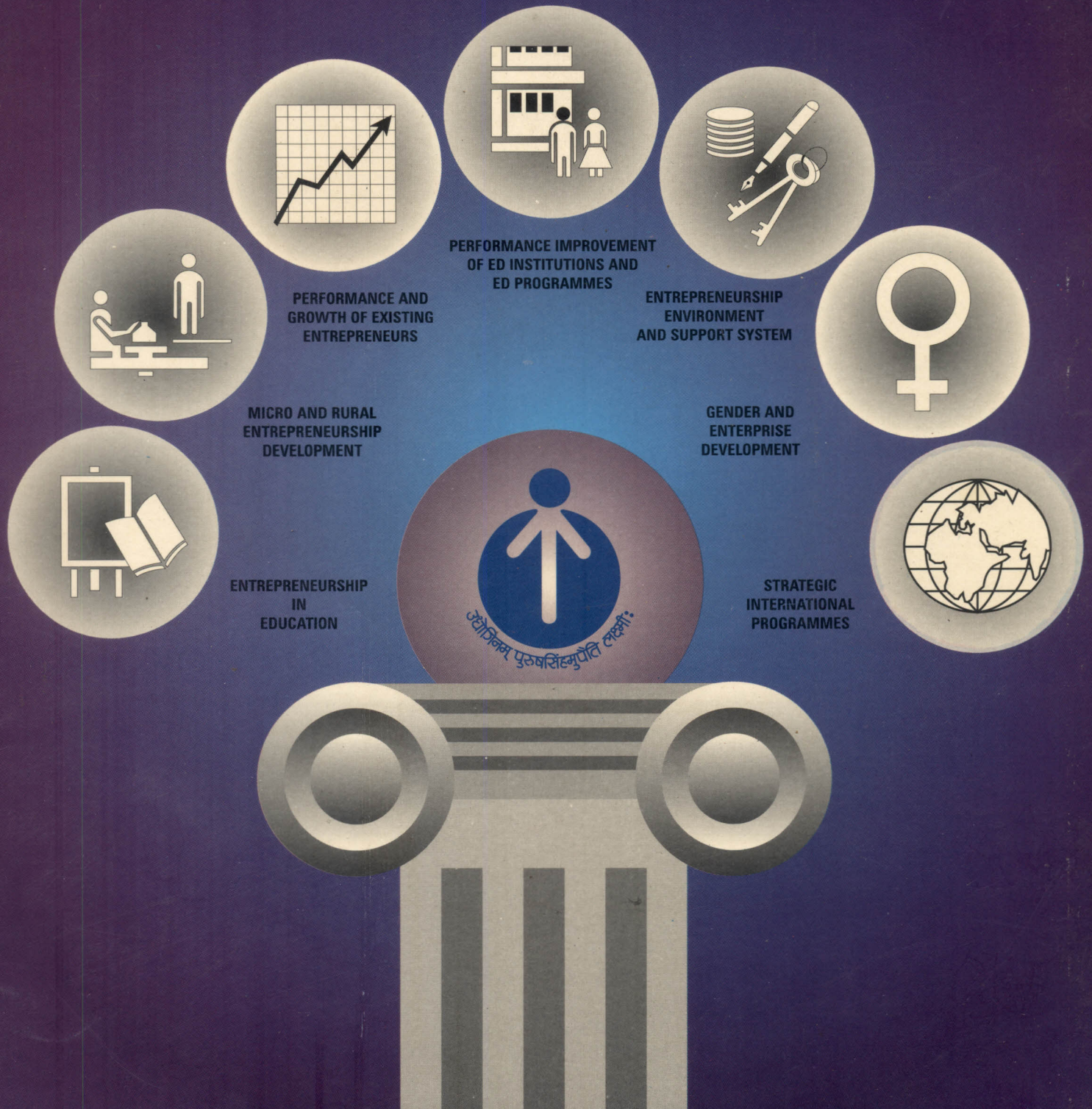


THE EDI PROGRAMME PACKAGE

1997-98



Entrepreneurship Development Institute of India

MEMBERS OF GOVERNING BODY OF THE EDI

1. **Shri S.H.Khan**
President-EDI
Chairman-
Industrial Development Bank of India
IDBI Towers, 24th Floor, Cuffe Parade,
MUMBAI - 400 005
2. **Shri K.D. Agrawal**
Chairman & Managing Director
Industrial Finance Corp. of India
Bank of Baroda Building
8th Floor, 16, Sansad Marg
NEW DELHI - 110 001
3. **Shri R.S. Agrawal**
Executive Director
Industrial Development Bank of India
IDBI Tower, Cuffe Parade,
MUMBAI - 400 005
4. **Dr. Yoginder K. Alagh**
Minister of State for Planning &
Programme Implementation
(Independent Charge), Govt. of India,
Yojana Bhawan,
NEW DELHI-110 001
5. **Shri Shekhar Bajaj**
Chairman & Managing Director
Bajaj Electricals Ltd.
51, Mahatma Gandhi Road,
MUMBAI - 400 023
6. **Shri K.V. Bhanujan**
Addl. Chief Secretary
Government of Gujarat
New Sachivalaya
GANDHINAGAR - 382 010
7. **Dr. M.V.d. Bogaert, s.j.**
Coordinator
Xavier Institute of Development
Action & Studies (XIDAS)
Sneh Sadan Campus, P.B.No.5, 559 South Civil Lines,
JABALPUR - 428 001
8. **Shri S. S. Boparai**
Secretary, Ministry of Industry
Dept. of SSIs and Agro & Rural Industries
Govt. of India
Udyog Bhavan,
New Delhi 110 011
9. **Ms. Madhura M. Chatrapathy**
Food Associates (Bangalore)
132, 17th Cross, 11th Main Road, Malleswaram,
BANGALORE - 560 0559
10. **Ms. Shashi Singh Choudhary**
Director
Rishabh Agro Industries Ltd.
C-90, Anand Niketan,
NEW DELHI - 110 021
11. **Shri P. Kotaiah**
Chairman
National Bank for Agriculture
& Rural Development (NABARD)
Sterling Centre, Dr. Annie Besant Road,
Worli,
MUMBAI - 400 018
12. **Shri C. K. Mehrotra**
Chief General Manager (Development Banking),
State Bank of India
Central Office, 18th Floor,
Madame Cama Road,
MUMBAI - 400 021
13. **Dr. Sailendra Narain**
Managing Director
Small Industries Development
Bank of India
Nariman Bhavan, 227, Vinay K. Shah Marg
Nariman Point,
MUMBAI - 400 021
14. **Shri N. Vaghul**
Chairman,
Industrial Credit & Investment Corp. of India Ltd.
163, Backbay Reclamation
MUMBAI - 400 021
15. **Dr. V. G. Patel**
Vice-President & Director
Entrepreneurship Development
Institute of India, Ahmedabad
P.O. Bhat - 382 428,
Gandhinagar



THE EDI AND ITS MISSION

The Entrepreneurship Development Institute of India (EDI), a wholly autonomous body, set up in 1983, is sponsored by the apex financial institutions, the Industrial Development Bank of India (IDBI), the Industrial Finance Corporation of India (IFCI), the Industrial Credit and Investment Corporation of India (ICICI) and the State Bank of India (SBI). The Government of Gujarat pledged twenty three acres of land on which stands the majestic and sprawling campus.

The EDI today is an acknowledged national resource institution committed to entrepreneurship education, training and research; striving to provide innovative training techniques, competent faculty support, teaching and training material of superlative quality besides sharing benefits of in-house research as well as experience in relevant spheres.

The 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 in orbit around strategic thrust areas, thereby advancing the frontiers of the 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, the EDI has linkages with a nationwide network of organisations and institutions committed to entrepreneurship development. Eventhough much has been realised, far more remains to be fulfilled and the EDI continues with its mission of augmenting manifold the nation's aggregate capacity to develop its entrepreneurial potential.



FACULTY PROFILE

Dinesh N. Awasthi, Ph. D. (Economics) (Sardar Patel Institute)

Senior Faculty

Economist with extensive experience in evaluation studies and policy research. Responsible for planning and co-ordinating micro and rural enterprise development activities through NGOs. Current research on Industrial Cluster.

Abhijit Bhattacharya, Ph. D. (Economics) Moscow

Associate Senior Faculty

Economist specialising in problems of economic transition in CIS and Eastern Europe, Trade Ties of India with CIS; extensive experience in distance learning. Currently heading the Open Learning Programme in Entrepreneurship.

Nalinee Contractor, B.A. LL.B.

Assistant Faculty

Specialises in gender and women in business; and has conducted several 'new enterprise creation' and 'performance improvement programmes' for women entrepreneurs. Has co-authored a book on Indian women entrepreneurs.

Ramesh Dave, M.A. LL.B.

Senior Faculty

With over two decades of hands-on-experience in developing potential entrepreneurs. Specialises in institution building and management. Executes 'Concept-to-Completion' assignment on entrepreneurship in India and abroad.

