

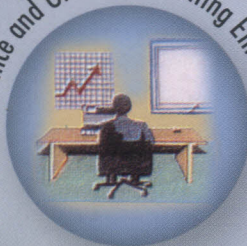
Entrepreneurship in Education



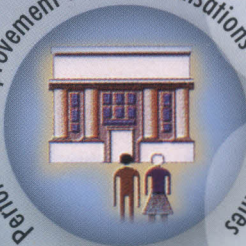
Micro Enterprise and Micro Finance Development



Performance and Growth of Existing Entrepreneurs



Performance Improvement of ED Organisations & ED Programmes



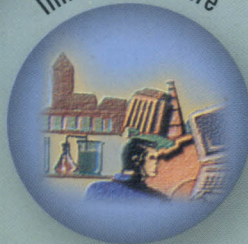
Entrepreneurship Environment and Support System



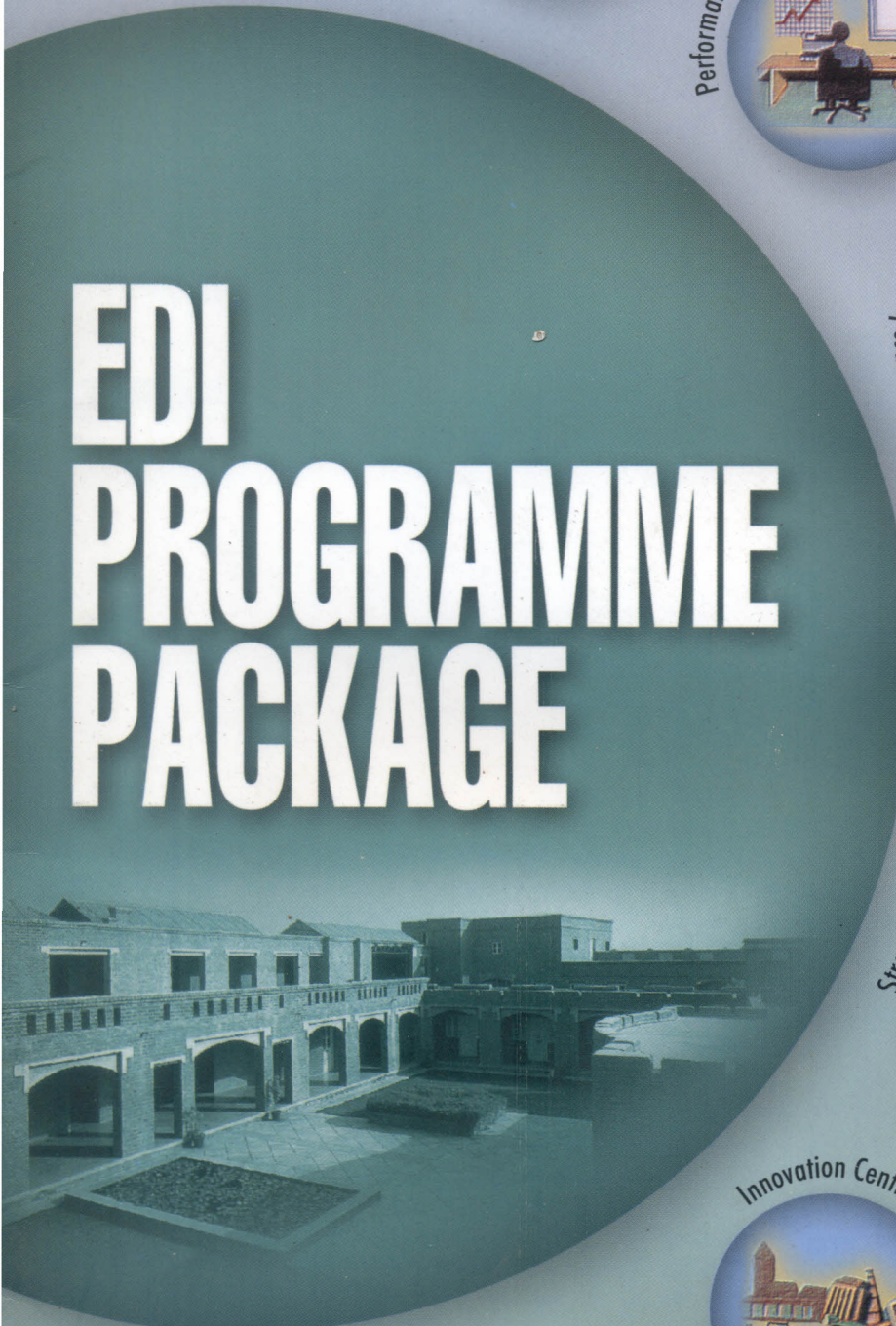
Strategic International Programmes



Innovation Centre



EDI PROGRAMME PACKAGE



उद्योगिक पुरुषसिद्धिर्मुच्यते इत्यम्

ENTREPRENEURSHIP DEVELOPMENT INSTITUTE OF INDIA
AHMEDABAD

2007-2008



Chief Guest for the 2nd Convocation of Post Graduate Diploma in Business Entrepreneurship and Management (PGDBEM), Shri Subhash Chandra (in the centre), Chairman of Zee Telefilms Ltd. seen during the Convocation Procession along with (on his right) Shri G. P. Gupta, President, EDI and Chairman, IDBI and (on his left) Shri Sailendra Narain, Managing Director, Small Industries Development Bank of India, Lucknow. Following them are the students of PGDBEM. The convocation was organised on July 22, 2000.

Seen here is Shri Subhash Chandra, delivering the Convocation address. Also seen on the dais are EDI Governing Body Members (R - L) Shri G. P. Gupta, President, EDI and Chairman, IDBI, Shri G. Subbarao, Principal Secretary, Industries & Mines Department, Govt. of Gujarat, Dr. V. G. Patel, Vice-President & Director, EDI and Dr. KVSM Krishna, Course Director, PGDBEM.

One of the participants of the "International Training Programme for Promoting and Strengthening Women Entrepreneurship in the Asia Pacific Region", expressing her views in the valedictory function of the programme on June 30, 2000. The Programme was sponsored by the Commonwealth Secretariat, London, U.K.. The Chief Guest for the valedictory function was (in the centre) Ms. Madhura Chatrapathy, Director, Asian Centre for Entrepreneurial Initiatives (ASCENT), Bangalore and EDI Governing Body Member. Also seen on the dais are (R - L) Dr. V.G. Patel, Vice-President & Director, EDI and Shri S.B. Sareen, Programme Director.



Shri Balasaheb Vikhe Patil, Hon'ble Union Minister of State for Finance, presenting the awards of Best Women Entrepreneur Trainer-Motivators, sponsored by IDBI, at the inauguration of the 3rd National Meet of Rural Entrepreneurship Development Trainer Motivators, on September 11, 2000. The function also witnessed the presentation of awards to the 'Best Rural Trainer-Motivators and the Best Bankers'. Prof. Y.K. Alagh, (on the left of Shri Patil) former Union Minister of State for S&T and EDI Governing Body Member, presided over the function. Also seen in the picture is Dr. Dinesh Awasthi, Chief Faculty, RED, EDI.



The EDI and its mission

THE INSTITUTE

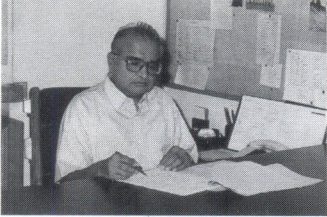
The Entrepreneurship Development Institute of India (EDI), an autonomous body and not-for-profit institution, set up in 1983, is sponsored by apex financial institutions, the Industrial Development Bank of India (IDBI), the Industrial Finance Corporation of India Ltd. (IFCI), the Industrial Credit and Investment Corporation of India Ltd. (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 EDI campus.

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, besides sharing benefits of in-house research as well as experience in relevant spheres.

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

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

A glimpse into the achievements : 2000-2001



Planning for 2001-2002

In the emerging national scenario, need for modernization, diversification, technical upgradation and partnership promotion for the sustenance of existing small and medium enterprises deserves most urgent response. Entrepreneurship training, counselling and consultancy have a big task ahead of improving the competitiveness of our entrepreneurs against China, South-East Asia and very soon Latin America.

Prompted by the present needs & requirements, EDI envisions to introduce Entrepreneurship in the curricula of all higher education institutions in the country, University Grant Commission (UGC) having accepted the entrepreneurship curriculum developed by the Institute. The aim is to sensitise educationalists, policy-makers and administrators on the need for integrating entrepreneurship in formal education system in colleges and schools. Efforts will also be directed towards putting in place a Comprehensive Entrepreneurship Development Policy at national and state level, thus integrating ED strategy with plans and budgets. On the Rural Entrepreneurship Development front, the Institute envisages to grow into an International Centre for Micro Enterprise and Micro Finance Development, thereby responding to the needs of entrepreneurs in the rural areas. To help existing entrepreneurs match pace with the demands of today's technologically advanced world, the Institute aims at becoming a Resource Centre for information on innovative science & technology based project ideas and processes.

I am also very happy that the Federation of Entrepreneurship Development Institutions (FEDI) has been established with national and state entrepreneurship institutions as Members. We have started sharing experiences and programmes and this we are sure will give a thrust to the Entrepreneurship Development movement in the country.

