, Profit and Loss, Partnerships, Time and Work, Time and Distance, Proportions and Ratios, Simple and Compound Interests and



approximations etc. Anyone who is through with the fundamentals should do this extremely well.

Section 3: Logic and Reasoning

This section has questions on Analytical Reasoning, Odd man out, Relations, Strong and Weak Arguments. The analytical reasoning part is fairly simple

Section 4: Social Awareness (For NGO Aspirants)

This section consists of questions on abbreviations, important dates, books and authors, awards and awardees, statistics on various social parameters etc. The focus of the questions is to understand the awareness level of the students on social/developmental issues which they would be working on after they pass out from the course. A healthy variety of questions form rural awareness including welfare ethos, state of health and education not as per figures but in general, few fact based questions etc..

Section 4: General Awareness (For Business Entrepreneurship Aspirants)

Almost in the same lines questions on general Knowledge, Recent Happenings, Inventions and Inventors, Business Abbreviations. Political and History are asked to the students. The pattern followed is as similar to the above.

Section 5: Entrepreneurial Orientation

There are two sets of tests under this category designed to analyze behavioural predispositions like drive, initiative, general entrepreneurial tendencies, leadership, personality traits, etc. The tests measure entrepreneurial potential and commitment.

INFRASTRUCTURAL FACILITIES

A. The EDI Campus

The aesthetically designed EDI campus is one of the best-maintained educational campuses anywhere in the world located in a 23 acre large and serene environment, away from the hustle and bustle of the city. It has been awarded the prestigious 'Aga Khan Award for Architecture'. The award jury adjudged it to be a place with an "inviting environment for work, interacting and repose."

B. The Computer Centre

EDI provides world-class computer facilities to its students. It has two computer laboratories with computer student ratio of 1:2. The computers are connected to the web world through wireless radio modem connectivity of 256 kbps, which allows fast exchange of data from across the world. The center remains open from 8.00 in the morning till 11.00 in the evening for the students. The computers at the lab are also equipped with library software to provide access to information resources available in library.

C. The EDI Library & Information Centre (EDILIC)

EDILIC, state-of-the-art information center is enriched with updated information sources in the field of Entrepreneurship and related subjects. It is supported by rapidly growing book collection, which is mainly focused on the curricula of PG Programmes. Besides, the library subscribes about 120 national and international periodicals and magazines. Another special feature of the center is the video and CD collection in the area of Entrepreneurship. The resources and facilities would help students in accessing the latest and relevant information and other literature to supplement the quality entrepreneurship education at EDI. EDILIC is subscribing to one of the world's leading business-to-business information of 75 countries. It helps to identify suppliers of products and services, potential partners, research analysis and competitors market sectors for potential opportunities.

D. The Classrooms

All classrooms are equipped with modern teaching aids like OHP and LCD projectors. To create good learning environment, classrooms are also equipped with air-conditioners and comfortable seating arrangements.

E. The Hostel

Well-designed, comfortable on-campus rooms are made available for students. Food and hospitality at EDI are always acclaimed. The Institute also provides recreation, indoor & out door sports facilities and Gymnasium.

FACULTY MEMBERS



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

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

Jayshree Dubey, B.E., MBA (Mkt. & Finance)

About 7 years of academic experience in the area of Marketing Management, Production Management, Quantitative Techniques & Portfolio Management. She has 4 research papers and 5 theoretical articles to her credit.

Raman Gujral, M.Com.

Specializes in small enterprise development. More than 13 years of experience in the field of training and development of small-scale entrepreneurs. Has experience in developing modules on Entrepreneurship Development, Development Orientation Program for support system officials, etc.

Sanjeev Kumar, M.Sc. (NDRI), PGDRD, PGJMC

Specializes in the area of Rural Development. About 8 years experience at grass root level in rural development, project management, sustainable livelihood, micro finance and micro enterprise development.

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

11 years experience in Government and Industry. Presently involved in counseling existing entrepreneurs for growth, training bankers and investment promotion officers in the area of project appraisal.

