

Entrepreneurship Education & Research MEMF & Sustainable Livelihood SMEs & Business Development Services

Programme Package 2012-13

Cluster Competitiveness for Growth & Technology

Social Entrepreneurship & CSR

Women Entrepreneurship & Gender Studies



Entrepreneurship
Development
Institute of India
Ahmedabad

12th CONVOCATION POST GRADUATE DIPLOMA PROGRAMMES

APRIL 04, 2011



Seen during the 12th EDI Post Graduate Programmes Convocation are (4th from L) Chief Guest, Dr. K. C. Chakrabarty, Deputy Governor, Reserve Bank of India with EDI Governing Body Members (R-L) Shri M. K. Nag, Chief General Manager (SME), SBI; Shri B. Ravindranath, Executive Director, IDBI Bank Ltd.; Dr. Y. K. Alagh, Vice Chairman & Professor Emeritus, Sardar Patel Institute of Economic & Social Research; Shri R. M. Malla, President-EDI & Chairman-IDBI Bank Ltd.; Dr. Dinesh Awasthi, Director-EDI; Dr. Sailendra Narain, Chairman, Centre for SME Growth & Development Finance and Shri D. P. Bagchi, Former Chief Secretary, Orissa

The first National Colloquium of Chairpersons and Executive Directors of state and national Entrepreneurship Development Institutes was inaugurated on 23 June, 2011. Seen here are the Chairmen and Directors of ED Institutions with (1st row, 4th from L) Mr. Omar Abdullah, Hon'ble Chief Minister of J&K, (3rd from L) Mr. H. K. Mittal, Advisor, NSTEDB, DST, (5th from L) Dr. Dinesh Awasthi, Director-EDI and (6th from L) Dr. M.I. Parray, Director-JKEDI



The Institute has entered into an MoU with the Royal University of Bhutan to conduct activities that institutionalize entrepreneurship in this region. Seen with the participants of the Capacity Building Programmes for Teachers and Existing Entrepreneurs are (R-L) Mr. Rinzin Namgay Dorji, Programme Manager, Private Sector Development Project (World Bank), The Royal University of Bhutan; Dr. Dinesh Awasthi, Director-EDI; Dr. Pema Thinley, Vice Chancellor, The Royal University of Bhutan; Mr. H.K. Mittal, Advisor & Head, NEB, DST, GoI and EDI Faculty Members



Governing Body Members of EDI (As on 31st January, 2012)

Shri R. M. Malla

President-EDI
Chairman and Managing Director
IDBI Bank Ltd.
Mumbai

Dr. Yoginder K. Alagh

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

Mrs. K. Rama Devi

President
Association of Lady Entrepreneurs
of Andhra Pradesh
Hyderabad

Shri Anand T. Kusre

Nominee Member of
ICICI Bank Ltd.
Mumbai

Shri R. K. Mathur, IAS

Secretary (MSME)
Ministry of Micro, Small &
Medium Enterprises
Government of India
New Delhi

Shri M. K. Nag

Chief General Manager (SME)
State Bank of India
Mumbai

Dr. Sailendra Narain

Chairman
Centre for SME Growth &
Development Finance
Navi Mumbai

Shri Atul Kumar Rai

Chief Executive Officer and
Managing Director
IFCI Limited
New Delhi

Shri V. S. Rathore

Executive Director
Small Industries Development Bank of India
SME Development Centre
Mumbai

Shri B. Ravindranath

Executive Director
IDBI Bank Ltd.
Mumbai

Shri Maheshwar Sahu, IAS

Principal Secretary
Industries & Mines Department
Govt. of Gujarat
Gandhinagar

Shri P. S. Shenoy

Former Chairman
Bank of Baroda
Gandhinagar

Dr. Dinesh Awasthi

Director
Entrepreneurship Development
Institute of India
Ahmedabad

The Institute

An acknowledged National Resource Institute for Entrepreneurship Education, Research, Training & Institution Building.

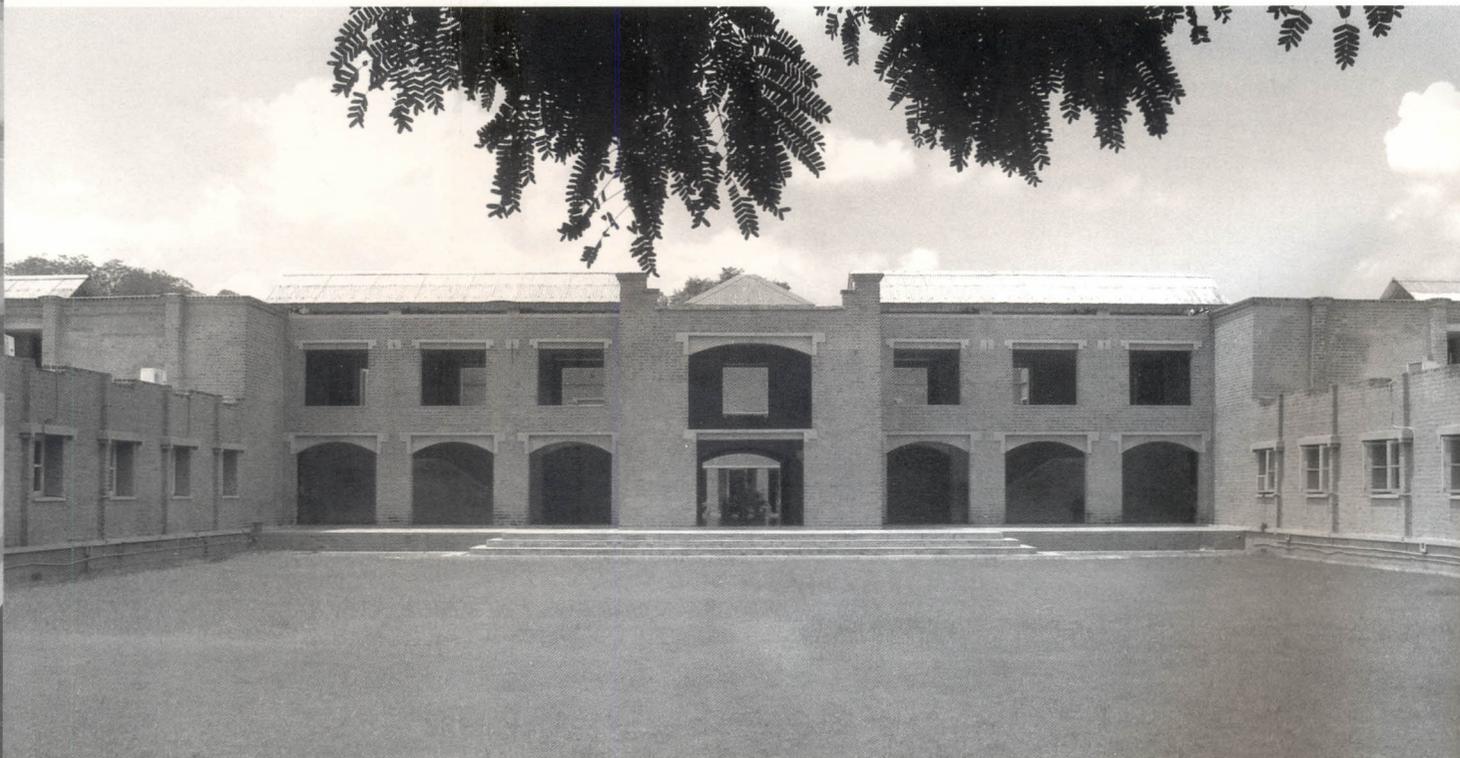
Entrepreneurship Development Institute of India (EDI), an autonomous and not-for-profit institute, set up in 1983, is sponsored by apex financial institutions - the IDBI Bank Ltd., IFCI Ltd., ICICI Bank Ltd. and the State Bank of India (SBI). The Government of Gujarat pledged twenty-three acres of land on which stands the majestic and sprawling EDI campus. To pursue its mission, EDI has helped set up twelve state-level exclusive entrepreneurship development centres and institutes. One of the satisfying achievements, however, was taking entrepreneurship to a large number of schools, colleges, science and technology institutions and management schools in several states by including entrepreneurship inputs in their curricula. In view of EDI's expertise in Entrepreneurship, the University Grants Commission had also assigned EDI the task of developing curriculum on Entrepreneurship and the Gujarat Textbook Board assigned to it the task of developing textbooks on Entrepreneurship for 11th & 12th standards.

In order to broaden the frontiers of Entrepreneurship Research, EDI has established a Centre for Research in Entrepreneurship Education and Development (CREED), to investigate into a range of issues surrounding small and medium enterprise sector, and establish a network of researchers and trainers by conducting a biennial seminar on entrepreneurship education and research.

In the international arena, efforts to develop entrepreneurship by way of sharing resources and organising training programmes, have helped EDI earn accolades and support from the World Bank, Commonwealth Secretariat, UNIDO, ILO, FNSI, British Council, Ford Foundation, European Union, ASEAN Secretariat and several other renowned agencies.

The Ministry of External Affairs, Govt. of India assigned EDI to set up Entrepreneurship Development Centers in Cambodia, Lao PDR, Myanmar, Vietnam and Uzbekistan. Five such centres in African region will also be established very soon.

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





Planning for the Year 2012-13



“2012, like every year, began with setting our goals and objectives and weighing the merits and demerits of our strategies in the light of previous year’s results and our resources; working out alternatives and ascertaining the viability of these alternatives. The process was interesting as, while working out these main plans and secondary plans we realized that the Institute now had a much bigger role to perform and that the world was its stage now, so it could not afford to go haywire with its plans.

Well, this year will see us substantially broadening the ambit of our ‘Education’ area. The variety of programmes has increased as there is more stress on developing customized programmes with strict adherence to innovation, sustainability and relevance. While full time post graduate programmes on Entrepreneurship, Development Studies and for Executives would rule the thrust, simultaneous workshops and short duration programmes for teachers and students would also serve as useful tools to reach out to the right target. Long term and broad based results would also be targeted and reinforced by institutionalizing the Institute’s Open Learning Programme in Entrepreneurship and its Summer Camps in Zambia and Dubai. A significant highlight of this year would be the programmes on life skills and entrepreneurship for teenage girls and tribal youths of some pockets of Madhya Pradesh.

Another landmark initiative which we have planned in an effort to reboot entrepreneurial trends and practices worldwide is by depicting the potential of Food Processing in African Countries by making a

researched presentation on the subject at the Indo-African Summit and by promoting Science and Technology based entrepreneurship in SAARC countries. And while we talk about raising the standards of SMEs, may I also mention that this year we will focus on making Business Associations the voice of the SME sector. The officials of some selected Associations would be trained to play a proactive role in promoting the business of their members, and act as a smooth link between regional set up and global economic scenario. I am glad that the world has now come to recognize entrepreneurship as a catalyst to economic growth. We would initiate the process of setting up Entrepreneurship Development Centres at five locations in the African Region, this year. These are; Senegal, Gabon, Rwanda, Namibia and Zambia. Besides the Centres at Uzbekistan and Kazakhstan would be formally inaugurated and activities would commence.

Further, while the Institute would continue to implement its usual capacity building programmes for professionals from developing countries, it will also expand its target group profile by introducing new programmes for executives, bankers and incubation managers. The Institute’s work in clusters has generated impressive results, so much so that EDI’s cluster development model is today under implementation in a host of industrial and artisanal clusters across the country. While many more relevant clusters will be brought into the fold of this work, emphasis would also be placed on patenting EDI developed technologies for several clusters. It is heartening to mention that five technologies have already been applied for patent registration.

We have kept track of developments in the country that can be dealt with, to a large extent, by promoting entrepreneurship. We have reviewed our own activities and have worked out a plan that surpasses our recent performances and generates richer results.”

- Dinesh Awasthi
Director

A Glimpse into Major Achievements 2011-12

Africa-India Entrepreneurship Development Centres

EDI has been assigned the prestigious task of setting up Entrepreneurship Development Centres in Zambia, Namibia, Gabon, Senegal and Rwanda. These exclusive Centres will work towards identifying entrepreneurial potential and aiding development in a way to facilitate setting up of small ventures. In addition to promoting entrepreneurship, the centres would also significantly improve the health of existing enterprises.