We, at EDI, have kept track of entrepreneurship development initiatives in the country, scanned the environment, identified needs at national and international level and subsequently, planned our activities for the forthcoming year. We hope that the outcome of this year surpasses all our recent performances and yields results that hasten the pace of economic development.

V.G. Patel

Vice-President & Director - EDI

Experiments to make people self reliant by helping them set up their enterprises always find a prominent place in the ambit of EDI's efforts to promote entrepreneurship. In line with this objective, the Institute submitted a Memorandum to the Department of Small Scale Industries and the Finance Ministry, Govt. of India, to make budgetary provisions in the national budget for ED activities which were critical in creating new enterprises and generating self-employment. Following this, EDI was privileged to have the distinguished Minister of State for Small Scale Industry, Government of India, Mrs. Vasundhara Raje, on campus. An elaborate presentation was made on cost benefits of EDPs, need for government support, etc. Mrs. Raje seriously considered the Memorandum and assured full support to ED movement. EDI, it can be said, was successful in creating a mechanism within the government for discussing issues related to the ED movement.

July 22, 2000 will be remembered as an important chapter in the year 2000-01. This was the day on which EDI organised Second Convocation to confer the award of Post Graduate Diploma in Business Entrepreneurship and Management. The Chief Guest, Shri Subhash Chandra, Chairman, Zee Telefilms Ltd. added to the grace of the occasion. 66 students who had completed the course, were awarded certificates : 34 in New Enterprise Creation, 14 in Family Business Management and 18 in Management of Non-Government Organisations. For the Institute, it was indeed a path breaking achievement to have developed 66 more creators of jobs, thus accelerating the process of bringing well-equipped, confident young men and women into the economy's mainstream.

Once again, the Institute was successful in developing a cadre of hard core professionals to promote economic activities among women in the Asia Pacific region. During June 5-30, 2000, EDI conducted a Commonwealth Secretariat, London, U.K. sponsored programme for Entrepreneur Trainer-Motivators (ETMs) of developing countries. The 19 participating ETMs from 5 developing countries viz., Sri Lanka, Bangladesh, Malaysia, Samoa and Tonga are directly engaged in training women to become effective income earners by encouraging and educating them to enter challenging businesses. The learnings of the participants were reinforced in the programme and they were equipped with new knowledge as well.

Success on the international front fostered the self-propelling spirit of the Institute. EDI has been declared as a Resource Centre to fulfill capacity building requirements of selected developing countries in Asia, Africa & Arab region in the areas of Entrepreneurship Development and Investment Training. During the previous year, EDI successfully conducted an Entrepreneurship Development Programme in Bahrain, for 20 aspiring youths out of which 14 finalised their business ideas in the first week after completion of the training programme. An

Advanced Training Programme on Project Development Cycle was organised for 15 officers of Islamic Development Bank (IDB), at Jeddah, Saudi Arabia. Besides, in order to impart training on all aspects of Project Development Cycle, with a view to setting up an Investment Advisory Centre for small & medium enterprises in Mozambique, the Institute conducted a programme on these lines in Maputo, Mozambique, during 29 May to 9 June, 2000.

In a landmark initiative, the Institute aimed at enhancing the economic status of retiring Defence Personnel by promoting self-employment and income generating activities among them. The participants of the programme comprised defence personnel from the Air Force and the Army. With the objective of helping them start their own businesses after retirement, the participants were equipped with complete knowledge and skills necessary for New Enterprise Creation.

EDI projects and programmes for existing entrepreneurs progressively focus on holistic and sustained initiatives at the cluster level. The Institute conducted 3 Growth Programmes : one for the Hosiery Industry of Ludhiana, one for Drugs, Pharmaceuticals and Medical Disposables/Devices Industry in Ahmedabad and yet another in Bangalore on Machine Tools Cluster. In all, 75 entrepreneurs were trained and counselled in their particular areas. The programmes were spread over 3 phases.

Proclaimed as the agricultural state of the country, Uttar Pradesh has unfortunately remained stagnant over the years, in this sector as well. Widespread poverty and unemployment are primarily associated with this state. Realising, however, the vast unchannelised resources and the potential of the state, the Institute conducted a programme termed as, "U.P. Diversified Agriculture Support Project" (UPDASP). The project was structured by the World Bank and the Government of U.P. and it was conducted by EDI. UPDASP specifically focused on developing entrepreneurs in agriculture and allied sectors. EDI, in order to accomplish this, extended training and consultancy to implementing agencies like NGOs, DPCs and District Project Implementation Units from 8 districts of U.P. so that the officers could gain knowledge on Entrepreneurship and create an awareness at the grassroots.

EDI, once again, stepped forward to award committed and impact-making Entrepreneur Trainer-Motivators. The 'Best Entrepreneur Trainer-Motivator' competition was open to all full time trainers and those who had conducted at least five non science and technology EDPs. The Committee received 25 nominations from 26 organisations spread over 14 states. Three ETMs were selected for the first, second and the third positions.

Over the years, EDI has been instrumental in supporting SIDBI by implementing a unique enterprise development strategy under Rural Industries Programme (RIP). The Institute established Training-cum-Production Centres (TPCs) to support the clusters created under select product areas. The recently established three Training-cum-Production Centres for readymade garments and one for carpet weaving at Hazaribag (Jharkhand) were inaugurated by the Hon'ble Union Finance Minister, Shri Yashwant Sinha.

The Innovation Centre (A National Facility for Science and Technology based Entrepreneurial Innovations) of the Institute made rapid strides in the area of encouraging evolution of technology driven enterprises by making available information on new & advanced technologies. Besides conducting seminars on some innovative technologies, the Centre successfully transferred, tried and tested a commercially viable technology, titled 'Electron Polishing', to an entrepreneur. This technology facilitates removal of iron particles from Austenitic and Ph grade stainless steel and finds application in pharmaceutical plants.

Micro-Enterprise and Micro-Finance Development have emerged as major strategies to combat the twin issues of poverty and unemployment that continue to pose a major threat to the polity and economy of both developed and developing countries. These issues remain major challenges before various government and non-government organisations in creating a civil, just and equitable society. This year the Institute conducted four International Programmes on Managing Micro-Enterprise and Micro-Finance Development, thereby augmenting the capabilities of 60 professionals from 14 developing countries of Asia, Africa & Pacific Island countries.

Authored by Prof. V. Padmanand and Prof. P.C. Jain of EDI, Sage Publications India Pvt. Ltd. published a book titled 'Doing Business in India : Street Smart Entrepreneurs in an Imperfect Market Place'. The authors familiarise would be entrepreneurs with the realities of the Indian business environment through the medium of a number of real case studies.

The Institute expanded its infrastructural facilities by constructing two fully equipped, state-of-the-art lecture halls, a seminar hall, computer lab and a SIDO hall, constructed with generous support of the Small Industry Development Organisation, Govt. of India.

The year 2000-2001 substantially realised its goals in almost all its prime areas and added a new set of accomplishments to the history of EDI. These successes have although strengthened the base for economic growth, have also pointed towards some new initiatives to be pursued to achieve the new set of goals for the coming year.

Faculty Profile



Dinesh N. Awasthi

Ph.D (Economics) Gujarat University

Chief Faculty

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



Arupjyothi Rai Baruah

B.E. (Mech.), PGDRM (IRMA)

Asst. Faculty

Extensive experience in Public Sector & Corporate House in the field of Production & Marketing. Currently involved in promoting Rural Industries through technology and marketing inputs.



Ramesh Dave, B.Sc., M.A., LL.B.

Distinguished Visiting Faculty

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



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

Associate Senior Faculty

Specialises in small enterprise training and consultancy, business opportunity identification & cluster-oriented SSI development. Incharge of EDI's Northern Regional office at Lucknow. Currently on long term international assignment with UNIDO, Bahrain.



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

Associate Sr. Faculty

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



Prabhat Labh, PGDFM

(Indian Institute of Forest Management, Bhopal)

Assistant Faculty

Specialises in Forest Management. Over 5 years of work experience in micro enterprise development, agriculture development, and natural resource management projects. Authored several papers on agriculture development and NGO-Government collaboration. On behalf of ILO, carried out a pioneering research study on job quality in micro and small enterprises in India. Currently involved in Rural Industries Project (RIP) at Lucknow.



Umesh K Menon

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

Associate Faculty

Specializes in the areas of Finance and Accounts. Has extensive experience of working in Government and Industry. Presently involved in counseling existing entrepreneurs for growth, training Bankers and Investment Promotion Officers in the area of project appraisal,

teaching finance, accounts and small business management in PGDBEM course. As Project Director, Entrepreneurship Training and Information Exchange for Small Business in India and Europe (ENTRIXIE) Project, involved in partnership promotion between Indian and European Entrepreneurs.



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

Asst. Faculty

Specialises in providing training support to Development Organisations in the area of Micro-Finance and Entrepreneurship Development. Has field experience in training, research and project management in income generation and health programmes. Has organised several capacity building programmes for NGOs and S&T institutions. Specialises in adapting corporate training techniques and tools for the developmental initiatives and institutions.