Raman Jaggi, P.G.Dip. (Rural Management)

Faculty

Involved in promotion of micro enterprises in rural areas through voluntary organisations. Specialises in project related to entrepreneurship development, business opportunity guidance and market feasibility/industrial potential surveys.

P. C. Jain, Ph. D. (Management) Delhi University

Senior Faculty

More than two decades of research and teaching experience at PG level. Specialises in business policy and strategic management. Currently engaged in research related to entrepreneurship education, business growth and evaluation of state-level organisations involved in entrepreneurship development activities.

Biren Kantharia, Master in Development Communication, MBA (International Marketing)

Specialises in International Marketing, Strategic Planning and HRD. Currently involved in organising training programmes on growth, strategic management, international marketing.

B.P. Murali, PGDM (IIM-Ahmedabad)

Senior Faculty

Specialises in small enterprise development, business plan formulation and sick industry rehabilitation. Involved in designing and conducting programmes for trainers, business counsellors, bankers and existing entrepreneurs in India and abroad.

Tara Nair, M.Phil. (Applied Economics) (JNU)

Assistant Faculty

Economist involved in devising strategy for survival and growth of SMEs, impact of policy and environmental changes of SMEs, intervention strategies in the informal sector and gender and entrepreneurship.

A. Narayanan, MBA (Finance)

Faculty

Exhaustive industrial experience in large corporate houses. Presently handling training programmes on succession planning, growth strategies, management control systems, project report preparations and project appraisal, working capital management and informal credit systems.

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

Faculty Associate

Specialises in Marketing; involved in devising a strategy for marketing of rural products. Associated with research study on industrial clusters.

V. Padmanand, M. Phil. (CRENIEO) M. Phil. (Cambridge, U.K.) P.G.Dip.(Marketing Management)
Assistant Faculty

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

V.G. Patel Ph.D. (Economics) Wisconsin

Vice President and Director

An eminent economist and international figure in the sphere of entrepreneurship development, small industry policies and growth management. Has been 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.

Rajesh Patel, B.E. (Agri.) Diploma in Management

Faculty

Involved in promotion of micro enterprises in rural areas and identification of new economic activities for the rural masses. Specialises in transfer of appropriate technology for the upliftment of village and cottage industry.

N. Ramesh, M.Sc. (Chemistry)

Faculty

A versatile accredited trainer-motivator with twelve years of hands on experience. Expert in project identification.

S. B. Sareen, Dip. (Tex. Tech.)

Associate Faculty

Technologist with exhaustive experience in training for new enterprise creation, small business development. Currently specialising in training of trainers of ED institutions/organisations.

Seema Sehgal, Ph.D. (Agril. Physics) (Indian Agricultural Research Institute)

Specialising in agricultural physics and soil science with technical know-how in the field of floriculture and mushrooms. Currently involved in identifying agro-based projects and preparation of project profiles for the institute's Innovation Centre.

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

Associate Faculty

Specialises in organisational and personnel psychology, entrepreneurship and human resource development; Currently involved in programmes on organisational behaviour, motivation, personality development and intrapreneurship; research on entrepreneurship curriculum, selection tools.

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

Senior Visiting Faculty

Psychologist specialised 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.

Naresh Singh, M. Phil. (Sociology) Meerut

Associate Faculty

Rural Sociologist engaged in action research and working with NGOs/VOs for 'rural enterprise creation'.

Pramod Srivastava, M.A. (Economics)

Assistant 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.

Faculty Associate

Has work experience with Agriculture Finance Corporation as an Investigator. At present involved in REDP activities.

V. S. Sukumaran, LL.B. P.G.Dip. (Training & Dev.)

Assistant Faculty

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

P. K. M. Swamy, P.G.Dip. (Social Work)

Associate Faculty

Sociologist focussing on enterprise development and sustainability among the rural poor. Specialises in competency development and management inputs for NGO sector.

Mayank Upadhyay, Cost Accountant

Senior Visiting Faculty

Specialises in finance with intensive experience in development banking and commercial banking. Involved in conceptualising and delivering a number of programmes in financial strategy and management as well as accounting.

N. Vaidyanathan, Degree in Textile Technology and MBA

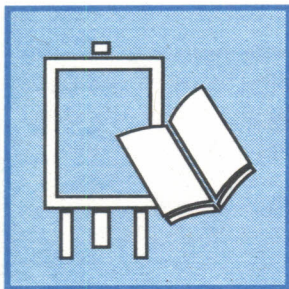
Senior Visiting Faculty

Ten years of work experience as head of project identification group as well as in designing and manufacturing special purpose machines and implementation of projects. Has been Executive Director of a consultancy firm. Has experience in teaching Organisational Behaviour & Marketing.

Kirti Vakil,

Associate Faculty

Trainer with extensive field experience in training for micro and small enterprise development. Currently specialising in institutionalisation of REDPs through voluntary organisations.



ENTREPRENEURSHIP IN EDUCATION

The lacunae in our educational system do not promote independent thinking, creativity, a spirit of innovation and setting a realisable goal. The environment and policy, however, offer opportunities for sustainable self-employment to ensure contribution of the work force to the industrial economy. However, the spirit of enterprise needs to be inculcated into the psyche of the present generation. Entrepreneurship, self-employment and enterprise creation thus provide a solution to the crises of both unemployment and disguised unemployment.

The EDI has designed and successfully implemented several national and international training programmes and workshops for the academic community and for the youth.

The EDI has launched an Open Learning Programme in Entrepreneurship for nation-wide dissemination of the concept of entrepreneurship. The training programmes for teachers of science and technology institutions in North-Eastern India in 1987 marked an innovative attempt at enhancing the role of facilitators in harnessing entrepreneurial competencies. Faculty Development Programme has become a core activity of the institute. They sensitise and equip the support system to develop the future entrepreneur, while the summer camps for youth and children imbibe the traits of risk taking and achievement motivation.

To sustain the efforts implemented so far, the EDI aims at harnessing latent entrepreneurial spirit and competencies by conducting

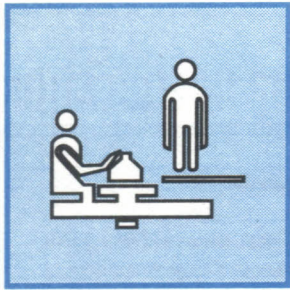
- * Open Learning Programme in Entrepreneurship
- * Faculty Development Programmes
- * Summer Camps for Youth and Children
- * Programmes to Institutionalise Entrepreneurship in Business Education
- * Orientation Programmes for Students.

Seminars, workshops and research projects aimed at strengthening the foundation of entrepreneurship and developing secondary material in the field of entrepreneurship, testify one fact : the EDI has served as a propellant to empower tomorrow's facilitators and entrepreneurs.

Achievements in this thrust area :

■ Open Learning Programme in Entrepreneurship (OLPE)	
Launched in January, 1995	
* Number of batches announced	9
* Number of learners enrolled	923
* Number of S&T learners	692
* Number of women learners	:
■ Number of Teachers' Training Programmes/ Faculty Development Programmes	27
* Technical teachers trained	548
■ Number of National Summer Camps on Entrepreneurial Adventure for youth (17-22 years)	5
* Students participated	170
■ Number of Summer Camps for school children (12-17 years)	3
* Students participated	127
■ National Seminar on Current Researches in Entrepreneurship (once in 2 years)	2
* Delegates participated	55
■ Number of 1-day Orientation Programmes on Entrepreneurship organised for Gujarat schools	60
* Students participated	2400
■ National Workshop on Entrepreneurship Education in Vocational Schools & Technical Institutions	
* Delegates participated	37

A. Training Programmes					
	Training Programmes	Location	Duration/ Period	Target Group	Objectives and Outcome
1.1.	Open Learning Programme in Entrepreneurship (OLPE)	National	11 months Throughout the year	College students, Educated unemployed Employees, Housewives, Executives Professionals & Technocrats	To help youth, employees, women and professionals set up their own businesses through distant learning.
1.2.	Faculty Development Programmes (FDP) in Entrepreneurship :		3 weeks each		
1.2.1	For S & T Teachers	EDI Campus	Sept 08-26, 1997	Teachers of S&T institutions	To equip teachers of science & technical institutions on entrepreneurship development activities. Total 50 teachers will be developed.
1.2.2	For S & T Teachers	Bangalore	To be decided		
1.3	Summer Camps :				
1.3.1.	Achievement Camp on Entrepreneurial Adventure For Youth of SAARC Countries	Kathmandu (Nepal)	2 weeks To be decided	Youth from SAARC Countries	A forum to bring together a group of 50 youth from SAARC Countries and inculcate in them the spirit of enterprise for achieving excellence in life. Programme approved in SAARC meeting.
1.3.2.	Summer Camp for school children	EDI Campus	1 week May 05-10, 1997	Students of 12-16 yrs.of age (7th to 10th graders)	To inculcate a spirit of enterprise among students at ripe age. 35 students.
1.3.3.	National Summer Camp on Entrepreneurial Adventure for College going Youth	EDI Campus	2 weeks May 19-29, 1997	HSC and College students	To build student potential for achieving excellence in any walk of life; about 30 students. Productive use of summer vacation.
1.4	Visit of school children to the Institute	EDI Campus	1 day Throughout the year vocational stream	Students of 10th to 12th Std. from service to community.	To 'Catch Them Young' and provide them a taste of entrepreneurship. Ten schools, 500 students ;
1.5	BBA Course for Entrepreneurial Personality Development (III year)	Gujarat University	One semester April 1997	BBA 3rd Year Students	To complete our commitment of institutionalising entrepreneurship in business education.
B. Workshops/Seminars					
	Workshops/Seminars	Location	Duration/Period	Target Group	Objectives and Outcome
1.6	Workshop/Symposium on Approaches to Entrepreneurship Education	EDI Campus	2 days Dec 22-23,1997	Policy-Makers/ Educationists dealing with college	To sensitize policy-makers and educationists about incorporating entrepreneurship in the curricula; experience sharing on college level efforts.
1.7	Workshop on Entrepreneurship Education in Gujarat schools	EDI Campus	1 day April 04, 1997	Principals of vocational stream schools of Gujarat	To appraise the principals about the latest developments in entrepreneurship education and create among them an awareness on ED activities.
C. Research					
	Research	Location	Duration/Period	Target Group	Objectives and Outcome
1.8	Study on Entry barriers to Entrepreneurship as perceived by youth.		7 months April-October 1997	Graduate students	To understand the facilitating and hampering factors in entrepreneurship as a career choice. A study will have wider implications for policy formation.