EDI Honoured with National B-School Leadership Award

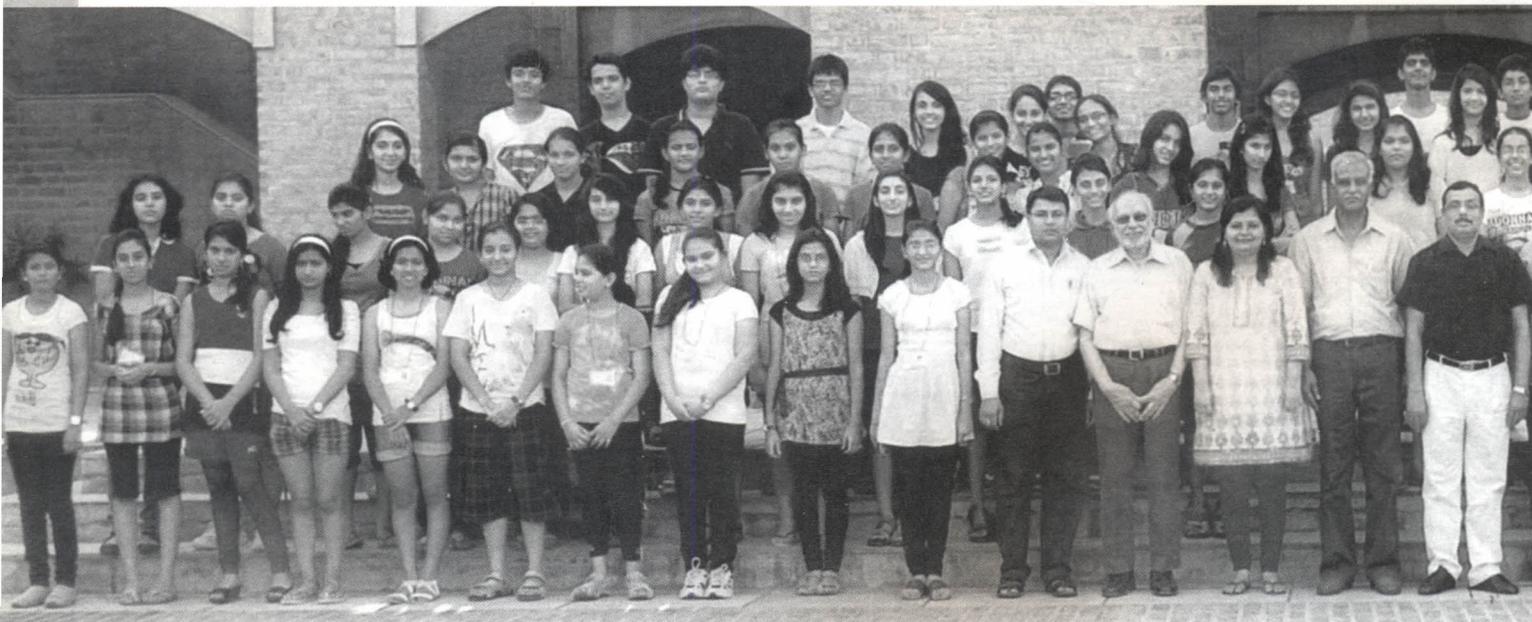
EDI was honoured with the National B-School Leadership Award during the 19th Dewang Mehta Business School Award presentation ceremony organized in Mumbai on 26th November, 2011. The award has been instituted in memory of Late Shri Dewang Mehta, Chief, National Association of Software and Service Companies (NASSCOM). The Award was presented to EDI in recognition of the Institute's efforts in leadership, development, innovation and industry interface.

Entrepreneurship Education Strides Big

The 12th Convocation of the Institute's **Post Graduate Diploma in Management-Business Entrepreneurship** and the **Post Graduate Diploma in Management of NGOs** was organised on April 4, 2011. The occasion was determination and conviction personified. The presence of Dr. K. C. Chakrabarty, Deputy Governor, Reserve Bank of India, as the Chief Guest was inspiring. In all 73 students were awarded certificates.

Also, the 12th batch students of PGDM-BE visited China to study and understand their business environment and government policies closely.

In line with its motive to spearhead the entrepreneurship movement, EDI, in association with the Jammu and Kashmir Entrepreneurship Development Institute, organized a **National Colloquium of Chairpersons and Executive Directors of State and National Entrepreneurship Development Institutes** on June 23, 2011. The Colloquium was inaugurated by the Hon'ble Chief Minister of Jammu and Kashmir, Shri Omar Abdullah.



Participants of the 'Summer Camp on Entrepreneurial Stimulation for Children' seen with



The Institute's efforts to bring academicians on a common platform to help them gain perspectives in entrepreneurship and also deliberate among themselves on the ways and means to promote entrepreneurship among youth, was realised with successfully organizing three **Faculty Development Programmes in Entrepreneurship** at Trivandrum, Ahmedabad and Jammu. The Programmes successfully oriented teaching professionals towards entrepreneurship training.

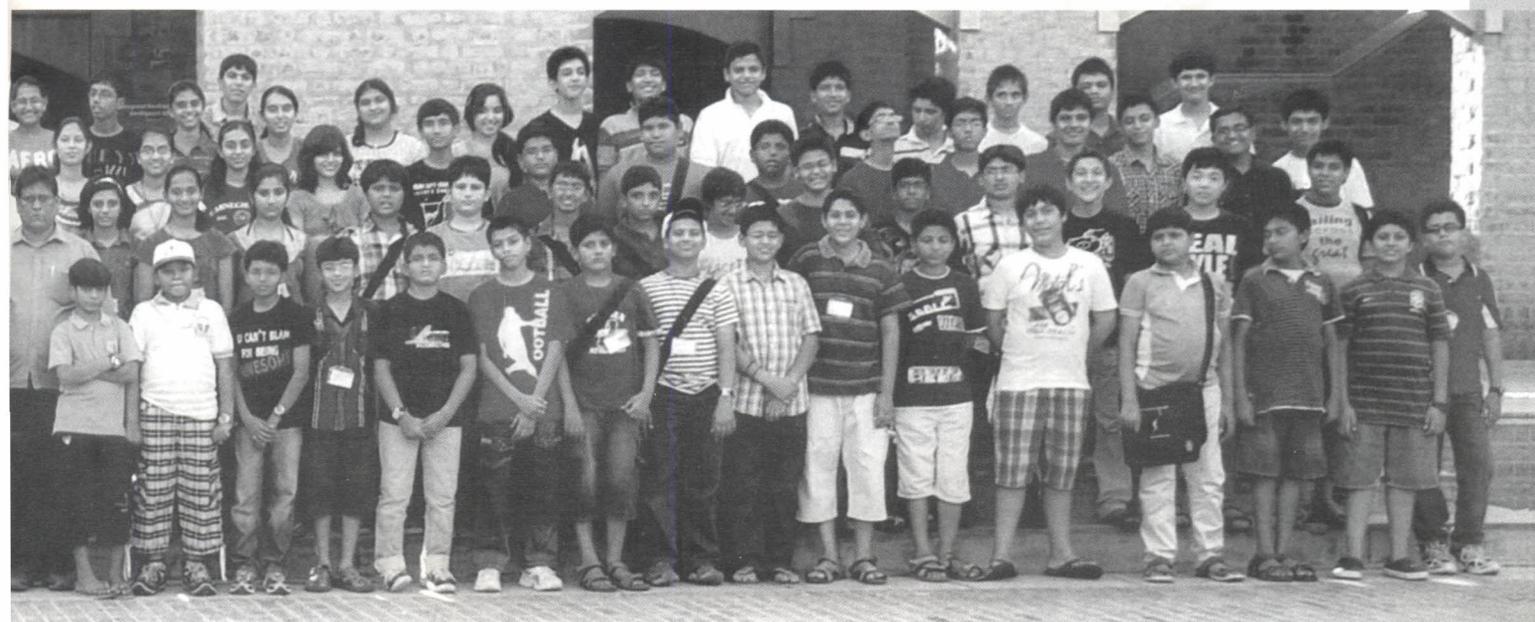
The **Summer Camps for Youth and Children** sow entrepreneurial seeds in the young minds. In all, 280 youths and children were goaded on to higher order achievements and to think out-of-the-box. The Institute's efforts to create entrepreneurship awareness amongst students with technological background also continued successfully. Its **Distance Education Programme** further concretised the base of entrepreneurship across the country with linkages with 130 educational institutes and enrolment of 11461 learners till date. A workshop for counsellors of Open Learning Programme exposed them to new ways and means of strengthening among masses the orientation towards entrepre-

neurship, thus impressing upon them the charms of being an entrepreneur.

Tailor-made courses on Entrepreneurship and Family Business Management designed for students of the Jain Group of Institutions, Bangalore aim at imparting an entrepreneurial vision to potential entrepreneurs and family business successors. As of now 800 students have passed out and 750 are presently undergoing the course.

Micro Enterprise, Micro Finance and Sustainable Livelihood

EDI implemented National Bank for Agriculture and Rural Development (NABARD) sponsored training programmes in central and northern parts of the country. The programmes conducted include **Skill Development and Rural Entrepreneurship Development Programmes**. Besides, the Institute has also executed several National Science and Technology Entrepreneurship Development Board, DST sponsored Technical Training Programmes to benefit the unemployed youth of central and northern India. In all, around 400 participants have been trained in different training programmes.



(in the centre) Dr. Sunil Shukla, Camp Leader and eminent Faculty Members of EDI associated with the camp



EDI students seen with delegates from USA, Russia, Lao PDR and China attending 'International Seminar on Asia - Pacific Region in 2020 : Balance of Power' held at Kunming, China

Results were also in place in the **Kudumbashree Project**, under which a package of activities were implemented to help existing micro entrepreneurs enhance their performance. A total of 5043 existing micro entrepreneurs and women have received training so far through 97 performance improvement programmes.

Supported by the ITEC division of the Ministry of External Affairs, Govt. of India, the Institute organised an international programme on, '**Governance and Management of Non-Government Organizations/Non Profit Organizations**', 14 participants from 6 countries learnt about governance and management of NGOs, project planning, design and implementation and accountability, transparency, management of financial, human and external resources, and related areas.

SIDBI sponsored **Rural Industries Programme**, which is being executed by EDI, led to establishment of around 250 micro enterprises at the grassroots level with the use of local resources.

EDI's involvement in promoting science & technology based enterprises in the **STED**

Projects of Rae Bareli, Roorkee, Nalbari and Gorakhpur continued by way of awareness camps, village meetings and short duration technology orientation programmes, leading to setting up of around 150 units.

The National Workshop on **Establishment of Micro Business Centre** added credence to the Institute's commitment towards rural employment and poverty alleviation. About 30 CEOs/senior executives of various urban development authorities, municipalities and National Resource Centres engaged in urban poverty alleviation actively participated in deliberations.

The Institute also carried out its responsibilities as the Implementing and Monitoring Agency for Department of Science & Technology for the fourth consecutive year. The project involves activities related to promoting entrepreneurship among the science & technology target group.

SMEs and Business Development Services

Recently at the behest of the Royal University of Bhutan, EDI entered into a Memorandum of Understanding with this University to support them on a long term basis to strengthen



entrepreneurship development in Bhutan. EDI began with **Capacity Building Programme for Teachers** (Faculty Development Programme) and **Growth Programme for Existing Entrepreneurs** (Enterprise Building Programme) at Thimpu. 23 teachers of various academic institutions of Bhutan participated in the FDP and 17 existing entrepreneurs attended the Growth Programme. The programmes were well received.

International Programme on **Use of English Language in Business Communication** was organized during July 4 - August 12, 2011. 27 participants from 15 countries attended the programme. The focus of the curriculum was on imparting effective business communication skills to help the participants identify the vulnerable areas in their communication practices, rectify them and adopt a style that suits today's culturally diverse business environment.

Six-week training programme on **'Entrepreneurial Management'** was conducted during 7th November - 16th December, 2011 with 34 participants from 22 countries. The programme focussed on developing entrepreneurial management skills among participants; help them sharpen their knowledge in view of the changing

environment so that they function as entrepreneurial managers in their work spaces.

Training programme on **'Cluster Development Executives (CDEs)'** was also conducted during 7th November-16th December, 2011 with 32 participants from 20 different countries. The programme aimed at improving knowledge and skills of the participants to help them successfully implement Cluster Development Programmes.