B.P. Murali, PGDM, Indian Institute of Management, Ahmedabad

Chief Faculty

Specialises in Enterprise Growth, Small Enterprise Development, various aspects of Industrial Project Development Cycle starting from Investment Opportunity Identification to Project Formulation and Appraisal. Involved in designing and conducting programmes for trainers, business counsellors, bankers, investment promotion professionals and existing entrepreneurs in India and abroad. As Project Director, looking after the activities of the Inter-Regional Centre for Entrepreneurship & Investment Training. In-charge of EDI Southern Regional Office in Bangalore.



V. Padmanand

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

Associate Sr. Faculty

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



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

Assistant Faculty

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



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

Vice-President & Director

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



Mauli Patel, M.S. (School Counselling)

Assistant Faculty

Licensed counsellor, trained in school counselling at University of Scranton, USA. Presented a research paper at the American Counselling

Association on 'Adolescents at Risk'. For last five years engaged in counselling children, parents and teachers.



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

Distinguished Visiting Faculty

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



C.R. Patnaik, PGDM

Associate Faculty

Thirteen 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

Faculty

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



Nabarun Sen Gupta,

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

Associate Faculty

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



Prashant Sharma, MMS, B.Sc.

Associate Faculty

Specialises in the areas of corporate finance and project appraisal. Areas of interest include financial innovation and biotechnology based entrepreneurial initiatives..



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

Faculty

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



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

Associate Senior Faculty

Behavioural Scientist, specializing in Entrepreneurship Education and Corporate Entrepreneurship. Currently involved in various programmes for corporate houses. Developed modules on personality development, motivation, leadership, personal

effectiveness, managerial competencies and organization development. Recently completed research projects on Curriculum of Entrepreneurship and Entry Barriers to Entrepreneurship.



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

Senior Visiting Faculty

Psychologist, specialising 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),

Ph.D., Institute of Advanced Studies, Meerut University

Faculty

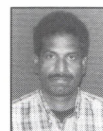
Specialises in Rural Finance & Rural Development. Receipt of UGC-NET research fellowship and winner of the Social Scientist Award by Indian Social Science Association. Associated with micro finance sector for almost a decade. Extensive experience of managing developmental projects and working with NGOs and research/training institutes. Participated in the Advanced Training Programme on Micro Finance in the University of Queensland, Brisbane - Australia.



Pramod Srivastava, M.A. (Economics)

Associate Faculty

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



P.N. Srivastava, M.Com

Associate Faculty

Has work experience with Agriculture Finance Corporation. At present involved in REDP, RIP & STED activities.



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

Associate Faculty

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



Mayank Upadhyay, ACWA

Distinguished Visiting Faculty

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



Kirti Vakil, B.Com.

Faculty

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



Entrepreneurship in Education

Pedagogy in education in India, particularly Management and Entrepreneurship related education, has a tendency to have its underpinnings on reference cases from the developed West. Indigenisation as to make it more appropriate to the Indian and developing economy circumstance is an imperative.

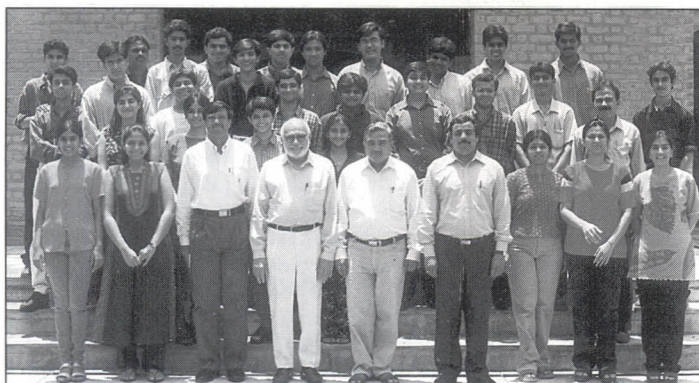
Further, educational inputs and approach remain dysfunctional in and distanced from industry requirements. EDI has successfully developed and demonstrated an application oriented curricula for its long duration academic programmes. This is with reference to both soft skill entrepreneurial competency related curricula which forms the basis in the initial stage of the academic spectra and also to hard skill inputs which is the basis at the top end of the academic syllabi in entrepreneurship education. EDI's model of applied academic pedagogy is being replicated by other institutions performing similar service in the sub-continent.

EDI has been progressively focusing on the development of its academic programmes to disseminate the essence of the institution's professional knowledge-base amongst entrepreneurs of the morrow. Realizing the phasing out of the era of subsidy on all fronts, the institution has been relatively successful in making commercially viable and self-sustaining target initiatives in this thrust area. EDI's long term academic programmes including the Post Graduate Diploma in Business Entrepreneurship and Management and, its Summer Camps, as also research initiatives on this front, are examples. Faculty Development Programmes and National Workshops on Entrepreneurship Education targeting the intermediaries in the educational system are also to be developed as a self sustaining exercise. Mass media including television serials and institutionalization of an 'Academy of Achievers' are vehicles for wide dissemination to the solid economic base of the institution.

Achievements in this thrust area

One-year

◆ Post Graduate Diploma in Business Entrepreneurship and Management (PGDBEM)	
◆ Post Graduate Diploma in Management of NGOs (PGDMN) (Launched in August 1998)	
Total number of students enrolled in 3 batches	196
◆ Number of Faculty Development Programmes (FDPs) in Entrepreneurship	34
Teachers trained	672
◆ Number of National Summer Camps on Entrepreneurial Adventures for Youth (17-21 years)	9
Students participated	303
◆ Number of Summer Camps for School Children(12-16 years)	10
Students participated	326
◆ National Seminars on Current Researches in Entrepreneurship	5
Delegates participated	185
◆ National Workshop on Entrepreneurship Education in Vocational Schools & Technical Institutions	1
Delegates participated	37
◆ National Workshop on Approaches to Entrepreneurship Education	1
Delegates participated	17
◆ Number of 1-Day Orientation Programmes on Entrepreneurship for Gujarat Schools	100
Students participated	4400



Shri Mahendra Trivedi, Hon'ble Minister of state for Youth Services and Cultural Affairs, Gujarat State, (in the centre) seen with the participants of the Summer Camp for Youth.

Entrepreneurship in Education

2001-2002

S.No.	Activity	Location	Duration/Period	Target Group	Objectives & Outcome
1.1 Educational Programmes					
1.1.1	Post Graduate Programmes : 4th Batch a) Post Graduate Diploma in Business Entrepreneurship & Management (PGDBEM) b) Post Graduate Diploma in Management of NGOs (PGDMN)	EDI Campus	1 Year August 2001- July 2002	Graduate Students Family Business Wards/ Employees & NGO nominees for PGDMN	A pioneering course with thrust on New Enterprise Creation, Family Business Management and NGO Management. Target : 80 Students
1.1.2	Open Learning Programme in Entrepreneurship (OLPE)	National	1 Year Throughout the year	HSC pass students, Women, Employees,	To help learners in setting up their own businesses through this correspondence course. Target : 300 learners.
1.1.3	Convention of Learners of OLPE	Regional	1 Day To be decided	OLPE Learners	A forum to have meaningful interactions with OLPE learners as also to gauge their progress. Feedback from learners would form a part of the agenda for better implementation of the project.
1.2 Awareness/ Sensitization Workshops					
1.2.1	Entrepreneurship Awareness Camps (EACs) in Women Polytechnics	U.P./ Uttaranchal	3 Days each To be decided	Women Polytechnic Students	Students will benefit by coming face-to-face with the advantages of taking up self-employment/ entrepreneurship as a career. Target : 350 students.
1.2.2	Visit of School Children to the Institute	EDI Campus	1 Day each Throughout the year	Students of 10th/ 12th grades of vocational stream	To expose students to the 'charms of being an entrepreneur' thus motivating them to become self-employed. Target: 500 students from 10 schools.
1.2.3	National Seminar on Approaches to Entrepreneurship Education	New Delhi	1 Day June 2001	Educationists, Policy-Makers & Administrators of Higher Education	To sensitise key officials on the need for incorporating entrepreneurship in regular curricula of universities and colleges. Findings of EDI research study on 'Entry Barriers to Entrepreneurship' will be shared.
1.2.4	Workshop on Entrepreneurship Education in Schools (3 Nos.)	EDI Campus, Lucknow & Bangalore	1 Day each To be decided	Educationists, Policy-Makers & Administrators of School Education	To create an awareness among educationists for introducing entrepreneurship at school level. Status paper on entrepreneurship education to be shared with the delegates.
1.3 Integrated Efforts in Pre-identified Institutions for Entrepreneurship Education					
1.3.1	Faculty Development Programmes in Entrepreneurship (3 Nos.)	EDI Campus, Bangalore Lucknow	Dec. 24, 2001- Jan. 4, 2002 To be decided	Teachers of Universities, Engg. Colleges and Business Schools	To develop professional skills of teachers to conduct entrepreneurship courses effectively. Target : 60 teachers.
1.3.2	Organizing Opportunity Guidance Fairs	Regional	1 Day each To be decided	College Students	Students will get an insight into various business opportunities. At least 5 such fairs to be organized focusing on opportunities in manufacturing, trading and service sectors.
1.3.3	Facilitating Establishment of Student-Entrepreneur Clubs on Campuses and Creation of a National Network of such Clubs	Regional	-- Throughout the year	College Students	A forum to facilitate student-entrepreneur interaction. Entrepreneurs will be involved in mentoring students interested in assuming entrepreneurial career. National network of clubs will facilitate exchange of information and resources. Initial Target : 5
1.3.4	Follow-up Support for Implementation of Entrepreneurship Courses	National	-- Throughout the year	Educational Institutions	Need-based support for effective implementation of entrepreneurship courses at educational institutions with maximum focus on curriculum and pedagogy.
1.4 Sensitization of Youth and Children : 'Catch Them Young'					
1.4.1	Tenth National Summer Camp on Entrepreneurial Adventures for college going youth	EDI Campus	2 Weeks May 1-11, 2001	HSC & College Students	To encourage youth to identify innovative/challenging career options and plan it entrepreneurially. Productive utilisation of summer vacation. Target : 30.
1.4.2	Summer Camps on Entrepreneurial Stimulation for School Children (3 Nos.)	EDI Campus, U.P. & Karnataka	April 23-28, 2001 To be decided	12-16 yr. old children (7th - 10th std.)	To inculcate the spirit of achievement among children at an early age. A forum to interact with parents as well. Target : 3 Camps; 70 students.
1.5 Capacity Building Programme for Developing Countries					
1.5.1	Faculty Development Programme in Entrepreneurship	EDI Campus	6 Weeks August 20- Sept. 28, 2001	Teachers of Universities, Engg. Colleges & Business Schools of Developing Countries	To develop professional skills of teachers of higher education to conduct Entrepreneurship courses effectively. Target : Around 20 teachers from developing countries.