Manoj Mishra, PDFM, FRI. Dehradun

Specialises in the area of Rural Development. About 11 years of experience in providing support to social development, project management and co-ordination in the area of sustainable livelihood issues, Micro-enterprise Development (particularly farm and off-farm sector), Micro-finance, Social research methods and MIS for monitoring and evaluation.

Sasi Misra, Ph.D. (Psychology) University of California

Ford Visiting Scholar, Harvard Business School, Visiting Professor, McGill University, Canada; University of Munich and Bamberg, Germany. Mr. Misra is an Alexander Humboldt Fellow (Germany). Mr. Shastri Indo-Canadian Fellow (Canada) and Commonwealth Faculty Research Fellow (UK). Currently, he is Editor, The Journal of Entrepreneurship.

V. Padmanand, M. Phil. CRENIEO, M. Phil., Cambridge, UK, PGDMM

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.

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

Is involved in Cluster Development Programmes. Conducted a study on the Dynamics of Growth and Stagnation of Industrial Clusters. Also actively involved in sub-sector programmes for enterprise development. Attended an Export Promotion Seminar at Rotterdam, The Netherlands.

Tattwamasi Paltasingh, Ph.D. (Sociology of Education), TISS, Mumbai

A sociologist with extensive experience in research, teaching and consultancy, Dr. Paltasingh was a former faculty member at Tata Institute of Social Sciences, Mumbai. Her area of specialisation includes: education, gender studies, developmental and policy research.

J.B. Patel, B.Sc. (Chem.), B.Sc. (Tech.)

More than 3 decades of experience in the areas of business opportunity identification, project formulation, project appraisal, counselling and guiding the entrepreneurs in India and abroad. Conducted more than 10 international programmes in the above fields.

C.R. Patnaik, PGDM

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

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

Has more than two decades of experience in conducting Entrepreneurship related training programmes for New Enterprise Creation, Business Counselling and Growth for Existing Entrepreneurs. Specialises in Training Resource Persons.

Nabarun Sen Gupta, M.A., TISS, Mumbai

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

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

A business management specialist with 26 years of experience in consultancy and industry in the areas of project formulation and appraisal, project planning and implementation and enterprise management. 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

Specialises in the areas of design development of machines, plants, equipment and tools to improve productivity of engineering units. More than 31 years of experience in metallurgy, metal science, surface engineering and process planning of engineering equipments & transfer of technology from advanced countries for manufacturing aero-space equipments, machine tools and automobiles in India.

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

Specializes in Entrepreneurship Education. Completed research projects on Curriculum of Entrepreneurship Education and Entry Barriers to Entrepreneurship. Developed modules on intrapreneurship, motivation, leadership, managerial effectiveness and organisation development. He is also a visiting faculty to renowned institutions including IIMs.

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

Specialises in Clinical and Organisational Psychology. Trained to conduct Personal Growth Laboratory Training Programmes and Group Dynamics. Currently involved in programmes on HRD, Personality and Leadership Development.

Kunal Sood, MBA (Marketing)

He has about 7 years of experience in cluster development approach for sustainable development of Small and Medium Scale Enterprises (SMEs). Work experience in building mutually reinforcing inter-SME linkages and synergy between SMEs and private & public business development service providers.

Pramod Srivastava, M.A. (Economics)

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.

Involved in successful organisation of REDPs in Bihar and Jharkhand. Total 13 years of work experience in providing training inputs in various programmes of EDI like REDP, EDP, TIP, NGO Banker Interface, IMCDS, RIP, STEDs, Sanitation Project for UNICEF and coordinating field projects.

V.S. Sukumaran, LL. B., PGDHRD, PGDTD, PGDM, MBA (IGNOU)

Currently involved in training potential as well as established entrepreneurs and providing resource support to NGOs. Also an expert in Group Entrepreneurship Development.

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

A management consultant, associated as a distinguished visiting faculty in the area of Financial Management and Corporate Strategy with leading Management Institutions like IIM-A, MDI, UTI Institute of Capital Market. Is actively involved with NGOs working in the fields of micro-finance and micro-insurance.