In the programme, **'Entrepreneurship & Small Business Promotion'** conducted during January 3 - February 10, 2012, 37 participants from 23 countries participated. The participants were equipped with new tools and techniques to lead potential entrepreneurs to new enterprise creation as also facilitate growth of existing small enterprise.

Six-week **'Industrial & Infrastructure Project Preparation & Appraisal'** was conducted during January 3 - February 10, 2012, with 30 participants from 17 countries. The programme aimed at equipping participants with skills in project planning, analysis, financing & implementation.

'ICT enabled Office Applications, Web-Designing & E-Commerce for Small



Students of the Jain Group of Institutions seen at EDI during one of the contact sessions. With them are (in the centre) Dr. Dinesh Awasthi, Director-EDI; (3rd from L) Dr. Sunil Shukla, Project Incharge and members of the EDI faculty group associated with the programme

Enterprise Operations', an international training programme, was also conducted during January 3 – February 10, 2012 with 24 participants from 15 countries and equipped the participants with intermediary and advanced skills and techniques for effective and efficient use of office productivity tools with Visual Basic for Applications (VBA), Web applications and E-Commerce for SMEs.

All the international programmes offered by EDI to developing country professionals are sponsored by the Indian Technical and Economic Cooperation, Ministry of External Affairs, Govt. of India.

In order to make Industry Association executives provide better services to their members, two workshops, '**Business Membership Organizations Will Lead**' and '**Capacity Building of Business Membership Organizations**,' were organized at EDI during 11th -19th November, 2011. The Workshops had been designed by GTZ, SIDBI, DC (MSME) and the Foundation for MSME clusters under the aegis of the MSME Umbrella Project, Indo German Cooperation project. EDI has been selected as the partner organization in this

project. 17 Presidents and 25 Executives from selected National Industry Associations participated in the workshops.

A 10-month custom tailored multi-disciplinary course with classes on week ends started on July 2, 2011. Supported by Gujarat State Biotechnology Mission, Govt. of Gujarat and Foundation for MSME Clusters (FMC), the **Biotechnopreneur Training Programme** targets individuals desirous of starting their own entrepreneurial venture in the area of life-science i.e. pharmaceuticals / biotechnology / medical devices, etc.

The Institute organized a 1-week training programme on '**Project Appraisal, Financing & Entrepreneur Assessment**' during November 28-December 3, 2011 for 17 officers from 10 banks. The training inputs encompassed risk assessment framework covering financial, business, industry and management risks.

Emergence of technology based enterprises and technology driven entrepreneurs is the need of the hour. In order to promote more hi-tech and hi-end projects, there is a need to orient scientists of research laboratories and



Programme Director and members of EDI faculty associated with the programme

inset: Ms. Jayanti Ravi, Commissioner-Higher Education, Govt. of Gujarat was the Chief Guest at the Valediction of the Programme

Participants of the Programme 'Use of English Language in Business Communication' seen with (4th from L) Dr.Dinesh Awasthi, Director-EDI; (3rd from L) Ms. Julie Shah,



Participants of 'MSME Umbrella Programme' seen with (5th from R) Dr. Dinesh Awasthi, Director-EDI; (5th from L) Ms. Christine Falkenberg, SEQUA; (4th from R) Mr. K. K. Shaw, Faculty-EDI and (6th from R) Mr. Sanjay Pal, Programme Director

R&D institutions towards entrepreneurship. Against this backdrop, the Institute successfully conducted one national training programme on '**Entrepreneurship Development & Management for Scientists & Technologists with the Government Sector**' during December 19-23, 2011 at EDI campus. In all, 25 scientists and technologists from various parts of the country participated. The programme was sponsored by the Department of Science & Technology, Govt. of India, New Delhi.

The Swiss Agency for Development & Cooperation (SDC) sponsored project on '**Unleashing Entrepreneurship for Development & Trade**' came to a conclusion. Since the basic objective of the project was to spread and strengthen entrepreneurship movement, capacity building and international trade prevailing in GMS countries, towards its conclusion, four Review Workshops were organized focussing on arriving at an appropriate road-map for institutionalizing and ensuring sustainability of the entrepreneurship development activities, initiated under the project, in the GMS region.

The Food Processing Project impacts many

The Food Processing Project created an impact which would reverberate for years to come. The success rate, i.e. units started, employment opportunities generated and investment made is indeed overwhelming. In the year 2011 - 2012, the Institute implemented 35 EDPs in Assam, Meghalaya, Arunachal Pradesh, Nagaland, Mizoram, Jammu & Kashmir and Rajasthan. Since 2003-04,

the Institute has implemented 335 EDPs in 21 states. The Ministry of Food Processing Industries, GoI is considering few more initiatives in this direction.

International Center for Cluster Competitiveness for Growth & Technology

EDI is implementing the **Engineering Cluster Development Project** at Vadodara, sponsored by the Office of Industries Commissioner, Govt. of Gujarat. The Cluster has around 1700 units manufacturing various kinds of precision engineering components. Over the years, EDI has developed special high tech technologies for the cluster to improve the quality of products and to widen the market of cluster entrepreneurs. Entrepreneurs have even adopted national and international standards to enhance their credibility in the eyes of their buyers. Delegate visits from Argentina, Mexico, Ghana, Czech Republic, Jamaica and Guatemala have also given immense visibility to cluster entrepreneurs.

Also, the project '**Development of Textile Accessories and Machinery Cluster**' in Ahmedabad, Surat & Surendranagar saw implementation of programmes related to



Participants of the programme 'Promoting Innovation & Entrepreneurship through Incubation'. Mr. S. B. Sareen was the Programme Director

increasing/improving productivity, quality, technology, health & safety related problems, green technologies, and domestic / international marketing.

With over a decade of experience in turning around industrial clusters, the Institute has developed impact making technologies for clusters manufacturing gold and silver ornaments, surgical instruments and those engaged in fabrication of stainless steel.

EDI, in association with Small Industries Development Bank of India (SIDBI) launched the project, '**Implementing Business Development Services in Dyes and Chemicals Cluster**' at Ahmedabad in March 2009. This 32 month project got concluded in October 2011. The various activities undertaken addressed 480 MSMEs and increased their flexibility, independence and resource richness. A BDS desk has also been set up at Naroda Industries Association to address the queries of MSME entrepreneurs. The delegates also visited the international exhibition, TURCHEM-2010 at Istanbul, Turkey.

The Institute has been appointed as the Implementing Agency by the Directorate of Handlooms and Textiles, Govt. of India, to revitalize the **Kerala Handloom Cluster**. The initiatives aimed at addressing weavers, office

bearers of member societies and officials of Directorate of Handloom and Textiles. EDI experts could reach out to about 1000 weavers. Around 25 capacity building programmes imparted learning on quality and brand consciousness, technology and market.

Under the project, '**Implementing Business Development Services in Kolkata Leather Cluster**,' design workshops, capacity building programmes and managerial skill development programmes aimed at sensitizing the officials working in the leather units and also imparting latest design trends and techniques to designers.

The 32-month project to revitalize the **Chennai Leather Cluster** came to an end on 31st October 2011. In all 101 MSMEs benefited through various interventions and a total of 1286 MSMEs participated in various activities and received benefits. 22 MSMEs registered a turn-over of more than ₹ 20 crore in 2010-11. Several MSMEs also recorded exports worth more than ₹ 5.0 crore in 2010-11.

EDI's role as a Technical Agency (TA) in **7 Khadi and 5 Village Industries Clusters** across 4 states of the country saw consolidation of significant activities. Common Facility Centres (CFC) were established at two locations for the benefit of cluster artisans. In



addition, marketing outlet renovation and training of spinners and weavers were also carried out at Gorakhpur, Sitapur and Sultanpur khadi clusters.

Special Projects

In the Cluster Management and Technical Agency (CMTA) **Mega Handloom Cluster Project, Sivasagar, Assam**, several awareness generation camps were conducted, three yarn banks were established and work towards construction of Common Facility Centre was initiated. In addition, under the Cluster Management and Technical Agency [CMTA] **Mega Handicraft Carpet Cluster Project – Srinagar, J&K**, five Common Facility Centres were established, besides a trade facilitation Centre. Free looms were also distributed among the weavers.

EDI has been appointed as **Cluster Resource and Monitoring Agency (CRMA)** by the Office of Development Commissioner – Handlooms, Ministry of Textiles, Government of India, New Delhi. As CRMA, monitoring visits were undertaken in all the 156 assigned clusters in 10 states. Besides, to facilitate market linkages, a **Buyer-Seller Meet** was organized for the

clusters of West Bengal and Orissa. Representatives from 16 handloom clusters from Orissa and West Bengal participated in this event. Ten prominent buying houses attended the event and placed orders worth ₹67 Lakh. Also, in the project of 20 Handloom Clusters wherein EDI provides Handholding and Mentoring Support to 14 Implementing Agencies spread over 12 states of India several performance enhancing activities were initiated with focus on marketing, basic financial transactions associated with maintaining books of account, product sampling and preparedness for mass order execution and export procedures.

Social Entrepreneurship & Corporate Social Responsibility

The Institute organized a two-day orientation workshop, over September 15 and 16, 2011, on 'Corporate Social Responsibility for Executives of Central Public Sector Enterprises', under the aegis of Department of Public Enterprises, Govt. of India and Tata Institute of Social Sciences, Mumbai (TISS).

Women Entrepreneurship & Gender Studies

To encourage women to come to the fore and make powerful statements of entrepreneurial grit and success, EDI, under the aegis of Tata Steel Rural Development Society (TSRDS) and Tata Steel, Jamshedpur, Jharkhand, conducted a 5-day training programme on '**Entrepreneurial Development for Micro and Small Enterprises for Women Entrepreneurs**' during 20-24 September, 2011 at Jamshedpur. 50 women from different Self Help Groups of Jharkhand and Orissa participated in this programme.

The year 2012-13 would be yet more promising as the activities have been planned with an eye on attaining 'deeper reach' and 'stronger impact'.



Mr. Sanjay Pal, Project Director, Leather Cluster, Santiniketan in discussion with Ms. Vanessa Keen, Chief Merchandiser, Jazmin Chebar, a leading leather and fashion brand in Buenos Aires, Argentina

EDI-Faculty



Dinesh N. Awasthi
Ph.D. (Economics); Gujarat University
dinesh@ediindia.org

An Economist with extensive experience in Entrepreneurship education, research and training. Worked extensively on policy issues related to SMEs with several multilateral agencies like ILO, UNIDO, UNDP, as a Consultant on several international assignments. Has four books, over 55 research papers and 14 research reports to his credit. His areas of interest are: policy research, cluster development, sub-sector analysis, social entrepreneurship, rural entrepreneurship and NGOs. Dr. Awasthi is a Member of various Apex Committees and Core Groups of Ministries of MSME, Urban Employment and Poverty Alleviation, Department of Science & Technology, etc.



Satya Ranjan Acharya
MSc. (Agri), MFC, PGDBA (Finance)
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A business management professional with more than 15 years of teaching and consultancy experience in the areas of financial management, idea generation and business plan formulation. Trained in entrepreneurship teaching at Stanford Technology Venture Programmes and Indian School of Business, Hyderabad. Worked as Research Fellow with Centre for Innovation, Incubation and Entrepreneurship at Indian Institute of Management, Ahmedabad. Developed cases on Innovative Entrepreneurs of Gujarat.



Ganapathi Batthini
M.L.I.Sc., NET Qualified
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Library and Information Science Professional engaged in modern library and information centre, having 22 years of experience in managing, administering, developing and disseminating information in Business Management, Entrepreneurship, Social Sector and Engineering Sector. He has authored eleven research papers in various conferences and scholarly journals. He earned M.L.I.Sc. from Annamalai University and possessed 'Gujarat State Level Eligibility Test for Lectureship'.



Tarun Bedi
B.E. (Civil), M.A. (Sociology)
tarun@ediindia.org

Has 19 years of experience in the field of Entrepreneurship Development. Worked for two years in the area of rehabilitation of Adolescents engaged in hazardous occupation. Involved in promotion of cultivation and processing of medicinal and aromatic plants through training and counselling for around 7 years. Besides other EDI activities, he works as Cluster Development Executive for Chanderi / Gwalior handlooms cluster.