Micro Enterprise and Micro Finance Development

The Micro Enterprise and Micro Finance Development (ME & MFD) thrust area of the institution has spread its wings to the farthest frontiers of the sub-continent. The missionaries operating in this area have managed to internationalize EDI's expertise on the subject. The Middle East and East-African region particularly reap the benefits of the Institute's interventions. EDI's partnership with NGOs in the country is developing into an institution in itself. Its Trainers' Training Programmes have developed a cadre of professionals who have successfully carried EDI's banner across developing countries. The thrust area envisages development into an International Centre for ME & MFD. This will cater to the needs of entrepreneurs from the economically deprived stratum of society and strive to alleviate the twin problems of poverty and unemployment in developing countries.

Rural Marketing and NGO-Banker interfacing are regular fare of the Institute's capacity building interventions. Research initiatives and documentation of EDI success stories in this field have successfully helped disseminate the experience. The Post-Graduate Diploma in Management of NGOs (PGDMN) has served as a new vehicle to develop facilitators who support EDI's mission on this front. The Bankers' Award offered by the Institute serves as an incentive to rural bankers to graduate into developmental bankers.

Cluster-based Rural EDPs are novel initiatives, which have helped the Institute set up sub regional basis across several states in India. The National Meets of Entrepreneur Trainer-Motivators and RED strategy workshops serve as pace-setters in this movement. Newly formed states will also receive the benefit of EDI methodology on Rural Entrepreneurship Development.

Achievements in this thrust area

Number of REDPs conducted	580
Number of rural poor trained	13527
Number of rural enterprises set up	5681
◆ Number of Trainers' Training Programmes organised	23
Number of rural trainers trained	583
◆ Number of National/Regional Workshops on RED Strategy for NGOs	18
Number of NGO officials sensitised	612
◆ Number of Programmes on Financial Management & Accounting System of NGOs	3
Number of NGO officials trained	70
◆ Activities on Informal Micro Credit Delivery System (IMCDS) :	
■ Trainers' Training Programmes	5
NGO trainers trained	134
■ Number of Workshops for CEOs of NGOs on IMCDS	7
Number of CEOs participated	182
■ Number of NGO officials re-trained on IMCDS Refresher Course	60
◆ Number of Capacity Building Programmes for NGOs on Sustainability	3
■ NGO trainers trained	48
◆ Number of Policy Sensitisation Workshops organised for Sustainability of NGOs	5
Number of officials sensitised	275
◆ Number of Rural Youth influenced through Entrepreneurship Awareness Workshop	40
◆ Support to Rural Industries Programmes (RIP) Project of SIDBI :	
■ Number of Technology Demonstrations organised	27
■ Number of SSIs/Artisans/Potential Entrepreneurs benefitted	1350
◆ International Delegations on Micro Enterprise Development :	
■ Delegates from Sri Lanka	66
■ From Nepal	60
■ From Bangladesh	10



Seen above is Shri Balasaheb Vikhe Patil, Hon'ble Union Minister of State for Finance addressing the participants during the Inaugural Function of the Rural Entrepreneur Trainer-Motivators' Meet.

Micro Enterprise and Micro Finance Development

2001-2002

S.No.	Activity	Location	Duration/Period	Target Group	Objectives & Outcome
2.1 Rural and Micro-Enterprise Development					
2.1.1 2.1.2	SIDBI sponsored REDPs (40) NABARD sponsored REDPs (20)	Regional	1 Year Throughout the year	Rural Youth	Promotion of Micro Enterprises in rural areas through NGOs/VOs. Target : 2100 Rural Poor Youths especially in the newly created states
2.1.3	Rural Industries Project (RIP) Support to SIDBI	Regional	1 Year Round the year	NGOs and Rural Youth	To extend support to NGOs in implementation of RIP Project in the states of UP, Bihar, Orissa, MP and West Bengal. Target : Creation and strengthening of about 500 artisan led micro-enterprises
2.1.4	Establishment of Science & Technology Entrepreneurship Development (STED) Projects	Moradabad, Hazaribagh & Pithoragarh	4 Year project Throughout the year	Artisans / Entrepreneurs	A long-term on-going project to ensure setting up of at least 50 enterprises in a year based on S&T inputs in each of the STED project.
2.1.5	Group/Cluster based Entrepreneurship Development Programmes (2 Nos.)	Regional	2 Years Throughout the year	Artisans	To develop industrial clusters of rural areas and build capacities of artisans. Target : Creation of about 200 micro enterprises in Gujarat and M.P.
2.2 Capacity Building for Micro-Enterprise Development					
2.2.1	Trainers' Training Programmes (2 Nos.)	Regional	2 Weeks each To be decided	NGO Functionaries	Building capacity of NGOs for organising REDPs. Target : 50 Trainers from NGOs.
2.2.2	Trainers' Training Programme	Regional	4 Weeks To be decided	NGO Functionaries	Building capacity of NGOs for organising REDPs. Target : 25 Trainers from NGOs.
2.2.3	Training Programme for developing Rural Business Development Service Providers/ Consultants	EDI Campus	14 Weeks To be decided	Fresh Graduates willing to take consultancy as a career	Focused attention on developing a cadre of grass- roots consultants to provide business development services to micro-entrepreneurs and also extend pro- fessional support to NGOs Target : 25 Professionals
2.2.4	International Programme on Micro Enterprise Development and Micro Credit Management (2 Nos.)	EDI Campus	i) 4 Weeks To be decided ii) 6 Weeks Jan 21-Mar 1, 2002	NGO Functionaries and others	To develop an international cadre of entrepreneurship development professionals for organising credit delivery and enterprise development programmes. Target : 40 Professionals from developing country NGOs and micro finance institutions.
2.3 Strengthening Micro-Finance Institutions					
2.3.1	Training Programme on Micro Credit (2 Nos.)	Regional	1 Week each To be decided	NGO Functionaries	Build capacities of NGOs for organising micro credit delivery for the poor. Target : 50 NGOs/MFI Professionals.
2.3.2	Training Programme on Micro Finance (2 Nos.)	Regional	1 Week each To be decided	CDPOs and Supervisors of ICDS Project	Under Indira Mahila Yojana Project, build capacities of ICDS officials in the area of Micro Finance. Target : 40 ICDS Officials.
2.3.3	Preparation of Master Plan and Training Programmes on Micro Finance for Swa Shakti Project	Gujarat	2 Year Project Throughout the year	Officials & Stakeholders of the Project	Build capacities of Swa Shakti Officials in Micro Finance. Target : 40 ICDS Officials
2.4 Professionalisation of NGOs					
2.4.1	Training Programme on Financial Management of NGOs	EDI Campus	1 Week To be decided	NGO Functionaries	Build capacities of NGOs in managing their finance & accounts professionally. Target : 25 Professionals.
2.4.2	Training Programme on Rural Marketing	EDI Campus	1 Week Feb. 18-22, 2002	NGO Functionaries	To develop a cadre of NGO professionals to undertake marketing of rural products. Target : 25 Professionals.
2.5 Sensitisation of Environment and Support System					
2.5.1	NGO-Banker Interface (2 Nos.)	Regional	3 Days each To be decided	NGOs and Bankers	This dual purpose programme focusses on sensitising bankers to the needs of REDP trainees and also helps NGOs establish linkages with banks. Target : 40 Bank Officials and 30 NGOs.
2.5.2	Workshop on RED for Policy- Makers at Regional level (2 Nos.)	Regional	3 Days each To be decided	CEOs of NGOs	To sensitize NGOs on RED strategy and motivate them to undertake RED activities in their respective areas for the benefit of Rural Poor. Target : 50 CEOs.
2.6 Integrated Efforts in Pre-identified NGO in Kerala for Entrepreneurship Development					
2.6.1	A package of activities including Sensitisation Workshop, Trainers' Training Programmes, REDPs and Performance Improvement Programmes for its member units	EDI campus Kerala	1 year Throughout the year	NGO Professionals & Support System Officials	An integrated approach to build capacity of Kudumbashree(Kerala) in the area of micro enterprise development and also to create a conducive environment to nurture both potential and existing entrepreneurs.