MICRO AND RURAL ENTREPRENEURSHIP DEVELOPMENT

The Rural Entrepreneurship Development (RED) Division of the Institute is engaged in rural development, poverty alleviation and employment generation through promotion of micro and small enterprises. The division has been successfully collaborating with many NGOs in this regard and now seeks to institutionalise the activity in the NGO sector as a major strategy to make the approach sustainable. Supported by premier national organisations such as NABARD and SIDBI, the Rural Entrepreneurship Development Division is now addressing the credit needs of the trained potential rural entrepreneurs. The division regularly organises training programmes on Informal Micro Credit Delivery System (IMCDS), management for strengthening the partner NGOs in the area of informal credit.

The division realises the need for strengthening NGOs through building their managerial capabilities. With the support of the Friedrich-Naumann-Stiftung (FNSf), it has launched a programme on sustainability of NGOs through better management. The division focuses on the following programmes :

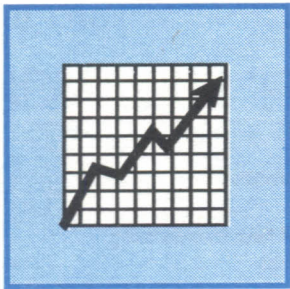
- * Rural Entrepreneurship Development Programmes (REDPs)
- * Capacity-building of NGOs for sustainability
- * Informal Micro Credit Delivery System

The division also provides a platform to NGOs and bankers for interaction with the objective of facilitating access of the poor to credit.

The division also strives to upgrade the quality of teaching and training material through research and development of manuals for the NGO sector. Keeping in view the NGOs' contribution to RED strategy, the EDI has initiated the 'Best Rural Entrepreneur Trainer-Motivator' award for grassroot NGO functionaries engaged in organising REDPs at the local level.

Achievements in this thrust area :

■ Number of REDPs completed	:	300
* Number of rural poor trained	:	7500
* Number of rural enterprises set up	:	3998
■ Experiment in Group Entrepreneurship in Nagaland		
* Number of societies created	:	29
* Number of units started	:	240
■ Rural Trainers' Training Programmes	:	11
* NGOs/VOs/Extension officers trained	:	259
■ Number of National/Regional workshops on RED Strategy for NGOs/VOs	:	8
* Number of NGO officials sensitised	:	228
■ Workshop for Chief Executives of NGOs/VOs on Informal Micro Credit Delivery System	:	5
* Number of CEOs attended	:	122
■ Training Programmes on Informal Micro Credit Delivery System for officials of NGOs/VOs	:	4
* Number of NGO officials trained	:	115
■ Workshop on Entrepreneurial Women in Rural Informal Sector : Intervention Strategies & Alternative Approaches		
* Number of delegates	:	25



PERFORMANCE AND GROWTH OF EXISTING ENTREPRENEURS

Small and medium enterprises in the sub-continent and in developing economies are by and large ill-equipped to face the challenges of liberalisation and globalisation. Government can no longer provide them with protectionist barriers and incentive mechanisms to ensure their survival and growth. Anticipating the need for management strategy and growth-oriented awareness and competencies, the EDI initiated Performance Improvement Programmes in 1984, focusing on functional management inputs and strategic techniques, and thus channelising entrepreneurial competencies to rejuvenating enterprises. It launched a variety of programmes in quick succession throughout the country to fill this vacuum.

Succession Planning for Entrepreneurial Continuity (SPEC), conceptualised and launched for the first time in the country, sought to equip successors of family businesses with skills, competencies and motivation necessary to handle the future role of organisation leadership, innovation and transition management. Programmes for business strategy formulation with economic reforms strive to impart techniques of strategic firm-level analysis in the context of environmental and organisational flux. 'Intrapreneurship' programme seeks to inculcate a spirit of 'intraprise' among SME managers and executives to ensure a sustained entrepreneurial vision within the enterprise.

Beginning with capacity building of Counsellors in profiling of small enterprise in terms of its current performance and its potential growth, the EDI focuses on institutionalising training programmes at regional level to help entrepreneurs examine their enterprises in an objective manner and plan for growth. This year, the EDI has chalked out export-oriented growth programmes also.

The institute has been carrying out extensive policy research and publication of training manuals to facilitate wide dissemination of the EDI's knowledge base and experience and enrich its own reservoir of training expertise and competencies.

The institute proposes to undertake the following programmes this year to ensure that sustainable competitive advantage be imbibed by small and medium enterprises.

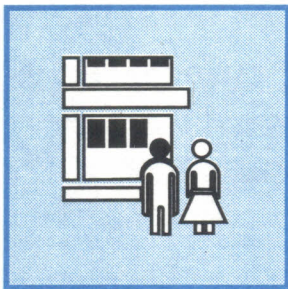
- * Effective Business Counselling
- * Growth Strategies
- * Succession Planning for Entrepreneurial Continuity (SPEC) in family business
- * Intrapreneurship Development

Achievements in this thrust area :

■ Succession Planning for Entrepreneurial Continuity (SPEC)	:	8
* Successors trained	:	177
■ Performance Improvement Programmes (PIPs) for existing entrepreneurs (9 programmes exclusively for women)	:	39
* Entrepreneurs influenced	:	976
■ Small Industry Management Assistant Programmes (SIMAPs)	:	37
* Young graduates developed	:	868
■ Growth Programmes	:	9
* Entrepreneurs geared up	:	184
■ Business Counsellors' Programmes	:	9
* Counsellors for SMEs participated	:	167
■ Functional Programmes on Strategic Management	:	3
* Entrepreneurs trained	:	32
■ Intrapreneurship Programmes	:	3
* Managers/Executives of SMEs trained	:	61

PERFORMANCE AND GROWTH OF EXISTING ENTREPRENEURS

▶ A. Training Programmes					
	Training Programmes	Location	Duration/Period	Target Group	Objectives and Outcome
3.1	Succession Planning for Entrepreneurial Continuity (SPEC) :				
3.1.1	SPEC - IX	EDI Campus	2 Weeks Dec 10-21, 1997	Sons/Daughters/ Wards of Existing Entrepreneurs	To train successors to family businesses in smooth transition management. (Target 20).
3.1.2	SPEC - X	Mumbai/ Aurangabad	2 Weeks April-May 1997	- do -	To conduct location-specific programme by building up capacity of a reputed institution with strong local contacts.
3.2	Growth-cum-Counselling Programmes in association with :		3 phases stretched over 4 months		
3.2.1	CED, Karnataka	Mysore	May-August 1997	Counsellors/ Entrepreneurs	Resource persons from various institutions have been trained by EDI in Growth-cum-Counselling as part of institute's mission to institutionalise such training programmes among state level agencies EDI faculty support to be provided to local institutions. Target 75 enterprises.
3.2.2	CED, Madhya Pradesh	Indore/Bhopal	May-August 1997	- do -	
3.2.3	MCED, Maharashtra	Nasik/ Aurangabad	June-September 1997	- do -	
3.3	Export-oriented Growth Programmes :		3 phases stretched over 4 months		
3.3.1	Western Region	Ahmedabad/ Mumbai	End 1997	Existing Entrepreneurs	To facilitate planned growth among established entrepreneurs focussing on exports. Region and sector-specific; 40 SMEs to be strengthened for exports.
3.3.2	North-East Region	NER			
3.4	Training Resource Persons to facilitate enterprise growth	Bangalore	2 weeks Oct-Nov 1997	Trainers, Consultants and Credit Officers	To institutionalise Growth Programmes and help build a cadre of business counsellors at the state-level. Based on successful last year's programme.
3.5	Intrapreneurship :				
3.5.1	In-company/Regional Programmes (2 Nos.)	Regional	1 week each To be decided	Managers/Execu- tives of SMEs	To prepare managers of SMEs practice intrapreneurial approach to management thereby leading to increased effectiveness. Target 50 Managers/Officers. Important for improved efficiency, creativity and competitiveness of SMEs.
3.5.2	For Jammu & Kashmir Government Officials	EDI Campus & J&K	10 days April 14-23, 1997 3 days	Officers of industry support system	J&K officers in the industry support system to be covered for motivation, positive attitudes and dynamism. High priority of state government for revival of administration.
▶ B. Research					
	Research	Location	Duration/Period	Target Group	Objectives and Outcome
3.6	Study on Facilitating and Hindering Factors in the growth of SMEs	-	9 months Apr-Dec 1997	Existing Entrepreneurs	To understand the problems in the process of growth leading to appropriate programmes targetted at established entrepreneurs. Policy implications; publication.
▶ C. Publication					
	Publication	Location	Duration/Period	Target Group	Objectives and Outcome
3.7	'Doing Business in India' : NRI Case Studies	-	6 months April-Sept 1997	NRI Entrepreneurs	A publication that would sensitise/prepare NRI entrepreneurs to identify strategic techniques for doing business in India.