Deepak Kumar Behera
M.Phil (Economics)
deepak@ediindia.org

Has worked as Consultant at Perspective Planning Division (PPD), Planning Commission. Submitted Ph.D. thesis at Department of Economics, University of Hyderabad in the area of Labour and Employment Problems in India. Participated in several conferences, seminars and workshops relating to employment issues and has published three research papers in different scholarly journals. His areas of interest are; Micro Economics, Development Economics specifically Labour and Employment and Quantitative Techniques.



Pankaj Bharti
Ph.D. (Psychology)
pbharti@ediindia.org

Specialises in Social Psychology, Organisational Behaviour and Research Methods. Trained in conceptualising and developing measurement tools for Social Science Research. Associated with more than sixteen national as well as international research projects. Core competency in Psychometric Assessment Administration and Reporting.



Vivek Bhatt
M.Com.
vivek.bhatt@ediindia.org

Possesses about 13 years of teaching experience in Management Information Processing, Computer Applications, Programming, Quantitative Methods and Research Methods. Has a working experience with IIM-A as Academic Associate in Production and Quantitative Methods area. Also worked with ICFAI National College for more than 3 years as a Faculty. Developed several Software applications to support decision system in academic institutions. Submitted a thesis in the area of Decision Making in SMEs and Business Intelligence Tools.



Ajay Dixit
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More than 3 decades of experience in the field of Entrepreneurship Development at national as well as international levels. An experienced Business Counsellor, specializes in training of trainers and existing entrepreneurs for their growth. His academic interest lies in teaching 'Family Business Management', 'Intrapreneurship', Social Entrepreneurship & CSR Development. Also provides capacity building support to NGOs and is involved in developing Social Enterprises. Currently, he is looking after the 'Centre for Social Entrepreneurship and CSR' at EDI.



Dr. Amit Kr. Dwivedi
Ph.D., University of Lucknow
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Has worked at Indian Institute of Management (IIM-A) Ahmadabad as an Academic Associate. Dr. Dwivedi is associated as an Editor with reputed national and international journals. Has 30 research papers and a book on 'Women in Agriculture' to his credit. Has also edited two books on 'Rural Entrepreneurship and Rural Development'. Dr. Dwivedi has presented research papers in International and National Conferences. He is also a National Team Member of Global Entrepreneurship Monitor (GEM), India. Currently, he is working on Costing and Benchmarking of Banking Industry & Microfinance Institution in India.



P. Ganesh
B.E. (Mechanical);
M.B.A. (Gold Medalist);
p.ganesh@ediindia.org

Possesses around 27 years of industry experience with top of the line organizations like; Tata Steel (Jamshedpur), Maruti Udyog Ltd. (Gurgaon), Apollo Tyres Ltd. (Gurgaon), Coats Viyella India Ltd. (Ambasamudram), Arvind Mills Ltd. (Ahmedabad) and Ashima Ltd., (Ahmedabad). He has also been actively engaged in academia as visiting faculty in Management Institutes in Ahmedabad. His areas of interest include; Production & Operations, Supply Chain Management, Data Warehousing & Business Intelligence, IT and MIS and ERP Implementations.



Raman Gujral
M. Com.
gujralraman@yahoo.com

More than two decades of experience in the field of Entrepreneurship. Worked for co-ordination and management of field projects in sectoral areas of entrepreneurship development. Developed curriculum, modules and structures for various entrepreneurship development activities. Expertise in conceptualizing and successful implementation of VTE programme. Specialises in areas such as; business opportunity identification and guidance, project report preparation, and entrepreneurship. He has also been involved in planning and conducting need & impact assessment study for different organizations. Presently involved in conceptualizing, implementing and monitoring various ED projects.



G. S. Gupta
Ph. D. (Economics)
Johns Hopkins University, USA
gsgupta@ediindia.org

Possesses over 40 years of experience in teaching, research and consulting. Was

Professor (and Chair Professor) at IIM Ahmedabad, Illinois State University and University Sains Malaysia, and Dean at Nirma University. Has authored / co-authored six books, published around 70 articles in national and international journals and guided / co-guided 27 doctoral dissertations. In addition to being on the Boards of several prestigious educational institutions and Editorial Boards of several journals, Prof. Gupta is Independent Director, Paschim Gujarat Vij Company Ltd. His areas of specialisation include economic theory and policy, econometrics and international banking and finance.



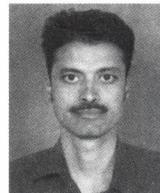
Rajesh Gupta
M.Com; PGDBM
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A business management professional, has worked extensively at the grassroots level promoting range of income generating activities. Having specialization in promoting micro enterprises in rural areas, Mr. Gupta has considerable experience in micro enterprises promotion and cluster development projects, particularly handloom and handicrafts clusters. Prior to EDI, he has worked with National Institute of Fashion Technology (NIFT) and Seva Mandir, Udaipur (Rajasthan).



Bhasker Jani
B.E. (EC)
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A practitioner with 30 years of experience in initiating and successfully managing various types of industries, like; manufacturing of mechanical and electromechanical components and sub assemblies, industrial valves, fabrication shop, foundry etc. Also involved in mentoring potential and existing entrepreneurs. Holds position as Director, M/s. Odhav Estate Infrastructure Development Ltd.



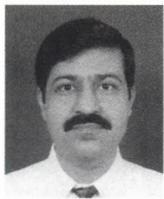
Avdhesh Jha
M.Sc., M.Ed., Ph.D., Gujarat University
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Possesses 11 years of experience in teaching and training Research Psychology and Philosophy. Has more than 20 books to his credit. Has presented more than 15 research papers in national and international conferences. A member of the inspection team of National Council for Teacher Education (NCTE), a life time member of All India Association for Educational Research (AIAER) and Resource Person at Indira Gandhi National Open University (IGNOU) and Gujarat Technical University (GTU). His areas of interest include Research Methodology, Management, Teaching Methodology and Psychology.



Rajiv Joshi
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Has over 14 years of cross-functional and cross-cultural experience in industry and academics. He is an Accredited Management Teacher (AMT), certified by All India Management Association (AIMA), member of Chartered Institute of Marketing, UK and Member of AIMA. He has published several articles, papers and book reviews in leading management journals. He has contributed management cases to European Case Clearing House (ECCH). He is trained in 'Case Method of Teaching' by Prof. Kamran Kashani, Professor of Marketing, IMD, Switzerland.



P.G. Makhija
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A practicing Management Counselor & Mentor. Has industry experience of more than 34 years including 18 years in Top Management as CEO of Bombay Dyeing & Mfg. Co. Ltd. and Executive Director of Gujarat Ambuja Exports Ltd. Worked in diverse industries like textiles, edible oils, industrial automation, pharmaceuticals, engineering plastics and banking. Mentors young generation in business families and advises small & medium enterprises on Consolidation & Growth Strategies.



Umesh Menon
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A Business Management Expert, specialising in the areas of Business Planning, Financial Management, and Financial & Cost Accounting with 20 years of experience in Government and Private Sector. He has been working with Existing Entrepreneurs for Growth & Performance Improvement; training bankers and investment promotion officers in the area of investment promotion, project preparation and appraisal. He has worked in many industrial and artisan clusters across India. He has worked with UNIDO, UNDP, ILO, European Commission and many other bilateral and multilateral agencies in over 25 countries. He works actively with a few companies and non-government organisations by being on their Board.



Manoj Mishra
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Heads the Centre of Micro Enterprise, Micro Finance and Sustainable Livelihood by providing strategic direction & research expertise. Involved in building capacities of informal sector players, local economic

development, livelihood security and policy formulation. Has 19 years of experience in the area of rural development, natural resource management, promotion of micro enterprise, providing hand-holding and mentoring support to informal/unorganized clusters; aggregation and market development to micro as well as Social Enterprises. He has also been engaging with the corporate sector for CSR and Bottom of Pyramid access partnerships. His interests are value chain based interventions, agri-business, institutional innovations for informal sector, business development services, evaluation studies and action research.



Sasi Misra
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Dr. Sasi Misra is Institute Professor; Editor, The Journal of Entrepreneurship; Chair, CREED and Biennial Conferences. Prior to his appointment at EDI, he was Professor of Organizational Behaviour at IIM Ahmedabad; Vice Chancellor, Berhampur University, Orissa; Visiting Professor, McGill University (Canada) and University of Munich (Germany). Dr. Misra is a recipient of the prestigious Alexander von Humboldt Fellowship (Germany), Commonwealth Faculty Research Fellowship (UK) and Shastri Indo-Canadian Fellowship (Canada). He was Visiting Scholar at Harvard Business School (USA). His publications (Book, Book-chapters and Journal articles) are numerous. He is an educationist of repute and behavioural scientist of distinction. He serves on Boards and Governing Councils of several institutions of higher education.



Sanjay Pal
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Specializes in Cluster Development, Business Development Services Market Development and Rural Marketing. Managing International Centre for Cluster Competitiveness, Growth and Technology (IC³GT) as well as engaged in providing strategic and advisory services to the organisations involved in MSME Cluster Development in India. Conducted Cluster Development Executives Programmes within the country and outside. Carried out research on clusters, value chain and BDS market and presented papers in international conferences.



Vinod Paratkar
B.Com., PGDM
vparatkar@yahoo.com

Involved in research in HRM practices and business strategies, cross cultural aspects, studies in fruit and agro processing industries, TBI in India, potential survey, labour market survey for ILO, training of



trainers & teachers. Engaged in the field of Entrepreneurship Development for last 27 years and has experience in working with many international organisations like UNIDO, UNDP, IFAD, SNV, UNODC, ILO, EC, IICCI etc. A Regional Facilitator of ILO for Entrepreneurship Education and a Master Trainer for KAB. Presently, Advisor at the Myanmar India Entrepreneurship Development Centre (MIEDC), Yangon, Myanmar.



D. M. Parikh
BE (M), M.Tech (IIT), ICWA
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Two decades of experience in Project Finance for new enterprise creation, expansion, modernization of MSMEs. 8 years experience as an Industrial Engineer, conducting diagnostic studies, improving productivity and implementing cost reduction approaches for various enterprises. Trained more than 500 participants in the areas of SME banking, project report preparation and appraisal as well as financial services at national and international level. Specialist in implementation of holistic cluster development as well as BDS market development projects for MSMEs. Anchoring activities of urban poverty alleviation; deploying skill & micro enterprise development interventions. Research interest of exploring the role of financial intermediation in enhancing contribution of manufacturing sector in GDP



J. B. Patel
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More than 3 decades of experience in the areas of business opportunity identification, project formulation, project appraisal, counselling and guiding entrepreneurs. Conducted more than 10 international programmes and worked as an expert in a number of developing countries in the above fields. He is also the Local Representative for the Netherland Senior Experts Organisation.



C. R. Patnaik
PGDM
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More than two decades of experience in promoting micro enterprises. Currently involved in imparting behavioral and other soft skill inputs for enhancement of employability, conducting Rural Entrepreneurship Development Programmes and in imparting behavioural inputs in REDPs.



A. B. Raju
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Has more than 22 years of corporate experience including two years in Bangkok, Thailand. Has worked for more than 12 years in 'C' level positions in Somany Group, Mafatlals and President Park Group, Thailand. He was the youngest team leader at the age of 25, the youngest business unit head in Mafatlals and the youngest CEO in President Park Group, Thailand and the youngest top management professional in Somany Group. Set up & managed successfully two ₹ 100 Crore green-field projects right from scratch (One in India-Mafatlal Burlington and the another in Thailand-Atlantic Mills) and turned around another manufacturing company (President Textiles, Thailand). Is also, visiting faculty at Management schools of Nirma University, Ahmedabad University and other Business Schools in Ahmedabad.



N. Ramesh
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Specializes in identifying business opportunities in the areas of Food Processing, Electronics and IT. 26 years of work experience as an Entrepreneur Trainer Motivator.



S. B. Sareen
Diploma in Textile Technology;
D.I.M, D.I.M.O. (Hons-); D.M.M
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Twenty eight years of experience in teaching and training entrepreneurship at national as well as international level. Has expertise in conducting programmes for New Enterprise Creation, Business Counseling, Growth Programmes for Existing Entrepreneurs, Faculty Development Programmes and Capacity Building Programmes for Resource Persons in the field of Entrepreneurship Development. At EDI, he is heading one of its core centers i.e. "Centre for Small & Medium Enterprises and Business Development Services". Has worked in various countries namely; Netherlands, Bhutan, Mozambique, Jordan, Kuwait, Sri Lanka, Sudan, Vietnam, Malaysia, USA, Japan, Iran, etc. Presently looking after two mega projects "Food Processing Industries" and "DST-NIMAT" sponsored by the Ministry of Food Processing Industries, Government of India and the Ministry of Science & Technology, Govt. of India respectively. Also Member of various advisory committees at State as well as National Levels and visiting faculty at DA-IICT and NIFT Gandhinagar.