Performance and Growth of Existing Entrepreneurs

Competition from newly industrialised countries and the South-East are sounding an alarm for Indian manufacturing. The erstwhile collapse of South-East Asian 'tiger economies' has also contributed to their price advantage in several sectors. Be it the chemical sector, textiles, agro-processing, machine-tools, leather, rubber, electronics, engineering products or toy-related sectors, for example, our inefficient cost structure poses serious threat to survival. Further, options of productive integration on raw material purchase, finance, R & D and marketing front are not being harnessed in a manner as to ensure sustainable cost and differentiation advantage in standard product sectors.

In the light of the above, EDI's projects and programmes in this thrust area are progressively focussing on holistic and sustained initiatives at the cluster level through revitalisation programmes offered on turn-key basis to state governments and relevant industry development institutions. EDI has been focussing on creating demonstration initiatives that may be replicated at the inter and intra-cluster plane.

EDI has also been conducting in-company programmes on developing intrapreneurial managers. The Succession Planning for Entrepreneurial Continuity (SPEC) programme of the Institute has established itself as a rigorous grounding phase for successors of family businesses. The Institute's expertise on development of small and medium enterprises has lent it tremendous competence in offering ideal policy interventions for growth of the Indian industrial economy, not withstanding the WTO and free marketisation.

Achievements in this thrust area

Number of Programmes on Succession Planning for Entrepreneurial Continuity (SPEC)	12
■ Number of successors groomed	219
◆ Performance Improvement Programmes (PIPs) for Existing Entrepreneurs (9 programmes exclusively for women)	39
■ Entrepreneurs trained	976
◆ Small Industry Management Assistant Programmes (SIMAPs)	37
■ Young graduates developed	868
◆ Total Number of Growth-cum-Counsellors' Programmes	17
- General Growth Programmes	9
- Growth Programme exclusively for Women Entrepreneurs	1
- Export-oriented Growth Programmes	5
- Technology-oriented Growth Programmes	2
■ Total number of entrepreneurs geared up	378
■ Total number of business counsellors developed	337
◆ Growth-cum-Counsellors' Programmes in association with State-level ED Organisations	
■ Entrepreneurs influenced	35
■ Counsellors developed	64
◆ Total Number of Region/ Product-specific Export Workshops	5
■ <i>Business with CIS countries :</i> Number of potential exporters developed	23
■ <i>Business with South Africa :</i> Number of potential exporters developed	55
■ <i>Software Exports</i> Number of potential exporters developed	37
■ <i>Business with Australia :</i> Number of potential exporters developed	13
◆ Functional Programmes on Strategic Management	4
■ Entrepreneurs trained	62
◆ Intrapreneurship : Corporate Executive Programmes for Zydus-Cadila group of companies	
■ Number of Area Business Managers (ABMs) trained in 12 basic programmes	271
■ Number of ABMs trained in 8 Theme-specific Programmes	173
■ Number of Regional Business Managers (RBMs) trained	48
◆ Number of Workshops organised for Executives of Zydus-Neuro sciences	2
■ Executives trained	33



Seen above is Shri T. N. Gupta, Executive Director, Building Materials & Technology Promotion Council (BMTPC) explaining some innovative concepts to Shri. L. N. S. Mukundan, Chief Secretary, Govt. of Gujarat, in an exhibition organised at EDI Campus.

Performance & Growth of Existing Entrepreneurs

2001-2002

S.No.	Activity	Location	Duration/Period	Target Group	Objectives & Outcome
3.1 Family Business					
3.1.1	13th National Programme on Succession Planning for Entrepreneurial Continuity (SPEC)	EDI Campus	2 Weeks October 29- Nov. 9, 2001	Wards/ Potential Successors of Family Businesses	To prepare successors to join family business with a view to ensuring transition management. Target : 20 Wards
3.2 SME Growth					
3.2.1	Cluster based Revitalisation Programmes (2 Nos.)	Regional	3-4 Months To be decided	Small & Medium Enterprises	Demonstration projects highlighting survival and growth initiatives to be institutionalised in target clusters.
3.2.2	Growth Programmes : Tech.Upgradation (1) Exports (1) Women (1)	Kolkata Allepey/Chennai Kochi	3 Phases stretched over 4 Months To be decided	Small & Medium Enterprises	To facilitate planned growth among established entrepreneurs through focus on project management techniques and export counselling. Target : 60 SMEs and 60 counsellors
3.2.3	SME Portal Development	EDI Campus/ Bangalore	6 Months Oct 2001- Mar 2002	SMEs	Creation of a portal on SMEs would help enterprises in promoting their products and also serve as a base for networking in the sector.
3.2.4	Publication on 'Business Counselling and Cluster Development'	EDI Campus	1.5 Months Apr-May 2001	Support System & Entrepreneurs	A priced volume/publication highlighting EDI's experiences for SME strategy.
3.3 Corporate Entrepreneurship					
3.3.1	In-Company Executive Development Programmes (2 Nos.)	Regional/ EDI Campus	1 Week each To be decided	Corporate Executives	To develop soft skill competencies of corporate executives to equip them to act as 'profit centres' for strategic business units. Target : 50 Executives.
3.4 Workshop/Seminar					
3.4.1	National Workshop on Growth of SMEs	New Delhi	1 Day To be decided	Existing Entrepreneurs & Policy- Makers	To disseminate findings of EDI study on 'Facilitating & Hindering Factors in the Growth of SMEs'.



Performance Improvement of ED Organisations and ED Programmes

EDI has formally assumed responsibility for guiding entrepreneurship development activities in India by virtue of its responsibilities in the Federation of ED Institutions (FEDI). Realising the inadequacies of several existing institutions, EDI is focusing on greater regionalisation of the ED movement by supporting the setting up of new ED institutions. The new states that have been formed as also several existing state governments are seeking EDI's support for the same. The developmental policy as visualised by EDI understands that the days of subsidy for related activities are dead and gone. ED activities operated by established institutions should prove their relevance and justify their existence by progressing towards commercial viability. Professionalisation of trainers and capacity building of organisations is ensured by, as commodity boards, and support institutions receive functional trainers' training programmes on a regular basis. EDI's 'Best ETM Award' has served as a fillip to the committed and most dynamic trainer professionals in the sub-continent. The institution also serves as a platform to encourage higher levels of cooperation and development of synergies between state level institutions and EDI's programmes throughout the subcontinent. EDI organizes Annual Meets of Directors and Chief Executives of state level ED institutions and national trainers.

EDI is evaluating itself as also sister institutions in its attempts to identify lacunae on structure and activities of the flag bearers of the entrepreneurship revolution, EDI as part of institution reform is pioneering the clarion-call for institutional efficiency.

Achievements in this thrust area

Open Learning Programme in Entrepreneurship (OLPE)

(Launched in January 1995)

■ Number of batches announced	25
■ Number of learners enrolled	2088
■ Number of S&T learners	1450
■ Number of Non-S&T learners	638
■ Number of women learners	393

◆ National Trainers' Course

■ Trainers developed	272
■ Trainers accredited	110

◆ Functional Trainers' Programmes on

■ <i>Entrepreneur Selection, Motivation, Counselling and Competencies</i> Professionals trained	4 50
■ <i>Business Opportunity Identification & Guidance</i> Professionals trained	4 80
■ <i>Project Report Preparation</i> Professionals trained	4 67

◆ Capacity Building of Organisations :

Trainers Trained

■ Central Silk Board (CSB)	66
■ Khadi & Village Industries Commission (KVIC)	45
■ Kerala Horticulture Dev. Programme (KHDP), Cochin	52
■ Rural Dev. & Self Employment Training Institute (RUDSETI)	55
■ Indo Dutch Project Management Society (IDPMS)	22
■ Entrepreneurship Development (ED) Cells of Engineering Colleges	19
■ Tata Iron & Steel Company (TISCO) Ltd., Jamshedpur	8
■ Karnataka State Women Dev. Corp'n. (KSWDC)	22
■ Tamilnadu Corp'n. For Development of Women (TNCDW)	184



Federation of Entrepreneurship Development Institutions (FEDI) has been formed to strengthen state ED institutions. State and national level ED organisations are the members of FEDI. Seen above are Heads of Member Institutions.