PERFORMANCE IMPROVEMENT OF ED INSTITUTIONS AND ED PROGRAMMES

Born of knowledge and comprehension that entrepreneurship being a grassroots activity has to be carried out by a large number of ED organisations, the strategic programmes conceptualised and designed by the EDI in this crucial thrust area addresses the need to train the trainers of ED organisations through innovative training techniques and updated information and documentation. It regularly organises trainers' meets and chief executives' meets to foster linkages among trainers and chief executives of ED organisations to facilitate experience sharing.

The EDI has supported the creation of Centres for Entrepreneurship Development and Institutes of Entrepreneurship Development in several states of the country to achieve institutionalisation of ED activities. In appreciation of the commitment and missionary zeal with which EDP trainers perform, the EDI has also been designated as the 'National Innovation Centre' for the country. This involves responsibilities to create and maintain a data bank and project profiles of innovative products and processes, conduct workshops, entrepreneurship and upgradation programmes and ensure commercialisation of the services offered.

The EDI's efforts in this area also extend to developing countries vis-a-vis the programmes for international trainer-motivators and creation of new enterprises.

In response to the responsibility entrusted to it and the need for strengthening the knowledge and skills of trainers, the EDI has been hosting :

- * Trainers' Training Programmes for IEDs, CEDs and other ED organisations
- * Series of Functional Trainers' Programmes on :
 - Entrepreneur Selection, Motivation, Counselling, & Competencies
 - Business Opportunity Identification & Guidance
 - Project Report Preparation
 - Management Inputs in EDPs

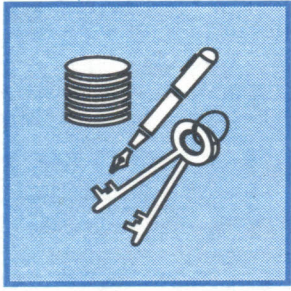
Efforts to develop training materials and publication of manuals have met with tremendous success. The 'Journal of Entrepreneurship' launched in 1992 has been accepted as a milestone in the dissemination of research findings and developments in the area of entrepreneurship.

Achievements in this thrust area :

■ National Trainers Courses	:	16
* New trainers developed	:	238
* Trainers accredited	:	110
■ Functional Trainers' Programmes on		
* Entrepreneur Selection, Motivation Counselling & Competencies	:	4
- Professionals trained	:	50
* Business Opportunity Identification and Guidance	:	4
- Professionals trained	:	80
* Project Report Preparation	:	4
- Professionals trained	:	67
■ COMFAR Programme to facilitate financial appraisal	:	2
* Professionals trained	:	33
■ Capacity Building of ED Organisations :	:	3
Trainers trained		
* Central Silk Board	:	43
* Khadi & Village Industries Commission	:	45
* KHDP, Cochin	:	47
* Indo Dutch Project Management Society (IDPMS)	:	22

PERFORMANCE IMPROVEMENT OF ED INSTITUTIONS & ED PROGRAMMES

▶ A.	Training Programmes	Location	Duration/Period	Target Group	Objectives and Outcome
4.1	Foundation Trainers' Training Programme for IEDs/CEDs	EDI Campus	4 weeks Aug 19-Sept 13, 1997	EDP Trainers	To increase supply of new Trainer-Motivators in state-level IEDs/CEDs for carrying out ED related activities effectively. Subject to demand from new state institutions. Capacity building.
4.2	Refresher Course for Trainers of IEDs/CEDs on new developments in training and SME environment	Regional	4 days To be decided	EDP trainers	To update knowledge of trainers of IEDs/CEDs and other ED organisations in vital areas such as information technology, globalisation impact, export promotion, etc.
4.3	Refresher Course for Trainers of Central Silk Board (CSB)	Bangalore	2 weeks To be decided	CSB officials	To sharpen knowledge and skills of CSB officials trained in our earlier Trainers' Training Programme.
4.4	Developing Young Entrepreneurs in J&K	J&K & EDI Campus	2 weeks 4 weeks i. May 26-June 20, 1997 ii. June 23-July 19, 1997	J&K Youth	To motivate and direct unemployed youth of J&K towards gainful employment. About 50 youth will be developed in 2 EDPs to set up their own business ventures.
▶ B.	Workshops/Seminars	Location	Duration/Period	Target Group	Objectives and Outcome
4.5	Chief Executives' Meet of ED organisation	Regional	2 days To be decided	CEOs of ED organisations	An effort to bring all Chief Executives of ED organisations on a common platform to thrash out emerging issues in the field of entrepreneurship development; networking; information exchange.
4.6	Convention of EDP Trainers and Award Function :				
4.6.1	National Award	EDI Campus	2 days Sept. 23-24, 1997	ED Trainers	Exchange of Experiences, Innovations. Networking. Building up status of trainers.
4.6.2	NER Award	NER	2 days /To be decided	ED Trainers	Special award for NER Trainer by SIDBI.
▶ C.	Research	Location	Duration/Period	Target Group	Objectives and Outcome
4.7	Developing Parameters for/and Rating of Performance Evaluation of IEDs/CEDs/NGOs	EDI Campus	3 months April-June 1997	State-level IEDs/CEDs/NGOs	To accredit (rate) ED organisations/NGOs. Evaluation process could be evolved.
▶ D.	Teaching Material	Location	Duration/Period	Target Group	Objectives and Outcome
4.9	Trainers' Manuals on : (a) Management Inputs (b) Selection & Entrepreneurial Behaviour	EDI Campus	6 months April-Sept 1997	EDP Trainers/ Counsellors	To prepare a self-learning material on how to impart small business management training locally. Useful to guide EDP trainers/teachers.
▶ E.	Publications/Documentation	Location	Duration/Period	Target Group	Objectives and Outcome
4.11	Project Report Manual (Revised)	-	9 months Apr-Dec 1997	Entrepreneurs/ ED organisations	In the light of new industrial policy, existing manual will be revised.
4.12	Trainers' Directory (Revised)	-	6 months April-Sept 1997	ED organisations	To update and also introduce details of trainers trained from NGO sector; second edition.
▶ F.	Others	Location	Duration/Period	Target Group	Objectives and Outcome
4.13	Support to state governments in setting up state-level centres for ED.	-	- Throughout the year	-	Support to be extended to new institutions of Rajasthan, Himachal Pradesh and J&K.



ENTREPRENEURSHIP ENVIRONMENT AND SUPPORT SYSTEM

The support system and institutional mechanism often make or break an enterprise, be it new or existing. Functionaries of support institutions, be they government departments, development organisations or financial institutions, often do not appreciate their role and that of entrepreneurs in entrepreneurship and industrial development. The skills of such functionaries are not periodically and effectively upgraded to sensitise them to the requirements of entrepreneurs. This has often led to crisis. Policies and schemes for creation and development of enterprises cannot succeed without insight into the requirements of an SME entrepreneur and his/her enterprise. Entrepreneurship environment and support system seeks to sensitise officials of support organisations to entrepreneurs constraints and their own role in removing them. These orientation and extension motivation programmes for support system officials have covered many areas in the country, including the less developed states such as Manipur, Mizoram, Tripura, Nagaland, Assam and others. The widely appreciated Focused Behavioural Event Interview (FBEI) technique, developed by the EDI, addresses the issue of appraising the 'man-behind-the-project' i.e. the entrepreneur.

Training programmes on effective business counselling for extension officers have also sought to increase the number of professional experts in appraisal as well as that of support officials. These programmes aim at imparting techniques of objective and empathic analysis of the entrepreneur and his project.

The programme for capacity building of industry associations, based on pioneering research by the EDI, aims at sensitising association officials to the need for reorienting themselves to the changing economic scenario.

Conferences, workshops and seminars are organised for interaction between NGOs and bankers to remove the constraints in the creation and development of enterprises. Several industrial clusters have also been studied to explore interim linkages and networks among enterprises.