Bipin Shah
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(on leave)

A business management specialist with 38 years of experience in consultancy and industry in the areas of project formulation and appraisal, project planning and enterprise establishment, and management. Has been Managing Director of Gujarat Industrial & Technical Consultancy Organisation Ltd. and Member of the Governing Council of CDC, Ministry of S&T, GoI. Also worked as President for 6 years in Chemicals and Pharmaceutical Companies. He is on Experts' panel of UNIDO, UNDP & EXIM Bank of India. Specialises in plastic industry and has exposure in chemical and pharma sector MSMEs.



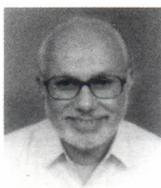
K.K. Shaw
B. E. (Hons.) Mechanical; PGDBM
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More than 40 years of experience in developing engineering, textile, handicrafts, handloom clusters in the country. Engaged in development of engineering clusters like automobiles, agriculture machinery and several other engineering industries. Experience in transfer of technology from advanced countries for manufacturing hi-tech aerospace equipments, machine tools and automobiles in India.



Sunil Shukla
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Teaching and training interests are in organizational behaviour, human resource management, entrepreneurship education and development of youth. Research interests include entry barriers to entrepreneurship and curriculum development. Consulting interests are in the areas of entrepreneurial and managerial competence development, family business management, HR Issues and organizational culture. Has been helping medium to large sized firms for strategic planning and capacity building of people to groom their Managers as Intrapreneurs and help create conducive climate for corporate entrepreneurship. Has been a visiting faculty at premier management institutions in the country. Currently a national team leader of Global Entrepreneurship Monitor (GEM) India Plus National Team.



B. B. Siddiqui
Ph.D. (Psychology)
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Specialises in Clinical and Organisational Psychology. Trained to conduct personal growth laboratory training programmes and group dynamics. Currently involved in programmes on HRD, Organisational

Behaviour, Personality and Leadership Development. A registered Counsellor-Psychologist with Rehabilitation Council of India, New Delhi.



Naresh Singh
B.A. (Honours), M.A., M. Phil.,
Ph.D. (Sociology); PGDFM
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More than 2 decades of experience in the areas of teaching, research, training, consulting and project management. Has worked with reputed management institutes like; Institute of Health Management Research, Jaipur, Narsee Monjee Institute of Management Studies, Mumbai and ICFAI Business School, Gurgaon. Has presented several papers in National and International Conferences and has more than 100 research papers, cases, case-lets, articles, book reviews to his credit. His areas of interest include Microfinance, Social Entrepreneurship, NGO Management, Public Policy Management and Business Environment. Currently he is coordinating Post Graduate Diploma in Management - Development Studies at EDI.



Prashant Vallabh Singh
B.Com., M.B.A. (Rural Development)
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Possesses over five years of experience in teaching, training and consultancy. Started his career with Council for Advancement of People's Action and Rural Technology (CAPART), Ministry of Rural Development, Govt. of India. Has worked as a Project Officer in Rajeev Gandhi Watershed Mission, an ambitious project of Govt. of India at Jhabua, Madhya Pradesh. He was also associated with Banaras Hindu University, Varanasi as an Asst. Professor. Mr. Singh has participated in several conferences, seminars, Quality Improvement Programmes and workshops of National and International repute. His areas of interest include Microfinance, Community Participation and Watershed Management.



Prakash Solanki
B.Sc. (Chem.); PGDPPT; PGDBM;
PGDRD; LL.M.; M.A. (Soc.)
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Specialises in new enterprise creation and entrepreneurship development activities. 14 years of extensive experience in entrepreneurship development through different ED activity models. Expertise in implementation of ED programmes and capacity building of NGOs. Presently involved in two national projects, DST-NIMAT project sponsored by S & T Ministry, Govt. of India and Food Processing Industries Project sponsored by the Ministry of Food Processing Industries, GoI.



Pramod Srivastava
M.A. (Economics)
edivaranasi@rediffmail.com

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



P.N. Srivastava
M.Com.
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20 years of work experience in providing training inputs in various programmes like REDP, EDP, TTP, NGO-Banker Interface, IMCDS, RIP, STED, Total Sanitation Programme of UNICEF, DRIP, Cluster

Development Programmes, REGP and also in coordinating field projects.



V.S. Sukumaran
LL.B; PGDHRD;
PGDTD; PGDM; MBA
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Specialises in Group Entrepreneurship, Micro & Small Enterprise Development and Micro Credit. About 19 years experience in enterprise development. Presently engaged

in cluster development, sub-sector analysis and business counselling.



Mitali Tiwari
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Possesses eight years of teaching experience in the area of Economics and Management. Has worked in reputed Engineering and Management Colleges in Lucknow and Dehradun. Has taught several papers namely

Managerial Economics, Business Environment, Entrepreneurship Development, Organizational Behaviour, Industrial Management etc. Currently pursuing research in measuring impact of Government Expenditures on Health, Education and Poverty Alleviation programmes. She has been a subject specialist speaker at various institutes for competitive exams.



D.D. Trivedi
M.Com.
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A Management Consultant, associated as a Distinguished Visiting Faculty with EDI. Has also been associated with Management Institutions like IIM-A, MDI, UTI Institute of

Capital Market. He is on the Board of Directors of a number of companies and also actively involved in NGOs working in the

fields of micro-finance and micro-insurance. His areas of specialisation are Financial Management and Corporate Strategy.



Mayank Upadhyay
ACWA
mayank@ediindia.org

Specialises in the areas of finance, management accounting, project planning and strategic management with extensive experience in development banking, commercial banking, management

consulting and NGO management. Involved in conceptualising and conducting a number of national and international programmes in corporate financial strategic planning and management, investment decisions, risk analysis, and developing control systems.



Chaitanya Vyas
M.B.A., Ph.D. (Marketing),
NET Qualified
chaitanya@ediindia.org

Possesses over 6 years of experience in teaching and industry. Has worked as an Academic Associate at IIM-A and as an Asst. Professor at Nirma University. Presented

papers on Marketing at several national and international conferences. Has won the Best Paper Presentation Award at Birla Institute of Technology and Science (BITS), Pilani, Rajasthan. His areas of interest include Marketing, Consumer Behaviour, Marketing Research, Advertising and Research Methodology.



Jignasu Yagnik
M.Sc.; DCO; MBA
yagnik@ediindia.org

Specializes in the areas of information technology and statistical analysis. Associated with research and academics for more than 22 years. Involved in many state and national level research projects. Current

interests include; MIS, Database Management, IT Infrastructure Management, Data Mining, e-CRM, Programming, Quantitative Techniques, Research Methods and Data Analysis.

Centre for Entrepreneurship Education & Research

VISION

- To act as a Key Resource Centre for policy-level interventions, curriculum design, resource material and human resource development in entrepreneurship education at national and international levels.
- To undertake and support research in entrepreneurship and disseminate findings through seminars, workshops and publications of repute.

Today, the curriculum of Management and Entrepreneurship related education is being successfully designed keeping the developing country circumstance in view. And, that is precisely the reason why cases of entrepreneurial success are on the rise. Needless to add, EDI's Post Graduate Programme in Management - Business Entrepreneurship is, therefore, making deep inroads into the fixed job oriented mindset of people. The programme is popular among the youth who are realizing that the world is their market and their opportunity. The Institute also imparts formal training to people with an inclination to societal concerns and development under its programme, 'Post Graduate Diploma in Management -Development Studies'. This carefully designed programme will help students understand the overall framework of sustainable development, initiate research, analyze, and design socio-economic policies, plans and programmes.

More often than not, it has also been seen that educational inputs and approach remain distanced from industry requirements. EDI's application oriented curricula takes care of matching the skills of

our youth and the requirements of the market. In line with this is its Faculty Development Programme which trains teachers to adopt a progressive and prudent manner of teaching entrepreneurship so that the students step forward in huge numbers to opt for this discipline. Another instance of combining both soft skills and entrepreneurial competencies to evolve a curriculum that develops holistic personalities among Youth and Children are the Summer Camps offered to both these target groups. Stepping out, EDI will now target Zambia and Dubai with these programmes now. The introduction of PGP for Executives will also spread its wings to corporates across the nation and emphasize on sharpening all aspects of business operations and entrepreneurial traits for business success.

EDI has also been focusing on developing tailor made academic programmes to disseminate the essence of entrepreneurship and the institution's professional knowledge-base far and wide. Its one year Open Learning Programme has been greatly acclaimed for its 'coverage of inputs' and 'reach' to people who are inclined to entrepreneurship but are trapped in other preoccupations on account of their inhibitions or circumstances. With the era of subsidy and grants fast getting replaced by capabilities, the institution has been successful in instituting initiatives that have led to building of competencies, creation of awareness and thus, commercially viable and self-sustaining enterprises on a large scale. Aiding such a movement were also its research initiatives under this thrust. Policy formulation, curriculum design, contemporary methods of imparting education and human resource development have been the vehicles for wide dissemination of knowledge to ensure a productive tomorrow.



Meritorious students of EDI PG programmes were awarded during the 12th Convocation Ceremony at the hands of the Chief Guest, Dr. K.C. Chakrabarty, Deputy Governor, Reserve Bank of India. Seen here are the award winners with the Chief Guest, (2nd from R) Dr. Chakrabarty, (2nd from L) EDI President, Shri R. M. Malla, (1st from R) Dr. Dinesh Awasthi, Director-EDI and (1st from L) Dr. Sunil Shukla, PGP's Chairperson



Programmes and Activities 2012-2013

Sr. No.	Activity	Location	Duration	Target Group	Objectives & Outcome
1.1	Educational Programmes				
1.1.1	Post Graduate Diploma in Management-Business Entrepreneurship (PGDM-BE) - 2011-13 (2 nd year) & 2012-14 (1 st year)	EDI Campus	2 years	Graduates, Family Business Wards	To train students to set up their own business, become entrepreneurial managers or join their family business.
1.1.2	Post Graduate Diploma in Management- Development Studies (PGDM-DS)- 2011-13 (2 nd year) & 2012-14 (1 st year)	EDI Campus	2 years	Graduates, Employees, NGO Nominees	Groom students as effective social entrepreneurs and change-agents.
1.1.3	Post Graduate Diploma in Management- Executive - 2012-13	EDI Campus	15 months	Entrepreneurs, Family Business Successors and Professionals	A programme for all those experienced entrepreneurs, family business successors and employees who would like to sharpen their entrepreneurial and managerial competencies in the changed environment
1.1.4	Post Graduate Diploma in Entrepreneurship- International (PGDE-I)- 2012-13	EDI Campus	12 months at EDI, 3 months in home country	Govt, NGO Nominees from developing countries.	To enable participants from developing countries to learn and re-learn entrepreneurial and managerial skills and competencies in a changing business environment.
1.1.5	Integrated Post Graduate Diploma in Corporate Entrepreneurship and Management (PGDCEM) & Entrepreneurship and FBM (PGPEFBM)	JGI Bengaluru & EDI Campus	4 years	Graduates from JGI interested in developing family business	To sharpen the capabilities of students as entrepreneurs, intrapreneurs or family business successors.
1.1.6	Post Graduate Diploma in Business Management- Corporate Entrepreneurship and Management (PGDBM) 2011-12 & 2012-13 Batches	JGI Bengaluru & EDI Campus	12 months	Graduates from JGI interested in developing family business	To groom students as entrepreneurs, entrepreneurial managers and family business successors.
1.1.7	PG Programme in Business Leadership (PGP-BL)	JGI Bengaluru & EDI Campus	1 year	Graduate students of JGI, professionals & entrepreneurs	To equip students with requisite knowledge, skills and attitude with business leadership skills.
1.1.8	Diploma in Entrepreneurship and Business Management (DEBM)- Open and Distance Learning (ODL)	National	1 year	Graduates	To develop entrepreneurial skills through distance education and counselling support for those willing to become entrepreneurs.
1.1.9	Diploma in Entrepreneurship and Business Management (DEBM)- ODL	Zambia	1 year	Potential and Existing Entrepreneurs and also Working Professionals	To enable participants from Zambia to know about entrepreneurship and potential business opportunities. The program will help them developing requisite skills and groom them as capable and resilient entrepreneurs.
1.1.10	Diploma in Entrepreneurship and Business Management- International	Dubai	9 Months	Potential / Existing Entrepreneurs and also Working Professionals	Tailor-made distance learning course involving face-to-face teaching, week-end interaction and training at EDI in the area of entrepreneurship. Hands-on guidance to be provided by partner SmartGlobal which represents IIMA at Dubai to help participants start their business.
1.1.11	Orientation Programme for DEBM Counsellors	EDI Campus	3 days	New Counsellors of DEBM	To orient counsellors on course management and to enhance their program management, counselling & marketing skills.
1.1.12	Convention of DEBM Learners	Bengaluru	1 day	DEBM/OLPE Learners	An interactive forum to take feedback and gauge the progress of learners for improving the effectiveness of the programme.
1.1.13	Executive Certificate in Export Management - through ODL, on-line and Personal Contact Programmes	National	6 months	Entrepreneurs & Professionals	To impart skills to middle and senior level executives in corporate sector, family-run business and MSME entrepreneurs on issues concerning global business environment including export potential, documentation and policy implications including WTO, RTAs, FTAs etc.