Mayank Upadhyay, ACWA

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

Kirti Vakil, MA (Sociology)

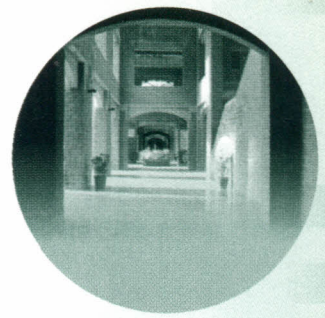
More than two decades of extensive field experience in promoting the concept of self-employment among youth at the grass-roots level. Specialises in Entrepreneurship Development Training. Expertise in Institutionalising REDPs through Voluntary Organisations.

Jignasu Yagnik, M.Sc., DCO, MBA

Specialises in the areas of information technology and statistical analysis. Associated with research and academics for more than 16 years. Involved in many state and national level research projects. Current interests include; data-base management, computer aided data analysis, data mining and e-CRM.

Visiting Faculty

- Shri Praful R. Amin,
Former Executive Director, Mafatlal
Industries Ltd., Mumbai
 - Ms. Nafisa Barot,
Director, UTTHAN, Ahmedabad
 - Prof. Rakesh Basant,
Indian Institute of Management,
Ahmedabad
 - Ms. Madhura Chatrapathy,
Director, ASCENT, Bangalore
 - Mr. R.K. Chopra,
Chopra Institute, Ahmedabad
 - Ms. Vijayalakshmi Das,
Friends of Women's World
Banking, Ahmedabad
 - Mr. D.K. Dash,
Udaybhansinhji Regional Institute
of Co-op. Mgt., Gandhinagar
 - Prof. Ravindra Dholakia,
Indian Institute of Management,
Ahmedabad
 - Dr. B.R. Gavai,
Consultant, Ahmedabad
 - Mr. Gautam Gouthi,
Brahma HR Consultants,
Ahmedabad
 - Prof. G.S. Gupta,
Former Professor, IIM-A
 - Mr. Mahesh C. Gupta,
Company Secretary, Ahmedabad
 - Dr. Sudarshan Iyengar,
Director, Gujarat Institute of
Development Research,
Ahmedabad
 - Prof. Jerome Joseph,
Indian Institute of Management,
Ahmedabad
 - Mr. R.H. Joshi,
Master Trainer, ILFL, Government
of Gujarat
 - Ms. Indu Kapoor,
CHETNA, Ahmedabad
 - Dr. KVSM Krishna,
Modi Institute of Technology &
Science, Lakshmanagarh
 - Dr. P.V. Krishna,
Dr. Krishna & Associates,
Ahmedabad
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- Mr. Ravi Kumar, Forestry, Expert (Sadguru Water Development Foundation)
 - Mr. Srinivas M., Director, VIKSAT, Ahmedabad
 - Mr. N.G. Mavalankar, Genest Engineering Pvt Ltd., Ahmedabad
 - Dr. Suresh Mehta, BoB Staff Trg. College, Ahmedabad
 - Dr. Prashant Mishra, Indian Institute of Management, Kolkata
 - Mr. Debdoot Mohanty, Programme Specialist (Credit), Aga Khan Rural Support Programme (India), Ahmedabad
 - Mr. Samrat Mukherjee, Assistant Manager (Watershed Development Cell), NABARD, Ahmedabad
 - Mr. B.P. Murali, Former Sr. Faculty, EDI, Ahmedabad
 - Shri Ranjeet Nambudiri, FPM, IIM, Ahmedabad
 - Mr. Vijay Parmar, Janvikas, Ahmedabad
 - Dr. Parthasarathy, Gujarat Institute of Development Research, Ahmedabad
 - Dr. V.G. Patel, Former Vice-President & Director, EDI, Ahmedabad
 - Mr. Sukhdev Patel, GANATAR, Ahmedabad
 - Mr. Chandrashekhkar Pathak, Watershed Expert, Rtr. Executive Engineer, Govt. of Rajasthan
 - Prof. N.K. Pathak, School of Law, Gujarat University, Ahmedabad
 - Mr. Bhawar Puri, CGM, NABARD, Ahmedabad
 - Ms. Vandana Raj, VAMA Communications, Ahmedabad
 - Prof. T.P. Ramarao, Indian Institute of Management, Ahmedabad
 - Mr. S. Ramkumar, Freelance Consultant, Ahmedabad
 - Mr. Nikhil Raval, Mudra Institute of Communications, Ahmedabad
 - Mr. Ravikumar, Clixport, Bangalore
 - Mr. Victor A. Saldanha, FOREX Consultancy, Ahmedabad
 - Mr. Gagan Sethi, Janvikas, Ahmedabad
 - Mr. Rajesh Shah, Vikas Centre for Development, Ahmedabad
 - Mr. Nitin Shah, Dalal Consultants & Engineers Pvt. Ltd., Ahmedabad
 - Mr. Jagat Shah, Global Network, Ahmedabad
 - Ms. Daksha Shah, Friends of Women's World Banking, Ahmedabad
 - Mr. A.A. Shaikh, Professor, MC Shah Arts & Commerce College, Ahmedabad
 - Shri Rajendra Sharma, Senior Faculty, AES Post-Graduate Institute of Business Management, Ahmedabad
 - Prof. P.M. Shingi, Former Professor, IIM-A
 - Prof. Dwijendra Tripathi, Former Professor, Indian Institute of Management, Ahmedabad
 - Prof. Pramod Varma, S.K. Patel Institute of Mgmt. & Computer Studies, Gandhinagar
 - Ms. Shilpa Vasavada, Gender and Institutional Expert (Freelance Consultant)
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DIGNITARIES OPINE