This year the EDI is focusing on

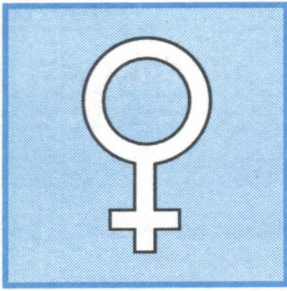
- * Effective Business Counselling Programme for Extension Officers
- * FBEI Training Programme
- * Capacity Building of Industry Associations
- * NGO-Bankers Interface

Achievements in this thrust area :

■ Entrepreneurs' Meets	:	11
■ Number of ED Orientation Programmes for Officers of DICs/Banks/Financial Institutions	:	20
■ Number of Extension Motivation Programmes for support system officials	:	12
■ Number of FBEI Programmes for Credit/ Appraisal Officers of Banks/Financial Institutions	:	19
■ Business Counsellors' Programmes for Small Industry Development Officers		
* Number of officers trained	:	48
■ COMFAR Programmes for Project Appraisal	:	2

ENTREPRENEURSHIP ENVIRONMENT & SUPPORT SYSTEM

▶ A. Training Programmes		Location	Duration/Period	Target Group	Objectives and Outcome
5.1	Effective Business Counselling Programme for Extension Officers (2 Nos.)	Regional	2 weeks each September 1997	Small Industry Development Officers	Sensitising industrial promotion officers on counselling needs of potential/established entrepreneurs. Updating knowledge and enhancing motivation under new economic scenario.
5.2	NGO-Bankers Interface (2 Nos.)				
5.2.1	North India	Jaipur/ Lucknow	3 days Nov 10-12, 1997	NGOs and Bankers	To create mutual confidence between NGOs and Bankers for better credit-flow to the participants.
5.2.2	Eastern or Southern region	Guwahati/ Bangalore	3 days Nov 24-26, 1997		
▶ B. Workshops/Seminars		Location	Duration/Period	Target Group	Objectives and Outcome
5.3	Managing Change : Capacity Building of Industry Associations	EDI Campus	2 days September 1997	Apex Industry Associations	To sensitise the industry associations on the needs to strategically re-orient themselves in the changing economic scenario, based on point no. 5.4 findings below.
▶ C. Research		Location	Duration/Period	Target Group	Objectives and Outcome
5.4	Study of Five Successful Industry Associations as service organisations	—	5 months April-August 1997	Industry Associations	A prelude to capacity building workshop for Industry Associations and their role in the new environment and privatisation of consultancy context.
5.5	Study of a few industrial clusters (Ludhiana and Nagore)	—	1 year Apr 1997-Mar 1998	Existing Entrepreneurs	Extension of the study that EDI has complete recently. Given the insights into the dynamics of small industrial clusters, this study would further shed light on the firm level strategies of clustered industries.



GENDER AND ENTERPRISE DEVELOPMENT

There is a gender bias against both present and potential women entrepreneurs the world over. The conventional activities of women entrepreneurs have to still rely on low technology and low investment with little scope for upgradation. The support system for entrepreneurs, including information and credit is not favourably inclined towards women entrepreneurs. This in turn has led to male dominance in entrepreneurship.

The EDI, fitted against the anti-women mindset in business, has been organising programmes for potential women entrepreneurs since 1984. Drawing on its experiences of these programmes, the Institute has evolved a comprehensive package for women entrepreneurs. The package focuses on :

- * sensitising policy makers to be responsive to the entrepreneurial needs of women,
- * encouraging potential women entrepreneurs to initiate non-stereotyped, non-feminine business,
- * building up women trainer-motivators' capacity to create new enterprises.

The programmes essentially seek to inculcate skills and competencies among prospective women entrepreneurs. Admittedly, in equipping women, the EDI has been a pace-setter through its training programmes and workshops focusing on

- * Women Trainer-Motivators' Programmes on New Enterprise Creation
- * Business Opportunities for Women in New and Renewable Sources of Energy
- * Entrepreneurial Women and Intervention Strategies in the Rural Informal Sector
- * Gender Orientation Programme for Support Officials
- * Gender, Technology and Entrepreneurship.

The EDI has sought to sensitise the institutional and administrative support system by assuming responsibilities of a nodal agency for a Gender Planning Training Project (GPTP). The EDI has also undertaken pioneering research on gender factors of entrepreneurship and enterprise management and has published papers, books and audio visual cassette on successful women entrepreneurs.

Achievements in this thrust area :

■ Developing Women Entrepreneurs		
* New women entrepreneurs trained	:	142
■ Number of women benefitted through special programmes on :		
- New and Renewable Sources of Energy (NRSE)	:	34
- Gender, Technology & Entrepreneurship for women with technical education & training:	:	27
■ Performance Improvement Programmes for Growth of Existing Women Entrepreneurs	:	9
* Number of women entrepreneurs trained	:	222
■ Training Programmes for Women Entrepreneur Trainer-Motivators		
* Number of women Entrepreneur Trainer-Motivators trained for developing countries :	:	51
■ 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 provided to women entrepreneurs		
* Number of women entrepreneurs from Sri Lanka	:	20
* Number of women entrepreneurs from Nepal	:	19
■ Workshops organised on Women Entrepreneurship	:	5
Gender & Entrepreneurship Development under GPTP of Govt. of India :		
* Number of Resource Persons trained (5 states)	:	22
* Number of workshops organised in 2 states (U.P. and M.P.)	:	4

GENDER & ENTERPRISE DEVELOPMENT

▶ A. Training Programmes					
	Location	Duration/Period	Target Group	Objectives and Outcome	
6.1	Karnataka Kerala Maharashtra	5 days each To be decided	Officials of district-level support agencies	Enable the support system officials to appreciate the specificities of enterprise development process with respect to women business owners; Total 60 officials.	
6.2	Regional	To be decided	Potential women entrepreneurs with technical background	Follow-up support to trained participants in the setting up of innovative enterprises.	
▶ B. Workshops/Seminars					
	Location	Duration/Period	Target Group	Objectives and Outcome	
6.3	EDI Campus	2 days October 23-24, 1997	Leaders of the women entrepreneurship movement	A pioneer attempt to bring the leaders in the Women Entrepreneurship Movement in the country towards creating a permanent focus group that can work as a think-tank in matters relating to Gender and Enterprise Development.	
6.4	EDI Campus	2 days December 17-18, 1997	Ladies Wings of Industry Associations & Exclusive Women Business Associations	Towards reallocating the roles and responsibilities of both women associations and ladies wings of industry associations in the light of the changing economic environment.	
6.5	Karnataka Kerala Maharashtra	3 days & 2 days To be decided	Planners, Policy- makers & State-level officials of support system	To discuss various dimensions of entrepreneurship with a gender perspective and come out with suggestions for policy.	
▶ C. Research					
	Location	Duration/Period	Target Group	Objectives and Outcome	
6.6	-	8 months Aug 1997-Mar 1998	Practitioners and academics	A comprehensive study to understand the various dimensions of entrepreneurship among women. This study can fill a very critical gap that exists now.	



STRATEGIC INTERNATIONAL PROGRAMMES

The EDI has extended its services across the continents in response to the global responsibility vested in it by leading international institutions, including the United Nations Industrial Development Organisation (UNIDO), the Commonwealth Secretariat, the International Labour Organisation (ILO), the World Bank, the SAARC and governments of developing countries. The EDI has been called upon to initiate customised programmes and projects with a view to sharing its expertise in Entrepreneurship Development and New Enterprise Creation. The institute has shared its Indian experience with governments and agencies outside the country which in turn has increased the need for more such exchanges. Initiatives in this area include

- * Entrepreneur Trainer-Motivators' Programmes
- * New Enterprise Creation (NEC) Programmes
- * Small Enterprise Promotion Programmes
- * Sensitisation and Orientation Workshops for Policy-makers and Support System Officials
- * Bankers' Training Programmes

UNIDO and the Government of India invited the EDI in 1991 to conduct programmes on Industrial Project Preparation and Appraisal for credit and investment officers of developing countries. The Commonwealth Secretariat and other developmental agencies have sought the expertise of the EDI to support institution building activities in African countries. The EDI inroads into business counselling have also been appreciated. The institute is now geared to setting up business counselling centres in less developed economies. In response to requests from economically deprived countries, the institute is also planning to undertake informal credit related activities there.