Centre for Micro Enterprises, Micro Finance and Sustainable Livelihood

VISION

To become an acknowledged resource, action-research and policy advocacy centre for institutions promoting micro-enterprises, micro-finance and business development services with focus on Governance of NGOs / Non-Profit Organisations both within the country and among developing economies.

The Micro Enterprise and Micro Finance Development (ME & MFD) thrust area of the institution has become a centre synonymous with evening out the conditions of the lesser privileged. The functionaries operating in this area have managed to broad base the activities with conspicuous results. EDI's partnership with over 600 NGOs in the country has developed into a mega network and today has presence in almost every nook and corner of the country. Its Trainers' Training Programmes have developed a cadre of professionals who have successfully carried EDI's banner across nations and also many developing countries. The thrust area envisages development of replicable models to address the problems of poverty, both urban and rural, as also unemployment.

Programmes on Rural Marketing, developing business development service providers, NGO-Banker interfaces, various skill development and performance improvement programmes are organized on a regular basis

and possess the time tested, compelling approach to turn the rural India, entrepreneurial. Research initiatives and documentation of EDI developmental models have also successfully helped disseminate the learning and replicate the experience. The Institute is also aiding several state governments with their poverty eradication programmes through entrepreneurship development. Kudumbashree, an integrated development approach of the Government of Kerala for entrepreneurship development has resulted in appreciable outcome. Walking with the times, it has also taken recourse to Science and Technology in promoting units, based on these areas, in several pockets of the country.

Cluster-based approaches for various artisanal and industrial clusters, especially in areas that have been girdled with dilemmas and crises since ages, have come to be recognized as breakthrough novel strategies that have ushered in sweeping improvements in the conditions of cluster entrepreneurs. The National Meets and Workshops serve as pace-setters in this movement. Newly formed states have also been brought within the fold of EDI methodology on Rural Entrepreneurship Development.

The Centre aims to probe deeper in this critical sector so as to render security, growth and stability to the most significant section of society.

Seen with the participants of the Programme 'Informal Sector Enterprise, Entrepreneurship & Local Economic Development' are (5th from L) Dr. Dinesh Awasthi, Director-EDI; (4th from L) Prof. T. S. Papola, Honorary Professor, Institute for Studies in Industrial Development (ISID), New Delhi and (3rd from L) Mr. Manoj Mishra, Programme Director





Programmes and Activities 2012-2013

Sr. No.	Activity	Location	Duration	Target Group	Objectives & Outcome
2.1	Rural and Micro Enterprise Related Programmes				
2.1.1	Rural Entrepreneurship Development Programmes (REDPs)	Uttar Pradesh (10 Nos.) Uttarakhand (04 Nos.) Madhya Pradesh (08 Nos.)	2 months each	Rural Youth	To promote micro enterprises in rural areas through NGOs/Vos.
2.1.2	Entrepreneurship Development Programmes (EDPs) -3 Nos.	Roorkee, Vidisha, Bhopal	4 weeks each	Potential Entrepreneurs	To foster entrepreneurship development in the North and North Eastern Regions through ED approach.
2.1.3	Rural Industries Project (RIP) Support to SIDBI	Kushi Nagar (U.P.), Dhenkanal (Orissa), Vidisha (M.P.), Mandideep (M.P.), Gorakhpur, Aligarh and CSM Nagar (U.P.)	4 years each	Rural Unemployed Youths	To extend marketing and technological support to beneficiaries of the training programmes.
2.1.4	Science & Technology Entrepreneurship Development (STED) Projects	Rae Bareli Roorkee Nalbari Kushinagar	4 years each	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	Technical Rural Entrepreneurship Development Programme (TRED) for Minority Community (8 Nos.)	Rae Bareli (2) Roorkee (1) Lucknow (2) Gorakhpur (1) Kushinagar (1) Bhopal (1)	1 month each	Rural Youths	To improve skill sets of the rural youth of minority community in science & technology related trades.
2.1.6	Technology based Entrepreneurship Development Programmes (TEDPs) - 5 Nos.	Gorakhpur Kushinagar Lucknow Roorkee Bhopal	6 weeks each	Potential Entrepreneurs	To encourage and motivate potential entrepreneurs to set up technology based new units through Entrepreneurship Development Programme Strategy.
2.1.7	Empowering Women in the Informal Sector through Livelihood Promotion	Gwalior	2 years	Women Entrepreneurs	Entrepreneurship Skill Development among women in the informal sector.
2.1.8	Promotion of Agri-Entrepreneurship among Tribal Youth in Gujarat	Dahod	2 years	Agri-Entrepreneurship Sector	To help establish sustainable Agri-Enterprises in Dahod through selection of agri-entrepreneurs, training and hand-holding services to the tribal youth
2.1.9	EDP Training for PMEGP Beneficiaries	Gorakhpur Kushinagar	2 weeks each	PMEGP beneficiaries	To promote effective implementation of new enterprises and strengthen the existing ones.
2.1.10	SJSRY Special Project	Bhopal (M.P.) Indore (M.P.)	3 years each	Rural Youth	To provide training to urban poor in a variety of service/business/manufacturing based activities and hone their skills in local crafts
2.1.11	Special Component Plan on Skill Development	Rae Bareli (2) Gorakhpur (3)	4 months each	Rural Youth	To improve the skills of unemployed youth in a specific trade.
2.1.12	SIDBI Entrepreneurship Development Initiative (SEDI) Project	National	1 year	Rural Youth	To co-ordinate and monitor implementation of SIDBI (P&D) Programmes through individuals/institutions/organizations/women consortiums.
2.1.13	UNDP Project : Tufted Carpet	Mirzapur Sant Ravidas Nagar	18 months	Women Carpet Weavers	Formation of Producer Company, Preparation of Business Plan and establishing institutional linkages.

(Contd. on Page 30)

Centre for SMEs & Business Development Services

VISION

- To create world class entrepreneurs and facilitate growth of small business entrepreneurs and enterprises into medium and large.
- To create an environment conducive to entrepreneurship by knitting together all relevant players viz., support system institutions, governments and potential / existing entrepreneurs.
- To become an International Resource Centre to institutionalize Entrepreneurship Development and Investment Promotion activities in developing/developed countries.

EDI's projects and programmes under the aegis of this Centre progressively focus on holistic and sustained initiatives that revitalize clusters of industries, alleviate the existing enterprises to a level where the threat to survival does not loom large and ensure a level playing field for SMEs by building capabilities that equip them to face the challenges of industrialized economies.

EDI has been conducting in-company programmes on developing intrapreneurial managers. The Institute's expertise on development of small and medium enterprises has lent this programme tremendous competence in churning out productive managers who facilitate growth of the Indian industrial economy.

With the responsibility of garnering acceptance for entrepreneurship as an indispensable phenomenon for industry and economic growth, EDI pioneered the movement of establishing full fledged Entrepreneurship Development Centres across the globe. The countries that are experiencing multidirectional growth on account of full fledged ED Centres are Cambodia, Lao PDR, Myanmar and Vietnam. The countries that now reigns high on its agenda with regard to setting up ED centres are Uzbekistan and the African regions of Namibia, Zambia, Gabon, Senegal and Rwanda. These places will soon experience a direction to explore entrepreneurship and adopt it as a trusted ally for achieving socio-economic growth.

Also, in order to ensure an all-conducive climate for entrepreneurship to prosper, programmes for bankers, policy makers, industry association officials and other segments that constitute the support system have become regular thrusts.

A series of intensive programmes under the banner of this Centre and with the support of Ministry of External Affairs, Govt. of India, instituted for professionals from developing nations, enable them to catch up with the process of enterprise growth and regrowth, contemporary entrepreneurial and management principles, project preparation and appraisal, incubation and other related areas that help them delve into the nuances of the present economic world.



Dr. Dinesh Awasthi, Director-EDI awarding certificate to a participant of the international training programme on 'Business Research Methodology & Data Analysis'



Programmes and Activities 2012-2013

Sr. No.	Activity	Location	Duration	Target Group	Objectives & Outcome
3.1	New Enterprise Creation:				
3.1.1	Entrepreneurship Development Programmes in the Food Processing Sector (25 Nos)	NER J & K Jharkhand Bihar	6 weeks each	Potential Entrepreneurs	To facilitate potential entrepreneurs in setting up enterprises in the Food Processing Sector.
3.1.2	DST-NIMAT Project	National	1 Year Project	Entrepreneurs & ED Organisations	A long term project to promote S&T Entrepreneurship amongst potential target groups and to streamline ED activities in ED organisations.
3.1.3	Entrepreneurship Development & Management Training Programme for Scientists - 2 Nos.	National (EDI campus)	1 week each	Scientists & Technologists working with Govt. Sector	To promote high-tech and knowledge-based projects through research and entrepreneurship training.
3.1.4	Capacity Building Programme for Promoting S & T Entrepreneurship in SAARC Countries.	EDI Campus	2 weeks	Professionals engaged in Promoting S & T entrepreneurship in SAARC Countries	To develop a cadre of professionals in SAARC countries to work towards promoting economic activities amongst potential entrepreneurs willing to set-up their own knowledge-based enterprises.
3.1.5.	Capacity Building Programme for Promoting Food Processing Industries in African Countries (under India-Africa Forum Summit Project)	EDI Campus	2 weeks	Resource persons engaged in promoting Food Processing Industries in African Countries	To train resource persons of selected African countries for initiating, planning and implementing ED activities to promote Food Processing Industries in their respective countries.
3.2	Programme for Support System				
3.2.1	Training Programme on Project Appraisal and Entrepreneur Assessment	EDI Campus	1 week	Project Appraisal Officers of Banks/Financial Institutions	To strengthen the capabilities of officials from banks and financial institutions in the areas of Project Formulation, Appraisal and Entrepreneur Assessment.
3.2.2	Training Programme on Business Research & Data Analysis	EDI Campus	2 weeks	Middle & Senior level Executives of SMEs and Professionals engaged in small business promotion	To enable participants to carry out research projects and improve their proficiency in selection of analytical tools and interpretation of statistical data to solve business problems.
3.3	International Programmes for SME Growth				
3.3.1	International Programme on Use of English Language in Business Communication	EDI Campus	6 weeks 16 July – 24 Aug., 2012	Managers/ Executives/ Owner-Managers from developing countries	To sharpen oral and written communication skills (with emphasis on English language) so that carrying out business transactions becomes simple and professional.
3.3.2	SME Banking & Financial Services	EDI Campus	6 weeks 3 Sept.- 12 Oct., 2012	Executives/ Officers working in Financial Intermediaries	To provide specialized skill sets to the target group thus enhancing their decision making ability to facilitate development and growth of the SME sector.
3.3.3	International Programme on Entrepreneurship & Small Business Promotion	EDI Campus	6 weeks 3 Sept.- 12 Oct., 2012	Professionals engaged in Small Business Promotion	To train Entrepreneur Trainer-Motivators and Business Counsellors of developing countries to help them initiate, plan and implement ED activities and groom them to impart business counselling.
3.3.4	International Programme on Business Research Methodology & Data Analysis	EDI Campus	8 weeks 29 Oct.- 21 Dec., 2012	Entrepreneurs/Middle & Senior level executives of SMEs/ Professionals engaged in small business promotion	To enable participants to carry out research and improve their proficiency in selection of analytical tools and interpretation of statistical data to solve business problems.