Every year, the Institute organizes Convocation Ceremony to award the diplomas to the students and invites leading personalities to share their experiences with the students. Here we present excerpts from their speeches.



“The challenge lies in development of entrepreneurship which can stand global competition. I am confident that the students will seize their destiny and go on to create great companies.”

Shri Yashwant Sinha

The then Finance Minister of India
Chief Guest for the 1st Convocation : 1998-1999

“The graduating students are lucky to have received this training. They should now look for innovative opportunities and explore these to their maximum to attain success in life.”

Shri Subhash Chandra

Chairman, Zee Telefilms Ltd.
Chief Guest for the 2nd Convocation : 1999-2000



“There is no short cut to success. All aspiring people should have both, the short term and long term vision, as both these are indispensable for success. The will to perform should be there because the only way to succeed is through performance.”

Shri Sunil Bharti Mittal

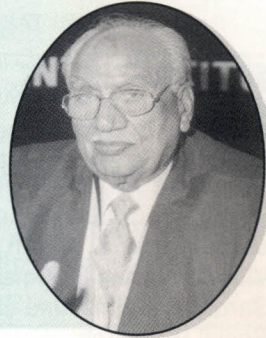
Chairman & Group Managing Director,
Bharti Enterprises
Chief Guest for the 3rd Convocation : 2000-01



“Never entertain complacency in Business. Complacency means we are resting on our past achievements and taking life easy. There is also a danger of missing certain timely decisions and losing the trust of people around us.”

Shri Brijmohan Lall Munjal

Chairman, Hero Honda Motors Ltd.
Chief Guest for the 4th Convocation : 2001-02



“Good entrepreneurs have the ability to execute to effectively marshal resources to achieve end objectives to ensure that there is no gap, between what the entrepreneur wants to achieve and the ability of the organisation to deliver it.”

Shri Anil Ambani

Vice-Chairman & Managing Director
Reliance Industries Limited
Chief Guest for the 5th Convocation : 2002-03

Entrepreneurs are, once again, getting to be widely admired. They are becoming not Just role models, but heroes also-just as much as actors or sportsmen. Without doubt, entrepreneurs stand tall today.