Performance Improvement of ED Organisations and ED Programmes

2001-2002

S.No.	Activity	Location	Duration/Period	Target Group	Objectives & Outcome
4.1 ED Institution Building					
4.1.1	Feasibility study for the setting up of CED-Tamil Nadu	Regional	2 Months Apr-May 2001	State ED Institute	Support to be extended for setting up of a state-level CED in Tamil Nadu by assessing the environment and organisations engaged in ED activities and in the process, prepare a Master Plan proposing therein mission statements, long term vision, activity plan, funds flow and Memorandum & Articles of Association for the proposed Institute.
4.1.2	Setting up of IEDs/CEDs in new States i.e., Uttaranchal, Jharkhand and Chattisgarh	Regional	1 Year Throughout the year	State ED institutions	For promoting and strengthening ED related activities in newly formed states. This will be initiated by promoting interactions amongst policy-makers/bankers/support system organisations.
4.1.3	Best Entrepreneur Trainer-Motivators (ETMs) Award	EDI Campus	1-Day Dec. 13, 2001	ETMs of ED Institutions	To enthuse and motivate ETMs to contribute more towards entrepreneurship development
4.1.4	National Meet of Entrepreneur Trainer-Motivators	EDI Campus	2 Days Dec. 13 & 14, 2001	ETMs of ED Institutions and Teachers	A forum to bring trainers of ED organizations on a common platform for experience sharing and discussion on emerging issues in the field of entrepreneurship. New initiatives to be undertaken for improving the performance of ED related activities will form an integral part of the Meet.
4.1.5	Research Study : Profiling of State ED Institutions	-	3 Months Apr-June 2001	ED Institutions	To study strengths and weaknesses of state ED institutions and find ways & means to contribute to their better performance.
4.2 Capacity Building Programmes in Entrepreneurship Development					
4.2.1	Developing Business Counsellors for Central Silk Board (CSB)	Bangalore	2 Weeks To be decided	ED Institutions	To develop a core group of resource persons amongst CSB professional staff as Small & Medium Enterprise (SME) Counsellors with adequate skills to offer counselling services to existing entrepreneurs thereby facilitating performance improvement and growth.
4.2.2	<i>FOR DEVELOPING COUNTRIES</i> Trainers' Training Programme for New Enterprise Creation	EDI Campus	6 Weeks Oct. 01- Nov. 09, 2001	ETMs of Developing Countries	To develop a core group of resource persons for Entrepreneurship Development in Developing Countries.
4.2.3	Skill Development Programme for Promoting and Strengthening Women Entrepreneurship in the Asia Pacific Region	EDI Campus	4 Weeks Feb-Mar, 2002	Professionals engaged in Women Entrepreneurship	A comprehensive training package to train Entrepreneur Trainer-Motivators and Business Counsellors for initiate, plan and implement ED activities for women entrepreneurs. Indian experiences on Small Enterprise Creation by women will be shared.



Entrepreneurship Environment and Support System

EDI has a mission to maintain its stature as an apex institution creating an enabling environment conducive to entrepreneurship. The institution has also been focusing on knitting together all players including support organisations, policy-makers and implementors. EDI has been hence offering appropriate training interventions to develop competence and capacity with thrust on shifting banking and term lending financing policy away from collateral-based lending to systematic and advanced de-facto project plan preparation and appraisal-based financing. The progressive focus of support financing institutions towards efficiency incorporating 'Globally Accepted Accounting Principles' and realistic presentation of their non-performing asset portfolio has highlighted the inefficiencies in their loanee accounts viz. enterprises.

Retrenchments in support departments and pleas for grants for support of ED institutions and programmes are not salves. Institutional efficiency need be proved for justification of its credibility and existence. The simple thumb rule for institutional efficiency in most cases being their commercial self-sustenance. This, in turn, reflects the support that an institution receives from its target beneficiaries.

In order to address the above issues, appropriate training interventions and pro-active workshops have been designed.

EDI's expertise in entrepreneurial start-up, rehabilitation and growth as also in cluster development has accorded it unparalleled competence in developing initiatives for entrepreneurship related capacity building in this thrust area. The institute has simultaneously been organising several programmes on advanced project appraisals and entrepreneurship assessment targeting appraisal officers of lending institutions. The institution also organises several in-house programmes oriented towards developing business counselling and economic analysis skills of consultants and bankers.

EDI has also been working on developing cluster-development agents for carrying forth EDI's message for cluster development. UNIDO's support in terms of sharing its experiences and software packages is facilitating EDI's activities on this front.

Achievements in this thrust area

Entrepreneurs' Meet	11
◆ Number of ED Orientation Programmes for Officers of DICs/ Banks/ Financial Institutions	26
■ Number of officers sensitised	568
◆ Number of Extension Motivation Programmes for Support System Officials	12
■ Officers trained	240
◆ Number of FBFI Programmes for Credit/ Appraisal Officers of Banks/ Financial Institutions	19
■ Officers trained on the interview technique	342
◆ Business Counsellors' Programme for Small Industry Development Officers (SIDOs)	
■ Number of officers trained	48
◆ Intrapreneurship Programme for Govt. Officials of Jammu & Kashmir	
■ Officials trained	26
◆ NGO-Banker Interface	7
■ Number of NGO-CEOs participated	107
■ Number of Bankers participated	108
◆ Workshops on Women Entrepreneurship : Gender & Entrepreneurship Dev. under GTP of Govt	
■ Number of resource persons trained (5 states)	22
■ Number of workshops organised in 2 states (U.P. & M.P.)	4
◆ Training Programme for developing Cluster Development Agents (CDAs)	1
■ Number of support system officials trained as Cluster Development Agents (CDAs)	25

Entrepreneurship Environment and Support System

2001-2002

S.No.	Activity	Location	Duration/Period	Target Group	Objectives & Outcome
5.1 Capacity Building Programmes for Financial Institutions					
5.1.1	Training Programme on Project Appraisal and Entrepreneur Assessment (3 Nos: All Bank Specific)	At Bank Training Centres	6 Days each June, July & August, 2001	Bankers, Investment Promotion Officials & Officers of Financial Institutions	Skills of around 45 appraisal officers would be sharpened in 3 programmes in the areas of overall project formulation and appraisal. Thrust will be more on entrepreneur assessment techniques as per the Kapur Committee recommendations.
5.1.2	Training Programme on Industrial and Infrastructure Project Appraisal using UNIDO's Software i.e. COMFAR III Expert	Regional	2 Weeks Sept. - Oct. 2001	Bankers, Investment Promotion Officials & Officers of Financial Institutions/ Infrastructure	Around 20 officers already well acquainted with basic techniques of financial appraisal would be further trained so that their analytical skills for taking effective investment decisions are sharpened. Development
5.1.3	Training Programme on Entrepreneur Assessment (2 Nos.)	Regional	3 Days each Aug, & Oct, 2001	Bankers, Investment Promotion Officials & Officers of Financial Institutions	Around 20 Officers will be trained from banks that have shown interest in getting their credit officers trained through programmes on various Entrepreneur Assessment Techniques. Efforts will be made to include Private Sector and Co-operative Banks as well.
5.1.4	Cluster Development Agents' Programme	Regional	20 Days in 3 Phases Nov-Dec 200	Key Cluster Actors	Around 20 participants will be trained on Cluster Development approach to provide support to relevant industrial clusters in the country.
5.2 Workshops & Seminars					
5.2.1	Seminar for Small Industry Association Executives (3 Nos.)	EDI Campus	5 Days each May, Sept. 2001 & January 2002	Office Bearers of Industry Associations & Policy-Makers	Findings of research study conducted on the theme would be disseminated to sensitise industry associations/policy-makers so that they recognise their potential in providing support in the task of developing an effective environment for the growth of SME sector.
5.2.2	Developing a paper on 'National Entrepreneurship Policy'	EDI Campus	6 Months Apr-Sept 2001	Policy-Makers	To develop a position paper on the kind of policy interventions required to (a) develop an enterprising culture in the society, and (b) create an economy with job-providing activities in the wake of increasing competition from within and abroad.
5.3 Capacity Building Programme for Developing Countries					
5.3.1	Training Programme on Industrial Project Preparation and Appraisal & COMFAR III Expert	EDI Campus	6 Weeks Jan. 07-Feb. 15 2002	Consultants/Credit Officers and Dev. Officers	To improve and update project appraisal techniques and decision making process that would lead to improved viability and returns. Target : 20 Officers



Strategic International Programmes

EDI has also strived to internationalise its expertise across 43 countries of the globe under the auspices of the UNIDO-Government of India sponsored 'Inter-Regional Centre' that has been set up at the Institute. Countries in South Asia and the African continent in particular have benefitted from the internationalization process of institutional experience on the Micro Finance and Micro Enterprise Development front. EDI is also lending support to the development of the Arab Regional Centre which will serve as a Focal Point towards harnessing the entrepreneurship development potential in the Middle-East. The Institution has been conducting New Enterprise Creation Programmes, institution building initiatives, bankers and small and medium enterprise development programmes across East Africa and the Middle-East. EDI, under this thrust area, has been essentially focusing on development of domestic competitive advantage of nations. The Institute has also been formenting trade and investment partnerships through its European Union programmes and its networking with relevant UNIDO programmes. The developed and the developing countries of the globe are hence savouring the helping hand of EDI experts. EDI's international interactions also explore upgradation of its educational modes. The TULIPS system is expected to be incorporated in the subcontinent, to facilitate distance and participative learning amongst widely dispersed entrepreneurs and support system officials. Partnership workshops and exploration of joint ventures and tie-ups are ensuring synergies between the thrust area for Existing Entrepreneurs and EDI's international initiatives. The internationalization of institutional activities is a natural outcrop of EDI expertise on all fronts of Entrepreneurship Development.