International Centre for Cluster Competitiveness, Growth and Technology (IC³GT)

VISION

To foster global competitiveness & growth of MSMEs in clusters through a range of technical, managerial, capacity building, handholding and advisory services.

The ups and downs of the market, the perpetually impending market risks, frequent radical changes, declining output are some of the factors that render the industrial scenario unstable and insecure. *But, can we discern a way out of these emergencies?* was the question that EDI was faced with. A detailed analysis of the SME sector brought out some critical areas that were ignored by entrepreneurs, thus limiting the possibilities of their quick exit from business crises. What was also perceptible was entrepreneurs' excessive reliance on traditional practices and methodologies. This was especially so in some age old clusters of industries which ought to have evolved with time but had not. Most clusters were in dire need of significant interventions to emerge out of their almost blurred existence. One immediate approach worked out to help these clusters emerge out of this severe slump was the Cluster Development Model aimed at addressing SMEs engaged in manufacturing homogenous

products to give them the advantages of quality, technology, raw material purchase, common facility centre, competition, export, etc. SMEs, when addressed in clusters, get some distinct benefits and they experience the much required upsurge. The Institute, therefore, began with short term, sector specific Growth-cum-Counsellors' programmes and gradually moved on to implementing full fledged cluster based models aimed at revivifying clusters of Industries. Some of the major clusters that experienced turnaround strategies and depicted significant growth in terms of technology, exports, branding, sales and turnover are; Jamnagar Brassparts Cluster; Rajkot Engineering Cluster, Autoparts Cluster, Jalandhar, Ludhiana and Phagwara; Dyes and Chemicals Cluster, Ahmedabad; Leather Cluster, Chennai and Kolkata and the Handloom and Handicraft Clusters of India.

EDI's background, experiences and accomplishments in various clusters, across the nation, had made the Office of the Development Commissioner, Small Scale Industries, Govt. of India set up the International Centre for Cluster Competitiveness and Growth (IC3G) at the Institute. The Cluster Development initiatives are carried out under the aegis of this Centre.

Programmes and Activities 2012-2013

Sr. No.	Activity	Location	Duration	Target Group	Objectives & Outcome
4.1	Integrated Cluster Development Programme:				
4.1.1	Cluster Management & Technical Agency (CMTA): Mega Handloom Cluster Project & Mega Handicraft Carpet Cluster Project	Sivasagar (Assam) & Srinagar (J&K)	5 years	Handloom Sector	An integrated package aimed at skill upgradation, market related interventions, consortium formation, promotion of Public-Private Partnerships, export development, design related interventions etc.
4.1.2	Revitalizing Handloom Sector in Kerala	Kerala	1 year	Handloom Sector	To create awareness amongst Weavers, Master Weavers and Stakeholders towards interventions being carried out under Mini Cluster Scheme of the State Government.
4.1.3	Cluster Resource & Monitoring Agency (CRMA)	All over India	1 year	Handloom Sector	To monitor and evaluate 158 mini clusters spread across the country and provide mentoring services to them.
4.1.4	Cluster-based Handloom Sector Interventions in Maharashtra	Yeola Ahmednagar Achalpur	3 years	Handloom Sector	An integrated package aimed at skill upgradation, market related interventions, consortium formation, promotion of Public-Private Partnerships, export development, design related interventions etc.

(Cont...)



Programmes and Activities 2012-2013

(Contd....)

Sr. No.	Activity	Location	Duration	Target Group	Objectives & Outcome
4.2	Integrated Cluster Development Programme : Facilitating Survival and Growth of :				
4.2.1	Gold Ornament Manufacturing Cluster	Rajkot	3 years	Entrepreneurs manufacturing gold ornaments & jewellery	To improve the productivity and quality of enterprises engaged in Jewellery making. Also to facilitate transfer of technologies to improve the glitter of gold.
4.2.2	Engineering & Dairy Machinery Manufacturing Cluster	Anand	3 years	Entrepreneurs engaged in manufacturing engineering products & dairy machinery	Overall development of the cluster through interventions in the areas of technology. Will also facilitate transferring of technologies for making the product more hygienic.
4.2.3	Pharma Machinery Cluster	Ahmedabad	3 years	SMEs engaged in manufacturing pharmaceutical machinery	To improve productivity and reduce the cost of manufacturing through appropriate technology.
4.2.4	Foundry Cluster	Vadodara	3 years	Entrepreneurs manufacturing castings	Improving competitiveness of entrepreneurs through development of soft skills and possibly establishing a Common Facility Centre (CFC).
4.2.5	Artisan Clusters	West Bengal & Orissa	1 year	Micro Entrepreneurs	Improving competitiveness of micro artisanal clusters.
4.2.6	Sustainable Development Project (SDP) for Pulp & Paper Industry Cluster	Muzaffarnagar (U.P.)	1 year	Micro Entrepreneurs	An integrated package of skill upgradation, market related interventions, consortium formation, promotion of Public-Private Partnerships, export development, etc.
4.3	Development of Product Processes & Technology For :				
4.3.1	Pharmaceutical Machinery Manufacturing Cluster	Ahmedabad	18 months	Entrepreneurs	Technology upgradation and productivity improvement of the cluster.
4.3.2	Air Conditioning & Refrigeration Machinery Manufacturing Cluster	Bharuch	18 months	Entrepreneurs	To improve the productivity and quality of products in this cluster.
4.3.3	Gold Ornaments Manufacturing Cluster	Rajkot/ Ahmedabad	18 months	Entrepreneurs	Improving the productivity, quality and marketing of the cluster. Transfer of technologies will also be facilitated to improve the glitter of gold.
4.3.4	Silver Ornaments Manufacturing Cluster	Rajkot/ Ahmedabad/ Surat	18 months	Entrepreneurs	To improve the product and reduce the cost of manufacturing through adoption of appropriate technology.
4.3.5	Manufacturing a Consumer Product	Ahmedabad	18 months	Entrepreneurs	To improve the competitiveness of entrepreneurs through soft skills for creating new enterprises.
4.4	Capacity Building Programmes				
4.4.1	Cluster Development Executives' Programme	EDI Campus	5 days	NABARD Officials/ NGOs	To develop skills of officials to facilitate cluster development initiatives in different MSME clusters.
4.4.2	Training and hand-holding support to Business Management Organizations (BMOs)	National	6 months	BMO Officials	To strengthen skill sets of Business Management Organizations so that they provide better services to their member institutions.
4.5	International Programme for Cluster Development				
4.5.1	Capacity Building Programme for developing Cluster Development Executives (CDEs)	EDI Campus	6 weeks 07 Jan.- 15 Feb., 2013	Industrial Promotion Officials from developing countries	To create a cadre of Cluster Development Executives in developing countries so that cluster development interventions could be implemented in different artisanal/MSME clusters.

Centre for Social Entrepreneurship & Corporate Social Responsibility

VISION

To create a cadre of social entrepreneurs who initiate a large number of sustainable social enterprises that help in empowering the marginalized sections of the society.

Besides spearheading entrepreneurship as a means of development, EDI has also committed itself to creating social entrepreneurs to bring about a noticeable social change. It seeks to implement result-oriented activities under the Centre for Social Entrepreneurship. Social entrepreneurs are change agents devoted to transforming societies.

A spirit of volunteerism is what forms the premise of their mission. Their unique foresight guides them through opportunities which they tap to establish a new world order. Getting bogged down by functional and bureaucratic hindrances is not in the nature of social entrepreneurs; instead they seek alternatives in times of failure of one approach to improve the basic material and social well-being of folks. Social enterprise development programme, creates social entrepreneurs who recognise the inherent disadvantages rooted in the society and come out with innovative rectification measures. The six month programme therefore,

develops skilful and competent social entrepreneurs who would formulate holistic and sustained initiatives towards development.

'Graduate Entrepreneurship Training through Information Technology' would help social enterprises in the area of IT live upto the needs of the present time.

The Institute would, also focus on bringing out case studies and success stories on social entrepreneurs across the country. A documentation of exemplary performances would sure give the necessary thrust to the movement.

Leading corporates have today come to play a very important role in creating developed, wholesome societies. Corporate Social Responsibility (CSR) as an area, has attracted the attention of many a big national business hero. EDI has stepped forward to support corporate houses in promoting social development through projects under the corporate social responsibility segment.

A social vision, concern and awareness guide the efforts of EDI under this thrust area. The programmes are aimed at creating social entrepreneurs who display the ability to cope with myriad social issues and turmoils plaguing the society.

Programmes and Activities 2012-2013

Sr. No.	Activity	Location	Duration	Target Group	Objectives & Outcome
5.1	Centre for Social Entrepreneurship				
5.1.1	Distance Learning Diploma in Social Entrepreneurship	EDI Campus	6 months	Potential Social Entrepreneurs	To impart knowledge, information and skills on how to set up 'for-profit social enterprise'.
5.1.2	Diploma in Social Entrepreneurship & CSR	EDI Campus (non-residential)	6 months	Employees of existing NGOs, representatives of CSR department of corporate houses and educated youth	To promote social entrepreneurship among existing NGOs and extend support to CSR departments of corporate houses for promoting social businesses.
5.2	Corporate Social Responsibility				
5.2.1	Graduate Entrepreneurship Training through IT (GET-IT)	Bengaluru	5 days each	College Students	To make students employable and enable them to start their own IT related enterprises.
5.2.2	Corporate Social Responsibility for Central Public Sector Enterprises (CPSEs)	EDI	2 days	Employees of Central Public Sector Enterprises	To support employees of CPSEs in planning and executing their CSR projects.
5.3	Research & Dissemination				
5.3.1	Action Research: Documenting Success Stories of Social Enterprises	EDI Campus	1 year	Existing Successful Social Entrepreneurs	An EDI publication on successful social entrepreneurs.
5.4	International Programme				
5.4.1	International Programme on Addressing 'Bottom of the Pyramid' through Fostering Social Entrepreneurship/ Social Business	EDI Campus	6 weeks 25 Feb.- 05 Apr., 2013	Professionals involved in training social entrepreneurs	To sensitize and develop a cadre of social entrepreneurs, trainer-motivators, counsellors and policy makers to meet the challenges faced by society through sustainable social business ventures.



Centre for Women Entrepreneurship & Gender Studies

Vision

To act as a repository of knowledge in the area of women entrepreneurship development and carry out activities to break the barriers that inhibit women from emerging as successful entrepreneurs.

While most women have their entrepreneurial perspectives and aspirations in place, they are somehow unable to live their dreams; sometimes on account of the circumstances around them, and at other times simply because they are trapped amidst inhibitions. History bears testimony to the entrepreneurial potential of women and perhaps due to this reason, there are several initiatives in place by the Government and institutions alike, to bring women to the forefront of economic activities.

Gender mainstreaming is the need of the day and can be achieved with a focused and integrated approach towards women entrepreneurship development. Factors that hinder their mobility, access to information, services and also resources need to be dealt with and they need to be promoted. There is,

therefore, a need to offer effective market driven business development services to potential women entrepreneurs to bring about a shift in their attitude, motivation, knowledge and working style. There is a growing realization that business development service providers, who work in the field of promoting women entrepreneurship should develop strategies on gender mainstreaming in business development, apply gender sensitive policies and practices for women empowerment and equality. This would also help deal with gender bias that exists against both existing and potential women entrepreneurs.

The Centre for Women Entrepreneurship and Gender Studies, at the Institute, encourages potential women entrepreneurs to come forward, establish their ventures and become self-sufficient through training interventions; exposes them to appropriate technologies, extends support to existing women entrepreneurs; and, organizes seminars/workshops to promote interactions between women entrepreneurs and support system officials to facilitate creation and development of business enterprises.