Shri Kumar Mangalam Birla

Chairman : Aditya Birla Group
Chief Guest for the 6th Convocation : 2004





EDI GOVERNING BODY MEMBERS

(As on 1st January, 2005)

Shri M. Damodaran President-EDI Chairman & Managing Director, Industrial Development Bank of India, Mumbai	Ms. Ranjana Kumar Chairperson, National Bank for Agriculture & Rural Development, Mumbai
Dr. Yoginder K. Alagh Vice Chairman & Professor Emeritus Sardar Patel Institute of Economic & Social Research, Ahmedabad	Shri Anupam Das Gupta Secretary (SSI&ARI) Ministry of Small Scale and Industries Agro & Rural Industries, Govt. of India, New Delhi
Shri D.P. Bagchi, IAS (Retd.) Ex-Chief Secretary, Orissa	Dr. Sailendra Narain Chairman, Centre for SME Growth and Development Finance, Navi Mumbai
Shri Subodh Bhargava Chairman, Wartsila India Ltd., New Delhi	Shri D. Rajgopalan Principal Secretary Industries & Mines Department, Govt. of Gujarat, Gandhinagar
Shri J. Chandrasekaran General Manager (SME), State Bank of India, Mumbai	Shri P.H. Ravikumar Managing Director & CEO National Commodity & Derivatives Exchange Ltd., Mumbai
Shri V.K. Chopra Chairman & Managing Director Small Industries Development Bank of India, Lucknow	The Chairman and Managing Director, IFCI Ltd., New Delhi
Mrs. K. Rama Devi President, Association of Lady Entrepreneurs of Andhra Pradesh, Hyderabad	Dr. Dinesh Awasthi Director, Entrepreneurship Development Institute of India, Ahmedabad
Shri R. Jayaraman Iyer Executive Director, Industrial Development Bank of India, Mumbai	

APPLICATION FORM

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ENTREPRENEURSHIP DEVELOPMENT INSTITUTE OF INDIA
AHMEDABAD, GUJARAT, INDIA



PG PROGRAMMES

Post Graduate Diploma in Business Entrepreneurship and Management

Post Graduate Diploma in Management of NGOs

(Please indicate (✓) the Diploma for which you are applying)

2005-06

Date When Received FOR OFFICIAL USE Number

- Name Mr/Mrs/Miss.....
- Date of Birth
- Nationality.....
- Address for Correspondence.....
..... Pin Code

Telephone (with STD Code) E-mail

- Family Occupation (Please tick (✓) mark)
 Business Service Professional Others (specify)
- Enrolment as Non Residential Candidate Residential Candidate
(Refer page no. 19 for fee details)
- Test Centres (Give three choices in order of preference by writing 1, 2 and 3 against the centres)

Agartala	Chandigarh	Gwalior	Jodhpur	Patna
Ahmedabad	Chennai	Hyderabad	Kochi	Pune
Allahabad	Coimbatore	Imphal	Kolkata	Raipur
Bangalore	Dehradun	Indore	Lucknow	Rajkot
Bhopal	Delhi	Jaipur	Mumbai	Ranchi
Bhubaneswar	Gorakhpur	Jammu	Nagpur	Surat
Bhuj	Guwahati	Jamshedpur	Nasik	Vijayawada

- Academic Qualification (last two) * Attach Photocopy

Name of Examination	Year of Passing	Marks/Grade	Major Subjects	Board/University

- Work Experience (only full time and more than 6 months in the same job) * Attach proof

Name of the Employing Organisation	Position Held	Period of Association	Nature of Work

10. Name and address of referees who are other than family members and close relatives and who are in a position to comment on the applicant's suitability for this course)

Referee No. 1

Name	
In what capacity the referee knew you	
Address of the referee	
Telephone Number (with station code)	
E-mail	

Referee No. 2

Name	
In what capacity the referee knew you	
Address of the referee	
Telephone Number (with station code)	
E-mail	

11. Please mention your source of information about this course by marking relevant option(s)

Newspaper Advertisement (please mention name)	
Newspaper article about the course (please mention name)	
Internet	
Friends	
EDI current batch students/Alumni	
Relatives	
Brochures/Posters/Leaflets	
Presentation in your college	

Declaration:

I hereby declare that the above information as provided by me is true and correct. If at any stage i.e. during/after the completion of the course the details as provided by me are found to be incorrect I would have no objection to quit/return the diploma offered to me.