Achievements in this thrust area :

■ Programmes for Training Entrepreneur Trainer-Motivators for developing countries	:	12
* Total number of trainers trained	:	212
■ 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	:	7
* Number of appraisal officers trained	:	161
■ Number of Inter-Regional Workshops on Entrepreneurship for policy-makers of African/Asian/Francophone and CHOGM member countries	:	4
* Countries participated	:	35
■ 'Concept-to-Completion' approach for initiating and implementing ED activities Ghana and Kampuchea		
■ Feasibility & Need Assessment Studies for launching EDPs Senegal, Ghana, Guinea-Conakry, Togo, Kampuchea, China, Malaysia, Sri Lanka, Philippines		
■ Missions/Consultancy Assignments in ED Sudan, Nepal, erstwhile USSR, Malaysia, Kenya, Ghana		
■ Industrial Extension Sub-contract Bhutan		
■ Savings & Credit System for Southern Highlands Extension and Rural Financial Services Project Tanzania		

STRATEGIC INTERNATIONAL PROGRAMMES

▶ A. Training Programmes				
	Location	Duration/Period	Target Group	Objectives and Outcome
7.1 & 4.14	EDI Campus	4 weeks Nov 10-Dec 05, 1997	Women Trainer-Motivators	A comprehensive training package to train Trainer-Motivators for initiating, planning & implementing ED activities for women entrepreneurs; to equip them for assessing entrepreneurial competencies; to groom them for effective counselling; and to share Indian experiences on New Enterprise Creation.
7.2 & 4.15	EDI Campus	4 weeks Aug 19-Sept 13, 1997	Small Business Promotion Officer	To provide a comprehensive and integrated training on New Enterprise Creation to Colombo Plan countries under Technical Cooperation Scheme (TCS) to enhance their administrative and technical capabilities through strengthening their HRD.
7.3 & 1.3.1	Kathmandu (Nepal)	2 weeks To be decided	Youth from SAARC Countries	A forum to bring together a group of 50 youth from SAARC Countries and inculcate in them spirit of enterprise for achieving excellence in life.
7.4	EDI Campus	3 weeks To be decided	Bank Officers/ Trainers/ Consultants/ Govt. Officers	Enhancing skills for evaluating project proposals using new tools and techniques and also computer-aided financial analysis using UNIDO COMFAR software. 25 participants in a programme.
7.5	Accra (Ghana)	2 weeks April 1997	EDP Trainers	To develop a group of trainers from African countries and simultaneously develop capabilities of MDPI for implementing ED activities effectively in African continent.
▶ B. Others				
	Location	Duration/Period	Target Group	Objectives and Outcome
7.6	-	1 year Throughout the year	Participants of earlier programmes	To correspond with participants of our earlier international programmes to arrive at details on status of ED activities and institutionalisation process in various countries. Networking.

THE EDI INNOVATION CENTRE

The National Science and Technology Entrepreneurship Development Board (NSTEDB), Department of Science and Technology, Govt. of India, has sanctioned a National Facility for Innovations at EDI.

The National Innovation Centre will facilitate evolution of technology driven enterprises by providing appropriate information on new technology, create a National Data Bank and Information Centre on Innovative Business Opportunities and Technologies.

The Centre will benefit the new and existing entrepreneurs of the country by disseminating required information through information bulletins on selected projects and technologies. Information related to new products and process technologies, technological upgradation and Innovations will be extensively provided by the centre.

	Innovation Centre Activities	Location	Duration/Period	Target Group	Objectives and Outcome
1.	Creation of a Data Bank on viable new products/processes	EDI Campus	Throughout the year	Entrepreneurs/ ED organisations	As a part of activities of the Innovation Centre, data base will be created on innovative products and processes.
2.	Preparation of Project Profiles on innovative opportunities (4.16)	EDI Campus	Throughout the year	Potential & Existing Entrepreneurs	To prepare 25 project profiles on innovative technologies/product processes to promote new ventures.
3.	Workshop on Commercialisation of New Products & Processes	EDI Campus/ Regional/ Sector-specific	3 days August 11-13, 1997	Entrepreneurs/ Scientific Community/ ED Organisations/ Venture Capitalists	To make entrepreneurs and scientific community aware of the opportunities based on innovations as well as the pre-conditions of successful commercialisation process.
4.	New Technology-linked EDP	EDI Campus/ Regional	6 weeks Nov 03-Dec 12, 1997	Entrepreneurs	To facilitate setting up of enterprises based on innovative technologies by providing appropriate information drawn from research laboratories. Initial target 20 enterprises.
5.	Technology Upgradation Programme	EDI Campus	2 weeks Jan 19-30, 1998	Existing Entrepreneurs	In the wake of globalisation and changing economic scenario, the programme would help existing SME entrepreneurs to upgrade technologies to acquire a competitive edge.
6.	Orientation Programme of Scientists (Two Programmes)	EDI Campus	1 week each June-July, 1997	Scientific Community	Orienting scientists for commercialising innovations in enterprise development.

CENTRE FOR RESEARCH IN ENTREPRENEURSHIP EDUCATION AND DEVELOPMENT (CREED)

"CREED", the Centre for Research in Entrepreneurship and Education has been instituted with the mission of acting as the crucial link between theoretical developments and practice in the field of entrepreneurship. Its focus hence is on applied research backed by solid theoretical insights.

Some of the broad areas identified by CREED to initiate enquiries into are entrepreneurship in education, innovation in training technology, impact of industrial policies, gender and enterprise development, rural entrepreneurship and innovative credit delivery systems. The centre has already launched the following research projects.

- Study on Entry Barriers to Entrepreneurship as perceived by youth.
- A study of Successful NGO intervention in Informal Micro Credit Delivery System (IMCDS)
- Study on Facilitating and Hindering Factors in the Growth of SMEs
- Developing parameters for/and rating of performance evaluation of IEDs/CEDs/NGOs
- Changing Role of Service Organisations in the New Economic Environment : Study of five successful industry associations
- Small Enterprise networks and competitiveness : Study of industrial clusters (Ludhiana and Nagore)

- Study of Women Entrepreneurship : Patterns of Entrepreneurial Manifestation, Enterprise Performance and Perceptions of Growth

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 on Entrepreneurship', the reputed academic publication of the centre has established its credibility and identity among scholars in India and abroad as a unique forum to disseminate their valuable research findings, both theoretical and empirical - to the academic fraternity at large.

Further, the centre, through its short term research fellowships programme, encourages young researchers to make use of 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.

The Centre also plans to launch an Annual Lecture Series by eminent entrepreneurship theorists and practitioners on specific themes.

MONTHWISE ACTIVITY PLAN FOR THE YEAR 1997-98

	Programmes	Location	Duration/Period	Target Group
▶ APRIL, 1997				
1.	Workshop on Entrepreneurship Education in Gujarat schools	EDI Campus	1 day/April 04, 1997	Principals of vocational stream Schools of Gujarat
2.	BBA Course for Entrepreneurial Personality Development (III year)	Gujarat University	One semester/April 1997	BBA 3rd Year Students
3.	Succession Planning for Entrepreneurial Continuity (SPEC - X)	Mumbai/Aurangabad	2 Weeks/April-May 1997	Sons, Daughters, Wards of Existing Entrepreneurs
4.	Intrapreneurship Programme for Jammu & Kashmir Government Officials	EDI Campus & J&K	10 days/April 14-23, 1997 3 days	Officers of industry support system
5.	ETM Programme in Ghana	Accra, Ghana	2 weeks/April 1997	EDP Trainers
▶ MAY, 1997				
6.	Summer Camp for school children	EDI Campus	1 week/May 05-10, 1997	Students of 12-16 yrs. of age (7th to 10th graders)
7.	National Summer Camp on Entrepreneurial Adventures for College going Youth	EDI Campus	2 weeks/May 19-29, 1997	HSC and College students
8.	Growth-cum-Counselling Programmes in association with : CED, Karnataka CED, Madhya Pradesh	Mysore Indore/Bhopal	May-August 1997 May-August 1997	Counsellors/Entrepreneurs Counsellors/Entrepreneurs
9.	Developing Young Entrepreneurs in J&K	J&K EDI Campus	4 weeks/May 26-June 20, 1997	J&K Youth
▶ JUNE, 1997				
10.	Refresher workshop for NGOs on Informal Micro Credit Delivery System (IMCDS)	EDI Campus	5 days/June 23-27, 1997	NGO Workers trained by EDI
11.	Workshop on RED for NGOs	Gorakhpur/Patna	3 days/June 09-11, 1997	Chief Executives of NGOs
12.	Growth-cum-Counselling Programmes in association with : MCED, Maharashtra	* Nasik/ Aurangabad	June-September 1997	Counsellors/Entrepreneurs
13.	Developing Young Entrepreneurs in J&K	J & K EDI Campus	4 weeks/June 23-July 19, 1997	J&K Youth
▶ AUGUST, 1997				
14.	Foundation Trainers' Training Programme :For IEDs/CEDs	EDI Campus	4 weeks/Aug 19-Sept 13, 1997	EDP Trainers
15.	New Enterprise Creation (NEC) Programme for Colombo Plan countries	EDI Campus	4 weeks/Aug 19-Sept 13, 1997	Small Business Promotion Officers
16.	Workshop on Commercialisation of New Products & Processes	EDI Campus/ Regional/ Sector-specific	3 days/August 11-13, 1997	Entrepreneurs/Scientific Community/ED Organisations/ Venture Capitalists
▶ SEPTEMBER, 1997				
17.	Faculty Development Programme for S & T Teachers	EDI Campus	3 weeks each/Sept 08-26, 1997	Teachers of S&T institutions
18.	Convention of EDP Trainers and Award Function : National trainers Award	EDI Campus	2 days/Sept 23-24, 1997	ED Trainers
19.	Effective Business Counselling Programme for Extension Officers (2 Nos.)	Regional	2 weeks each September 1997	Small Industry Development Officers
20.	Managing Change : Capacity Building of Industry Associations	EDI Campus	2 days/September 1997	Apex Industry Associations
▶ OCTOBER, 1997				
21.	Training Resource Persons to Facilitate Enterprise Growth	Bangalore	2 weeks/Oct-Nov 1997	Trainers, Consultants and Credit Officers