Achievements in this thrust area

Programmes for Training Entrepreneur Trainer-Motivators (ETMs) for Developing Countries	14
■ Total number of trainers trained	242
◆ 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	11
■ Number of appraisal officers trained	240
◆ Number of Inter-Regional Workshops on Entrepreneurship for Policy-makers of African/Asian/Francophone and CHOGRM member countries	4
■ Countries participated	35
◆ UNIDO Project on Women Entrepreneurship	
■ Number of women entrepreneurs trained	21
■ Number of women entrepreneur trainer-motivators trained	25
■ Number of financial/ appraisal officers dealing with projects of women entrepreneurs trained	22
◆ Technical Training provided to Women Entrepreneurs of Developing Countries	
■ Number of women entrepreneurs from Sri Lanka	20
■ Number of women entrepreneurs from Nepal	19
◆ International Training Programmes on Micro Enterprise & Micro Finance Management	4
■ Number of NGO professionals from developing countries trained	60
◆ Achievements under UNIDO & Gol-sponsored Inter-Regional Centre (IRC) Project	
■ Training Programmes on Industrial Project Preparation & Appraisal	7
Number of Appraisal Officers trained	119
In Bahrain for Arab Region	
■ Number of Professionals trained under Training of Trainers for NEC	27
■ Number of Potential Entrepreneurs trained for New Enterprise Creation	20
■ Number of Business Counsellors groomed for Growth of SMEs	12
Activities in African Region	
■ Number of Support System Officials attended the Preparatory Workshop on Interventions to Facilitate Investment Promotion in Mozambique	27
■ Number of participants in the Seminar on Project Identification, Formulation and Screening conducted in Mozambique	23
■ Number of professionals trained under Industrial Project Preparation & Appraisal organised in Mozambique	15
■ Number of Business Counsellors groomed for Growth of SMEs in Mozambique	23
■ Number of Mozambican Entrepreneurs benefitted from Enterprise Upgradation Programme	14
■ Number of trainers trained in Industrial Management organised in Tanzania	15



A participant of the Skill Development Programme for Women Entrepreneur Trainer-Motivators & Business Counsellors for Asia Pacific Region, expressing her views during the valedictory function.

Strategic International Programmes

2001-2002

S.No.	Activity	Location	Duration/Period	Target Group	Objectives & Outcome
6.1 Capacity Building Programmes in ED & Investment Promotion for African Region:					
6.1.1	Pilot New Enterprise Creation (NEC) Programme	Maputo (Mozambique)	3 Weeks July 23 - Aug 17, 2001	Potential Entrepreneurs	To provide on-the-job-training to trained trainers for institutionalising ED activities for New Enterprise Creation. Target : 20 Entrepreneurs.
6.1.2	Training Programme on Industrial Project Preparation and Appraisal	Maputo (Mozambique)	2 Weeks July 09-20, 2001	Counsellors & Credit Officers	To develop a core group of professionals as a part of 'Investment Advisory Centre' for institutionalising entrepreneurship and investment promotion activities in the country.
6.2 Capacity Building Programmes in ED & Investment Promotion for Arab Region :					
6.2.1	Trainers' Training Programme for New Enterprise Creation	Bahrain	2 Weeks June 16-28, 2001	SME Development Professionals from Arab Countries	To develop a core group of professionals for organising New Enterprise Creation activities in the entire Arab Region.
6.2.2	New Enterprise Creation (NEC) Programme	Arab Region	3 Weeks To be decided	Potential Entrepreneurs	To provide on-the-job-training to trained trainers for institutionalising ED activities for New Enterprise Creation in the Arab Region. Target : 20 entrepreneurs.
6.2.3	Training-cum-Counselling Programme for Enterprise Growth	Bahrain	4 Mths in 3 Phases 1st Phase : Mar. 31-Apr. 02, 2001	Existing Entrepreneurs	To facilitate planned growth of existing enterprises as a part of activities of Arab Regional Centre.
6.2.4	Skill Development Seminar on Assessing Entrepreneurial Competencies	Bahrain	4 Days Sept. 2-5, 2001	Professionals from Financial & SME Development institutions	Equip participants with skills to assess entrepreneurial competencies to enhance the validity of lending decisions.
6.2.5	Skill Development Programme for Managers of SMEs	Bahrain	2 Weeks July 28-Aug. 09, 2001	Managers & Management Assistants of SMEs	Skill upgradation of managerial personnel of SMEs leading to enhanced enterprise performance. Target : 20 Youth.
6.2.6	Developing Resource Persons for Enterprise Growth	Arab Region	1 Week Sept. 8-12, 2001	Trainers/ Consultants/ Bankers/ Ind. Dev. Officials	Developing a resource pool of about 15 well equipped business counsellors to counsel and support existing entrepreneurs for pursuing planned growth.
6.2.7	Advanced Seminar on Project Development Cycle	Bahrain	2 Weeks Oct. 13-24, 2001	Bankers/Appraisal Officers, Ind. Dev. Officers/ Consultants	To equip project appraisal professionals with advanced skills in analysing industrial projects. Target About 10-15 Professionals.
6.2.8	Capacity Building of EDI-Saudi Arabia : Feasibility Study	Jeddah (Saudi Arabia)	1 Month May 2001	Proposed EDI in Saudi	Preparation of a feasibility study as a pre-requisite to institution building that would lead to setting up systems in the proposed institution.
6.2.9	Appreciation Workshop on Entrepreneurship Development for Support System Officials	Tehran (Iran)	2 Days July, 2001	Policy Makers/ CEOs of Support System	To generate awareness on ED process and conditions necessary for creating a conducive environment in Iran
6.2.10	Training of Trainers' Programme for Officers of Industrial Management Institute (IMI) for New Enterprise Creation	Tehran (Iran)	2 Weeks July/August 2001	IMI Professionals	To develop a core group of Resource persons in IMI for Entrepreneurship Development.
6.2.11	Orientation Programme on Entrepreneurship Development	EDI Campus	2 Weeks To be decided	Professionals of IDEAS, Oman	To orient professionals of IDEAS, Oman, on various facets of Entrepreneurship Development to help them replicate the same in their country.
6.2.12	Training-cum-Counselling Programme for Enterprise Growth	Oman	4 Mths. in 3 Phases 1st Phase : June 4-7, 2001	Existing Entrepreneurs	To facilitate planned growth of existing enterprises in Oman.
<i>EUROPEAN UNION-INDIA ECONOMIC CROSS CULTURAL EXCHANGE PROGRAMME (ECCP)</i>					
6.3 Networking of European-Indian SME Entrepreneurs :					
6.3.1	Enterprise Networking : Exchange Visit and Workshop	Ahmedabad & Blackburn	3 Days each Apr & June, 2001	Entrepreneurs from Europe and India	To apprise European entrepreneurs on various aspects of 'Doing Business with Indian SMEs' with a view to facilitating linkages between European and Indian SMEs. Target : 12 European & 12 Indian Entrepreneurs.
6.3.2	Partnering Workshop	Ahmedabad or Blackburn	3 Days October, 2001	EU Project Partners	End-of-the-Project assessment and dissemination of benefits from the project.



Innovation Centre

A National Facility for Science & Technology based Entrepreneurial Innovations

A National Facility for Innovations sponsored by the National Science & Technology Entrepreneurship Development Board (NSTEDB), Department of Science & Technology (DST), Government of India, set up at EDI bridges the vacuum between entrepreneurs and scientists/laboratories. The mission of the Centre is to encourage evolution of technology-driven enterprises. The technical experts of the Centre offer process and product technologies which are developed in-house as also secured from other scientific laboratories in the sub-continent. The Centre's data bank on projects and tech-profiles are disseminated through regional product specific workshops. The Centre is also supporting EDI's thrust areas on Rural Entrepreneurship Development and Existing Entrepreneurs by means of process and product related assistance for tech-upgradation. The establishment of a Common Facility Centre is the forte of the Innovation Centre. The Centre is also fast developing into an international technology sourcing and transferring base under the aegis of international interventions of the Institution.

Cost reduction and quality improvement, as also development of appropriate technology has been the focus of team working in this thrust area. The Centre is also pursuing research initiatives as to assess and understand problems associated with commercialization of innovations. The database for technology sourcing will act as a clearing house for technical transfer and establishment of joint ventures amongst SME owner managers. EDI is also developing a website which will facilitate collection, compilation, analysis and dissemination of information amongst entrepreneurs in India and abroad.

Innovation Centre

2001-2002

S.No.	Activity	Location	Duration/Period	Target Group	Objectives & Outcome
7.1 Commercialisation of Innovations					
7.1.1	Commercial Utilisation of New Product/Process Technologies	EDI Campus	1 Year Throughout the year	Existing/ Prospective Entrepreneurs & Industrial Clusters	Commercialisation of Innovative Technologies. Target : 5
7.2 Research Study					
7.2.1	Study of Innovative Entrepreneurs	National	1 Year Throughout the year	Existing Innovative Entrepreneurs	To assess and understand problems associated with commercialisation of innovations. The findings of the study will be useful while interacting with scientists and entrepreneurs
7.3 Innovative Technology Based Programmes					
7.3.1	Cost Reduction & Quality Improvement in Engineering Sector	EDI Campus/ Regional	1 Day To be decided	Existing Entrepreneurs/ Intrapreneurs	Reduction in cost of manufacturing by innovative methods.
7.3.2	Indigenisation Technology & Development of Critical Components for Glass Industries	EDI Campus/ Bangalore	1 Day To be decided	Entrepreneurs & Managers in Glass Industry	Improvement in Manufacturing Technology.
7.3.3	Hydrogen Failure of Mechanical Components in Electroplating Industry	Mumbai	1 Day To be decided	Entrepreneurs & Managers of Electroplating Industry	To introduce an innovative method of testing for hydrogen embrittlement
7.3.4	Electropolishing of Large Vessels by Improved Brushing Technology	EDI Campus	2 Days To be decided	Entrepreneurs Manufacturing large Stainless Steel Vessels	A new technology to improve the stainless steel surface characteristics.
7.3.5	Advanced Technology for Removal of Burrs from Machine Components from Critical Mechanical Parts	Pune	1 Day To be decided	Entrepreneurs engaged in Manufacturing Engineering Products	Entrepreneurs will be introduced to a modified version of burrs removal
7.4 International Technology Sourcing/Transfer					
7.4.1	Website Development	EDI Campus	1 Year Throughout the year	Existing Entrepreneurs of Partner Countries of EU Project	Collection, compilation, analysis and dissemination of information among partner countries, thus facilitating international trade linkages.
7.4.2	Database for Technology Sourcing	EDI Campus	1 Year Throughout the year	Entrepreneur-Manager	This will act as a clearing house for technology transfer and joint ventures by Entrepreneurs/ Managers.