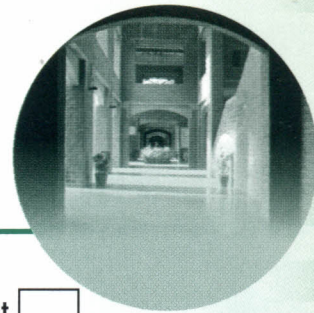
Place :

Date :

Signature

Documents to be attached

- The Birth Certificate/High School/Higher Secondary Certificate mentioning the Date of Birth
- The Photocopy of Academic Records (Graduation and above)
- Photographs (two): Passport size



FELLOWSHIP APPLICATION FORM

Post Graduate Diploma in Business Entrepreneurship and Management

Post Graduate Diploma in Management of NGOs

(Please indicate (✓) the Diploma for which you are applying)

Note: Read the section on fellowship before filling the form

1. Name
2. Father's Occupation
3. Mother's Occupation
4. Details of Income/Property **

	Parents	Self
Parents' income as assessed during 2003-04 (IT Return Form duly certified by a Chartered Accountant)		
Total Value of Assets held (Certified by a Valuer)		

** Attach certified documents

5. Give two reasons why fellowship should be given to you:

A.

B.

6. Amount of Fellowship Applied for

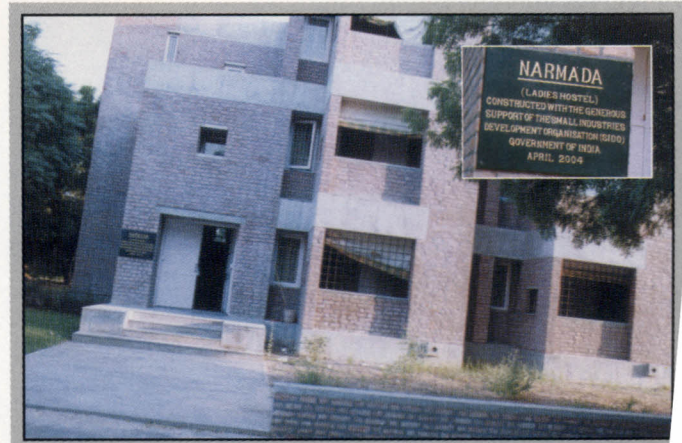
I, the undersigned give an undertaking that the information provided is true and if found false, EDI is authorized to withdraw the fellowship amount and I may be disqualified from the PGDBEM/PGDMN Course.

Place :

Date :

Signature

Facilities on Campus



EDI Project Offices

KERALA

N. P. Tower, 2nd Floor
West Fort
Thrissur-680004
Tel. : (91) (487) 23451947

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Near Gwalior Glory School
Harishankarpuram
Gwalior-474 001
Tel. : +91-9827023986

ORISSA

N-1/224. IRC Village
Nayapally
Bhubaneswar-751 015
Tel. : (91) (674) 2554494
(M) + 91-9437015370
E-mail : ediero@rediffmail.com

RAJASTHAN

G/56, Shastri Nagar
Jodhpur-342003
Tel. : (M) +91-9414348034

GUJARAT

8, Saurashtra Kala Kendra Society
8/9 Corner
Opp. Nirmal Convent School
Kalawad Road
Rajkot-360 005.
Tel. : (91) (281) 2585037

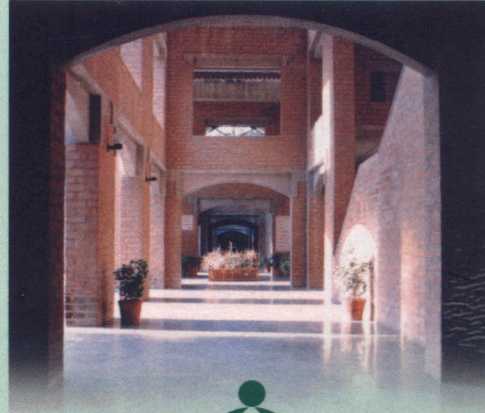
Ground Floor, 'Sonal Krupa'
Park Colony
Jamnagar-361 008
Tel. : +91-9824892800

UTTAR PRADESH

House No. 40, Ward No. 19
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BIHAR

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Patna-800 013
Tel. : (91) (612) 2271071



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E-mail : ediro@giasbg01.vsnl.net.in

Guwahati Office :

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