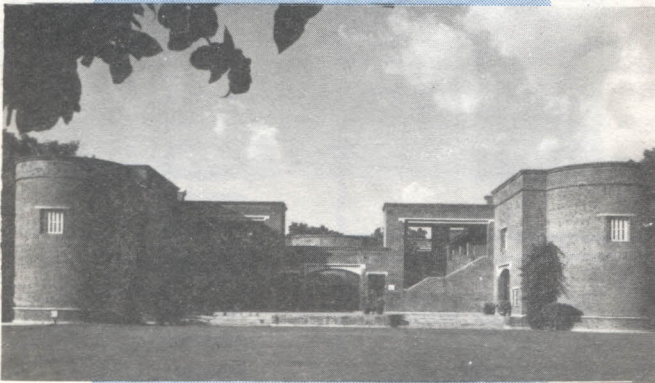
	Programmes	Location	Duration/Period	Target Group
22.	Initiation of a Focus Group on Gender & Enterprise Development and a Symposium on Related Issues	EDI Campus	2 days/October 23-24, 1997	Leaders of the women entrepreneurship movement
▶ NOVEMBER, 1997				
23.	Women ETM Programme for developing countries	EDI Campus	4 weeks/Nov 10-Dec 05, 1997	Women Trainer-Motivators
24.	New Technology-linked EDP	EDI Campus/Regional	6 weeks/Nov 03-Dec 12, 1997	Entrepreneurs
25.	NGO-Bankers Interface (2 Nos.) : North India	Jaipur/Lucknow	3 days/Nov 10-12, 1997	NGOs and Bankers
26.	Eastern or Southern region	Guwahati/Bangalore	3 days/Nov 24-26, 1997	NGOs and Bankers
▶ DECEMBER, 1997				
27.	Workshop/Symposium on Approaches to Entrepreneurship Education	EDI Campus	2 days/Dec 22-23, 1997	Policy-Makers/Educationists dealing with college
28.	NGO-Trainers' Award	EDI Campus	December 1997	NGO-ETMs
29.	Succession Planning for Entrepreneurial Continuity (SPEC - IX)	EDI Campus	2 Weeks/Dec 10-21, 1997	Sons/Daughters/Wards of Existing Entrepreneurs
30.	Export-oriented Growth Programmes :		3 phases stretched over 4 months	
31.	Western Region	Ahmedabad/Mumbai	End 1997	Existing Entrepreneurs
32.	North-East Region	* NER	Ens 1997	Existing Entrepreneurs
33.	Women Entrepreneurs and Networking : The New Role of Industry Associations	EDI Campus	2 days/December 17-18, 1997	Ladies Wings of Industry Associations & Exclusive Women Business Associations
▶ JANUARY, 1998				
34.	Technology Upgradation Programme	EDI Campus	2 weeks/Jan 19-30, 1998	Existing Entrepreneurs
35.	National Seminar on Current Researches in Entrepreneurship	EDI Campus	3 days/January 1998	Academics/Researchers
▶ FEBRUARY, 1998				
36.	Annual Lecture on Entrepreneurship	Ahmedabad	1 day/February 1998	All interested individuals
▶ DATES TO BE DECIDED				
37.	Faculty Development Programmes for S & T Teachers	Bangalore	3 weeks	
38.	Achievement Camp on Entrepreneurial Adventure For Youth of SAARC Countries	Kathmandu (Nepal)	2 weeks	Youth from SAARC Countries
39.	Capacity Building of NGOs (3 Programmes)	UP/HP/Rajasthan Haryana	5 days each	NGO Trainers
40.	Intrapreneurship : In-company/Regional Programmes (2 Nos.)	Regional	1 week each	Managers/Executives of SMEs
41.	Refresher Course for Trainers of IEDs/CEDs on new developments in training and SME environment	Regional	4 days	EDP trainers
42.	Refresher Course for Trainers of Central Silk Board (CSB)	Bangalore	2 weeks	CSB officials
43.	Chief Executives' Meet of ED organisation	Regional	2 days	CEOs of ED organisations
44.	Convention of EDP Trainers & Award Function : NER Award	NER	2 days	ED Trainers
45.	Gender Planning & Training Programmes (GTP) in Entrepreneurship (District Level)	* Karnataka/* Kerala * Maharashtra	5 days each	Officials of district-level support agencies
46.	Gender Planning & Training Programme (GTP) in Entrepreneurship (State-level; 2 workshops in each state)	Karnataka/Kerala Maharashtra	3 days & 2 days	Planners, Policy-makers & State-
47.	Workshop for Chief Executives of NGOs on Informal Credit	Regional	5 days	CEOs of NGOs/VOs level officials of support system

	Programmes	Location	Duration/Period	Target Group
▶ DATES TO BE DECIDED (Cont..)				
48.	Training programme on Informal Micro Credit Delivery System (IMCDS)	Regional	3 weeks	Extension Workers of NGOs/VOs
49.	Programme on Industrial Project Preparation & Appraisal	EDI Campus	3 weeks	Bank Officers/Trainers/Consultants/ Government Officers
▶ THROUGHOUT THE YEAR :				
50.	Open Learning Programme in Entrepreneurship (OLPE)	National	11 months	College students, Educated unemployed, Employees, Housewives, Executives, Professionals, Technocrats
51.	Visit of school children to the Institute	EDI Campus	1 day	Students of 10th to 12th Std. from vocational stream
52.	REDPs : - NABARD sponsored 25 REDPs - SIDBI sponsored 50 REDPs	Regional Regional	-	Rural Youth Rural Youth
53.	Support to state governments in setting up state-level centres for ED.	-	-	-
54.	Creation of a Data Bank on viable new products/processes	EDI Campus	-	Entrepreneurs/ED organisations
55.	Preparation of Project Profiles on innovative opportunities (4.16)	EDI Campus	-	Potential & Existing Entrepreneurs
56.	Short-term fellowships in Entrepreneurship Research	EDI Campus	2-12 weeks	Researchers
57.	Journal of Entrepreneurship	-	Bi-annual	Academic
58.	Gender, Technology and Entrepreneurship : Training Programme for Women with Technical Education/Training	Regional	-	Potential women entrepreneurs with technical background
▶ PUBLICATIONS :				
59.	Teaching material for Informal Micro Credit Delivery System	-	Apr 1997-Mar 1998	NGOs & other agencies
60.	REDP Manual (Hindi and English)	-	Apr 1997-Oct 1997	NGOs & other agencies
61.	Rural Marketing Case studies	-	Apr 1997-Mar 1998	NGOs & other agencies
62.	Case studies of Successful and Average NGOs involved in REDPs	-	Apr 1997-Mar 1998	NGOs & other agencies
63.	'Doing Business in India' : NRI Case Studies	-	April-Sept 1997	NRI Entrepreneurs
64.	Trainers' Manuals on (a) Management Inputs (b) Selection & Entrepreneurial Behaviour	EDI Campus	April-Sept 1997	EDP Trainers/Counsellors
65.	Case Studies for Entrepreneurship Training & Education	Throughout the year	April 1997-March 1998	Trainees of various programmes
66.	Project Report Manual (Revised)	-	Apr-Dec 1997	Entrepreneurs/ED organisations
67.	Trainers' Directory (Revised)	-	April-Sept 1997	ED organisations
▶ RESEARCH PROJECTS :				
68.	Study on Entry Barriers to Entrepreneurship as perceived by youth.	-	April-October 1997	Graduate students
69.	A Study of Successful NGO Intervention in IMCDS	Regional	Apr 1997-Mar 1998	NGOs/VOs
70.	Study on Facilitating and Hindering Factors in the growth of SMEs	-	Apr-Dec 1997	Existing Entrepreneurs
71.	Developing Parameters for/and Rating of Performance Evaluation of IEDs/CEDs/NGOs	EDI Campus	April-June 1997	State-level IEDs/CEDs/NGOs
72.	Study of Five Successful Industry Associations as service organisations	-	April-August 1997	Industry Associations
73.	Study of industrial clusters (Ludhiana and Nagore)	-	Apr 1997-Mar 1998	Existing Entrepreneurs
74.	Study of Women Entrepreneurship : Patterns of Entrepreneurial Manifestation, Enterprise Performance and Perceptions of Growth	-	Aug 1997-Mar 1998	Practitioners and academics

THE EDI CAMPUS

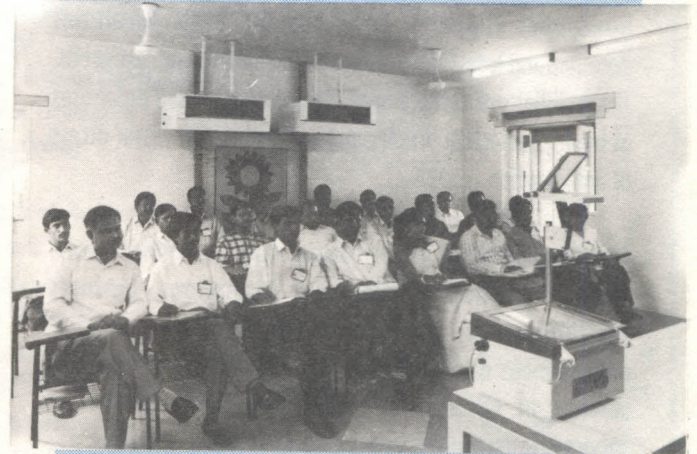
Set in a rural and amidst verdant surroundings, the aesthetically designed campus with a simple yet elegant structure is a judicious blend of the major influences on architecture - Hindu, Islamic and European. The buildings are developed around inner courtyards and loggias which are a major source of light and ventilation. Interspersed with sprawling lawns, thick leafy trees and flora which match the quiet dignity of the solid facade that generates very specific elements and expression, the buildings consist of offices, three air-conditioned and well furnished seminar halls, a conference hall and two air-conditioned residential halls.