Centre for Research in Entrepreneurship Education and Development (CREED)

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

One of the major objectives of the Centre is to catalyse the process of building network of researchers and institutions in the sphere of entrepreneurship. 'The Journal of Entrepreneurship', 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.

CREED

2001-2002

S.No.	Activity	Location	Duration/Period	Target Group	Objectives & Outcome
1.	Exploring Possibility of On-line Entrepreneurship Education	EDI Campus	--	Graduate Students, Family Business Wards, Employees & Entrepreneurs	To explore the need/market for on-line education in Entrepreneurship. Initial output will be a feasibility report.
2.	Academy of Achievers	EDI Campus	1 Year Throughout the year	--	A compendium of cases, success stories, video films and bibliographic references on achievers from all walks of life.
3.	Workshop on Approaches to Entrepreneurship Education	EDI Campus	1 day To be decided	College Principals and Teachers of Pre-identified institutions	To deliberate on approaches to entrepreneurship education, particularly in S&T Institutions. Focus to be more on curriculum and pedagogy.
4.	Journal of Entrepreneurship	--	Bi-annual	Academic Community	To share research findings with the academic community and enhance the boundaries of knowledge in entrepreneurship
5.	Short-term fellowships in Entrepreneurship Research	EDI Campus	2-12 Weeks each Throughout the year	Researchers	Upto 5 fellowships to ED trainers, teachers, researchers to work on specific themes; travel on-campus residence and library support.
6.	Publication of Conference Volume	--	1 Year Throughout the year	Entrepreneurship Professionals/ Academicians	To disseminate current trends in entrepreneurship research and encourage professionals to explore new avenues for entrepreneurship development.
7.	Impact Assessment of EDI-REDP Activities	National	1 Year To be decided	EDI	To project the importance of EDI-RED strategy and its impact at national level. Target: Study of RED implementing NGOs in collaboration with EDI/Trained entrepreneurs and Trainer-Motivators all over the country.
8.	Case-studies on Rural Marketing (15 Nos.)	National	1 Year Throughout the year	NGOs involved in Rural Marketing	To document rural marketing strategies of NGOs highlighting meaningful marketing interventions.
9.	Case Studies of EDP/RIP Entrepreneurs in Karnataka	Karnataka/ EDI Campus	3 Months Apr-June 2001	EDP/RIP Entrepreneurs	To coordinate with local agencies in Karnataka for preparing case studies on EDP/RIP entrepreneurs in Karnataka.
10.	Preparation and Publication of a Text Book/Handbook on Micro Finance	EDI Campus	1 Year Throughout the year	Students of PGDMN and MFI Practitioners	To highlight the holistic and comprehensive view of micro finance at global and national level.

EDI PUBLICATIONS

1.	Entrepreneurship Development Programme in India and its relevance to Developing Countries - V. G. Patel	Rs. 150/- US \$ 10
2.	Developing New Entrepreneurs	Rs. 250/- US \$ 20
3.	Self-Made Impact-Making Entrepreneurs - G. R. Jain & Akbar Ansari	Rs. 300/- US \$ 22
4.	National Directory of Entrepreneur Trainer-Motivators and Resource Persons - Compiled by S. B. Sareen & H. Anil Kumar	Rs. 190/- --
5.	In Search of Identity - The Women Entrepreneurs of India - Ajit Kanitkar and Nalinee Contractor	Rs. 200/- US \$ 15
6.	A Manual on How to Prepare a Project Report - J. B. Patel & D. G. Allampally	Rs. 150/- US \$ 10
7.	A Manual on Business Opportunity Identification & Selection - J. B. Patel & S. S. Modi	Rs. 200/- US \$ 15
8.	Performance Improvement Booklets for Existing Entrepreneurs	Rs. 50/- US \$ 4 (Per Booklet)
	i. Budgeting	
	ii. Energy Conservation	
	iii. Cost Consciousness for SSI	
	iv. Business Plan for SSI	
	v. Cash Flow in Small Business Management	
	vi. Understanding Value Engineering	
	vii. Basics in Export Marketing	
	viii. Just in Time	
	ix. Record-keeping in Small Business Management	
	x. Statutory Aspects in Small Scale Industries	
9.	Not Born - The Created Entrepreneurs - Jose Sebeastian & Sanjay Thakur	Rs. 200/- US \$ 15
10.	New Initiatives in Entrepreneurship Education & Training - Edited by Gautam Jain & Debmuni Gupta	Rs. 200/- US \$ 15
11.	The Seven Business Crises & How to Beat them - V. G. Patel	Rs. 225/- US \$ 16
12.	A Handbook for New Entrepreneurs - Edited by P. C. Jain	Rs. 595/-
13.	Evaluation of Entrepreneurship Development Programmes - D. N. Awasthi & Jose Sebastian	Rs. 250/- US \$ 20
14.	Doing Business in India - The Street Smart Entrepreneurs - V. Padmanand & P. C. Jain (Published by SAGE Publications)	Rs. 425/- US \$ 109
15.	The Journal of Entrepreneurship (Published by SAGE Publications) Annual Rate : Institutional Individual	Subscription for one year Rs. 425/- US \$ 109 Rs. 265/- US \$ 38

VIDEO CASSETTES

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



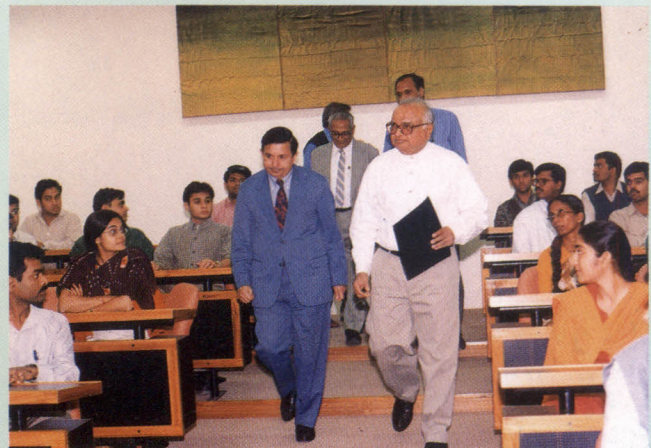
United Nations Industrial Development Organisation (UNIDO), in association with EDI, organised a 'Training Programme for Industrial Cluster Development Agents' during October 11 - December 22, 2000, on EDI campus. The Chief Guest for the inaugural function was Shri D. P. Bagchi, Secretary to the Government of India, Ministry of Small Scale Industries and Agro and Rural Industries. Seen here is Shri Bagchi lighting the ceremonial lamp to inaugurate the programme.

Hon'ble Union Minister of State for Defence, Shri Harin Pathak presenting a certificate on successful completion of the course, to a participant of 'Entrepreneurship Development Programme for Retiring Armed Force Personnel'. The programme was organised during March 29 - June 16, 2000 for Defence Personnel from the Air Force and the Army. By completion of the programme, all participants had identified their projects and prepared project reports.



Shri L.N.S. Mukundan, Chief Secretary, Government of Gujarat delivering his address during the inauguration of the Exhibition on "Innovative Technologies for Building Materials and Cost-Effective Housing", organised on Campus during December 4-7, 2000. Also seen are (R-L) Dr. V. G. Patel, Vice-President & Director, EDI, Mr. V. K. Yadav, Director, International Centre for Advancement of Manufacturing Technology (ICAMT), Bangalore and Prof. V. Padmanand, Programme Director.

Shri S. K. Tuteja, Additional Secretary and Development Commissioner (SSI), Ministry of Small Scale Industries and Agro & Rural Industries, Government of India entering the SIDO Hall to address the students of Post Graduate Diploma in Business Entrepreneurship and Management. Also seen with him is Dr. V. G. Patel, Vice-President & Director, EDI. The SIDO Hall has been constructed with generous support of the Small Industry Development Organisation, Government of India and it was inaugurated by Shri Tuteja, on December 21, 2000.



EDI Governing Body Members As on 26th February, 2001

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(President-EDI)
Chairman
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Vice Chairman & Professor
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Chief Secretary &
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Mumbai-400 021

Shri Y. C. Nanda
Chairman
National Bank for Agriculture &
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Former Managing Director
Small Industries Development
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