The EDI campus is one of the best maintained educational campuses anywhere in the world. The campus has been awarded the prestigious 'Aga Khan Award for Best Architecture for the year 1992. The award jury adjudged it to be a place with an "inviting environment for work, interaction and repose".



As a participant you will enjoy the benefits of excellent campus environment. There are two residential halls with air-conditioned rooms, functional yet aesthetically furnished. Meals are served in a clean and spacious dining hall.

Recreation facilities include music room, satellite television viewing and a range of competitive sporting activities. The immediate surrounding of the campus is unspoilt and ideal for walking and jogging. Participants are also taken for visit to places of tourist importance (locally) and shopping too.

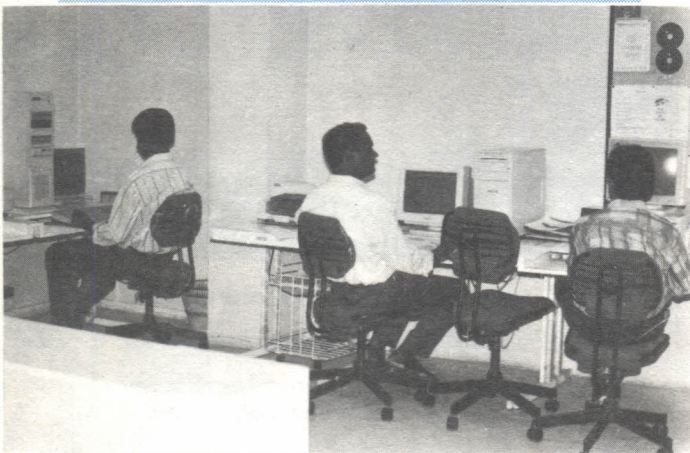
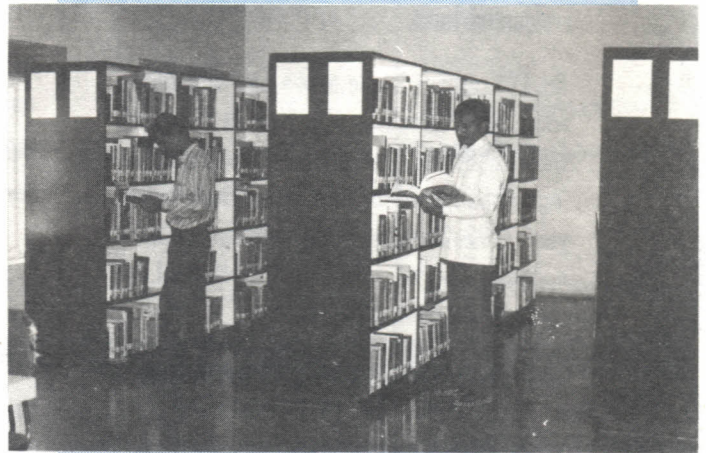
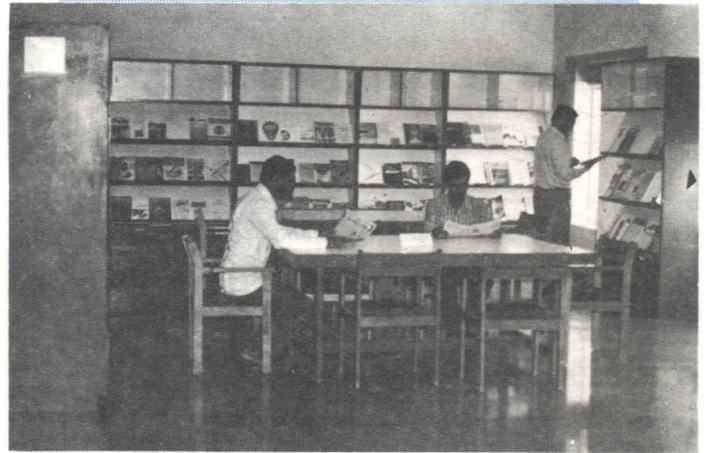


THE EDI LIBRARY AND INFORMATION CENTRE (EDILIC)

EDILIC's is a technologically updated centre with facilities of Internet and computerised database searches giving access to latest information globally. The highly specialised collection is closely linked with the training programmes and research conducted by the EDI and encompasses subjects related to entrepreneurship like training, management, behavioural sciences, economics, gender issues, rural development and voluntary organisations. The collection includes books, directories, project profiles, working papers, periodicals, newsletters, videos and so on.

The centre subscribes to 80 national and international periodicals besides maintaining special collections on rural development, voluntary sector and gender issues. Newspaper clippings on a regular basis facilitates documenting latest developments in relevant subject areas. The facilities are complemented by computerised databases of books, periodical articles, project profiles for faster access of information.

The membership of library is now open to entrepreneurs, entrepreneurship development institutions, business enterprises, non government organisations, voluntary organisations and those interested in availing information services of EDILIC like specific industrial information services, reprographic services and internet searches.



THE EDI COMPUTER CENTRE

The institute's computer centre is equipped with state-of-the-art technology keeping pace with the diverse educational, training and research endeavours. Adopting a user friendly attitude the centre continually updates its software inventory and complements the latest training technologies used in the programmes.



EDI PUBLICATIONS & VIDEO CASSETTES

PUBLICATIONS

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| 1. | Entrepreneurship Development Programme in India and Its Relevance to Developing Countries - V. G. Patel | Rs. 130/- US \$ 25 |
| 2. | Developing New Entrepreneurs | Rs. 200/- US \$ 40 |
| 3. | Self-Made Impact-Making Entrepreneurs | Rs. 250/- US \$ 45 |
| 4. | National Directory of Entrepreneur Trainer-Motivators (1996) | |
| 5. | In Search of Identity - The Women Entrepreneurs of India - Ajit Kanitkar & Nalinee Contractor | Rs. 160/- US \$ 15 |
| 6. | A Manual On How to Prepare A Project Report - J. B. Patel & D. G. Allampally | Rs. 100/- US \$ 15 |
| 7. | A Manual On Business Opportunity Identification & Selection - J. B. Patel & S. S. Modi | Rs. 200/- US \$ 15 |
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| | iii Cost Consciousness in SSI | |
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| 9. | Not Born - The Created Entrepreneurs - Jose Sebastian & Sanjay Thakur | Rs. 175/- US \$ 15 |
| 10. | New Initiatives in Entrepreneurship Education And Training - Edited by Gautam Jain & Debmuni Gupta | Rs. 200/- US \$ 25 |
| 11. | The Seven Business Crises & How to Beat Them - V. G. Patel | Rs. 210/- US \$ 30 |
| 12. | Evaluation of Entrepreneurship Development Programmes | Rs. 250/- US \$ 45 |
| 13. | EDI Reports (Newsletter - free circulation on request) | |
| 14. | The Journal of Entrepreneurship (Published by SAGE) | Subscription for one year
Rs. 175/- US \$ 34 UK £ 26 |

VIDEO CASSETTES

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| 1. | Five Success Stories of First-Generation Entrepreneurs | Rs. 750/- US \$ 75 |
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| 5. | Cash Crisis in Business | Rs. 250/- US \$ 20 |
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| 12. | Problem Solving - An Entrepreneurial Skill | Rs. 750/- US \$ 75 |
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| 15. | Chhu Lenge Aasman (Hindi) (Docu-drama on Business) (In five episodes) | |



ENTREPRENEURSHIP DEVELOPMENT INSTITUTE OF INDIA

Ahmedabad (Near Village Bhat, Via Ahmedabad Airport & Indira Bridge), P. O. Bhat 382 428, Gujarat
Tel. : (91) (79) 7864084, 7864331 Fax : (91) (79) 7864367 Telex : 0121-6224 EDII-IN
E-Mail : ediindia@adl.vsnl.net.in Gram : ENDIND, Ahmedabad

EDI Regional Office :

No. 133, XI 'A' Cross, I Main, II Stage, West of Chord Road, Bangalore-560 086
Telefax No : (080) 3496580, 3490384