Programmes and Activities 2012-2013

Sr. No.	Activity	Location	Duration	Target Group	Objectives & Outcome
6.1.1	Women Entrepreneurship Development Programmes (WEDPs) : 5 Nos.	Lucknow Bengaluru Bhubaneswar Rae Bareli Gorakhpur	4 weeks each	Potential Women Entrepreneurs	To equip women participants with requisite skills and knowledge on various aspects of business decision making process. Also aims at bringing about necessary behavioural changes in them for initiating, planning and implementing entrepreneurial activities.
6.1.2	Orientation Programme on Entrepreneurship for Women Scientists & Technologists	EDI Campus	1 week	Women employed in government/ semi government organizations	To familiarize women employees with entrepreneurship based on science and technology and to motivate them to set up own enterprises.
6.1.3	Selected Case Studies on Women Entrepreneurs	National	I-IV Quarters	Existing Women Entrepreneurs	To document the challenges, crises and achievements in the life of existing women entrepreneurs. This would also serve as a learning tool for potential entrepreneurs.

**Centre for Entrepreneurship Education & Research
Programmes and Activities 2012-2013**

(Contd. from Page 19)

Sr. No.	Activity	Location	Duration	Target Group	Objectives & Outcome
1.1.14	Certificate Course on Entrepreneurship and Trade Capacity Building on International Business	EDI Campus (Jointly with IIFT)	6 months	Entrepreneurs & Professionals	To enable students, corporate executives, family business successors, as also MSME entrepreneurs understand the step-by-step approach of procuring, processing and executing an international business transaction funding.
1.1.15	Certificate Programme on 'Social Safety Net (SSN) on Entrepreneurship Orientation, Education and Counseling'	BBSR	1 year	VRS Employees	To identify, orient, groom, counsel, and educate VRS employees of Odisha based PSUs and enable them to launch new business enterprises successfully.
1.1.16	Certificate Course in Business Entrepreneurship	Jamshedpur	3 months	Tribal Entrepreneurs	To provide tools and techniques to help tribal entrepreneurs initiate new business enterprises and make financial decisions as relevant to their areas of interest. Also enable them take and manage business risks.
1.2	Sensitization of Youth and Children : 'Catch Them Young'				
1.2.1	Entrepreneurship Awareness Camps (44 Nos. including 4 fee-based programmes)	NRO/CRO/ Bengaluru	3 days each	College Students	To sensitize students towards the 'Charms of Being an Entrepreneur' and orient them towards entrepreneurship and self-employment.
1.2.2	20 th and 21 st National Summer Camps on Entrepreneurial Stimulation for School Children	EDI Campus	1 week 29 April-04 May & 20-25 May, 2012	12-16 yr. old Students (7 th - 10 th std.)	To inculcate entrepreneurial values among children at a tender age. A forum to interact with parents as well.
1.2.3	21 st and 22 nd National Summer Camps on Entrepreneurial Adventures for College Going Youth	EDI Campus	10 days 07-16 May & 28 May-06 June, 2012	HSC & College Students	To help youth identify innovative and challenging career options and plan it entrepreneurially.
1.2.4	Entrepreneurial Boot Camp for Middle East	Dubai	1 week	14-16 yr. old Students (9 th to HSC)	To inculcate entrepreneurial values among students and help them to identify innovative and challenging career options and plan it entrepreneurially.
1.2.5	Visits of Students to the Institute	EDI Campus	1 day each	School & College Students (including B-Schools, Engg. Colleges)	To orient students towards the 'Charms of Becoming an Entrepreneur' as also motivate them to become self-employed.
1.2.6	Entrepreneurship Awareness Programme on 'Rural Finance and Entrepreneurship' for the Tribal Youth	Jamshedpur	5 days	Rural Youth	To help tribal youth in developing their financial understanding and skills to communicate more effectively.
1.2.7	Entrepreneurship Orientation Programme for Potential and Existing Tribal Entrepreneurs	Jamshedpur	5 days	Tribal Entrepreneurs	To groom potential and existing entrepreneurs and improve their skills in successfully initiating, managing, developing and diversifying a business venture in up-coming areas, including manufacturing of machinery, agriculture and service sectors.
1.2.8	Entrepreneurial Orientation for Women Self-Help Group (SHGs) Members	Jamshedpur	5 days	Women Entrepreneurs of SHGs	To inspire women SHG members to become entrepreneurs and introduce them to the best practices, challenges, opportunities and constraints of business careers and social enterprise development.
1.2.9	Girls' Education Programme (GEP) in life skills	Betul, MP	1 year	Students	To help children in the developing world gain the life-long gift of education through four core programmes.
1.2.10	Workshops & Seminars under Girls' Education Programme	Betul, MP	1 day	Students	To help children in the developing world gain the life-long gift of education through four core programmes.

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Centre for Entrepreneurship Education & Research Programmes and Activities 2012-2013

(Contd....)

Sr. No.	Activity	Location	Duration	Target Group	Objectives & Outcome
1.2.11	Orientation Programmes on 'Graduate Entrepreneurship Training in IT' (GETIT)	Bengaluru	5 days	Students	To motivate and enable IT students explore entrepreneurial opportunities in IT and ITES sectors.
1.2.12	Certificate Programme in New Enterprise Creation	Bengaluru	10 days	Students	To impart entrepreneurial skills to prospective entrepreneurs and help them successfully initiate and manage a business venture in a new, up-coming area.
1.3	Capacity Building Programmes in Entrepreneurship Education				
1.3.1	Faculty Development Programmes (3 Nos.)	Ahmedabad, NRO, South	2 weeks each	Teachers of Universities, Engg. Colleges, B- Schools, etc.	To develop professional skills in teachers of higher education towards teaching the subject 'Entrepreneurship' effectively.
1.3.2	Capacity Building of Development Sector Managers on Project Planning, Monitoring and Evaluation	BBSR	5 days	NGO Professionals/ CSR Officers	To develop the capacity of frontline managers of leading Development Sector Agencies in Odisha and other states.
1.4	Research & Dissemination				
1.4.1	Journal of Entrepreneurship	EDI Campus	Bi-annual	Academic Community	To share research findings with the academic community and enhance the boundaries of knowledge in entrepreneurship.
1.4.2	Short-term Fellowships in Entrepreneurship Research	EDI Campus	2-12 weeks each	Researchers	Up to 5 fellowships to ED trainers, teachers, researchers to work on specific themes.
1.4.3	Biennial Conference on Entrepreneurship	EDI Campus	3 days 20-22 Feb., 2013	Academicians and Researchers	To organize a biennial research seminar at an international level for researchers and academicians with an objective to provide a platform to share experiences and latest innovations in the field of entrepreneurship.
1.4.4	Global Entrepreneurship Monitor- India Survey and Report	National	1 year	Expert Survey	To survey and contribute the data to GEM on behalf of GEM India team.
1.5	Others				
1.5.1	Long-term Programme on Vocational Guidance & Skill Development	Bhubaneswar	6 months	Displaced Families	Would help prepare a batch of displaced families of Orissa towards self-employment/ gainful employment.
1.5.2	Entrepreneurship and Vocational Skills Training	Uttar Pradesh	2 months each	School Drop-outs and Adolescent Boys and Girls from Rae Bareli, Allahabad, Pratapgarh and Fatehpur districts	To groom potential entrepreneurs of select districts of Uttar Pradesh, develop their skills in different trades, assist them in setting up micro enterprises and make their enterprises sustainable through managerial skills training.
1.5.3	Corporate Training on Entrepreneurial Opportunities and Strategies	Odisha	1 year	Executives of Odisha Mining Corporation	To strengthen entrepreneurial competencies of key executives and associates of OMC, enabling them to manage challenges in an organization, develop sensitivity to the changes around and strategize accordingly.
1.5.4	Advanced Programme in Development Sector Management	BBSR	6 months	Graduate & PG Students/ NGOs Professionals	To impart technical exposure to development sector professionals on core aspects of the development sector.
1.5.5	Evaluation of Entrepreneurship Training in Information Technology	Agartala	1 week	Intermediate Students	To enable students to enhance employability and make them explore prospective entrepreneurial opportunities in the information sector.

Centre for Micro Enterprises, Micro Finance and Sustainable Livelihood Programmes and Activities 2012-2013

(Contd. from Page 21)

Sr. No.	Activity	Location	Duration	Target Group	Objectives & Outcome
2.2	Capacity Building Programme For Micro Enterprise and Micro Finance Development				
2.2.1	Training Programme for RIP Project Coordinators	Lucknow	1 week	RIP Coordinators & NGO Professionals	To develop a cadre of micro enterprise consultants who could provide business development services to micro entrepreneurs and also extend professional support to NGOs in activities like RIP, cluster development, micro finance and other areas.
2.2.2	Advanced Trainers' Training Programme for NGO Professionals	EDI Campus	3 weeks	NGO Functionaries/ RIP Agencies	To sharpen skills of NGO professionals in organizing REDPs.
2.3	Professionalization of NGOs				
2.3.1	Training Programme on Marketing of Rural Products (2 Nos.)	EDI Campus/ Regional	1 week each	NGO Functionaries	To build capacities of NGO functionaries in marketing their rural products effectively.
2.4	Sensitization of Environment and Support System				
2.4.1	NGO - Banker Interface (2 Nos.)	Regional	3 days each	NGOs and Bankers	To sensitize bankers towards the needs of REDP trainees and help NGOs establish linkages with banks.
2.4.2	Carpet Park Project	Gwalior	2 years	Carpet Producers	Preparation of DSR, formation of SPV, mobilizing carpet weaver, master weavers and societies of cluster, technical support to the SPV, etc.
2.5	An Integrated Development Approach for Entrepreneurship Development in Kerala & Tamil Nadu				
2.5.1	A package consisting of Trainers' Programmes / Awareness Programmes/ Entrepreneurship Development Programmes, etc.	Kerala	1 year	Functionaries of KSSed Mission	A special project focussed on development and sustenance of micro enterprises in Kerala.
2.5.2	Short duration training programmes on Participatory Planning, Resource Mobilization, Implementation & Evaluation	Tamil Nadu	1 year	Functionaries of Municipal Administration	Capacity building of functionaries of Municipal Administration in micro enterprise development.
2.6	Research & Dissemination				
2.6.1	Physical Verification and Concurrent Evaluation of PMEGP units	Uttarakhand M.P.	1 year	PMEGP beneficiaries	To assess the effectiveness of PMEGP project.
2.7	International Programmes				
2.7.1.	International Programme on Governance & Management of Non-Profit Organizations (NPOs)/NGOs	EDI Campus	6 weeks 16 July- 24 Aug., 2012	Members of Governing Body/CEOs/ Officers of Non-Profit Organizations/ Employees of Donor Agencies	To enable Non-profit Organizations/NGOs to achieve highest standards of excellence in governance and management practices.
2.7.2	International Programme on Informal Sector Enterprise, Entrepreneurship & Local Economic Development	EDI Campus	8 weeks 29 Oct.- 21 Dec., 2012	NGO Functionaries/ Banks and Government Officials	To develop a cadre of professionals in developing countries practicing value chain related interventions in informal sector and are engaged in local economic development.
2.7.3	Consultancy & Institutional Partnership with Ministry of Social Development, Mauritius	Mauritius	3 years	NGOs/Govt. Departments	Technical consultancy for NGO Management Programmes in Mauritius and partnership in the areas of NGO Management & Development



Centre for SMEs & Business Development Services Programmes and Activities 2012-2013

(Contd. from Page 23)

Sr. No.	Activity	Location	Duration	Target Group	Objectives & Outcome
3.3.5	International Programme on Finance for Non-Finance Executives	EDI Campus	6 weeks 29 Oct.- 07 Dec., 2012	Entrepreneurs, Trainers, Senior & Middle level Executives engaged in entrepreneurship development	To provide comprehensive working knowledge of critical financial principles in an easy-to-follow manner to help participants develop their financial understanding, measure financial performance and stability of a business and appreciate financial implications of decision-making.
3.3.6	International Programme on Entrepreneurial Management	EDI Campus	6 weeks 07 Jan.- 15 Feb., 2013	Managers of SMEs and entrepreneurs from developing countries	To sharpen managerial skills of entrepreneurs and senior executives of SMEs, leading to performance improvement of enterprises.
3.3.7	International Programme on Industrial & Infrastructure Project Preparation and Appraisal	EDI Campus	6 weeks 07 Jan.- 15 Feb., 2013	Bankers, Business Development Officers of Financial institutions	To upgrade appraisal techniques and improve decision making process so that there is improved viability and returns.
3.3.8	International Programme on Promoting Entrepreneurship & Innovation through Business Incubation	EDI Campus	6 weeks 25 Feb.- 05 Apr., 2013	Incubation Managers and Officials of academic institutions	The programme will help business incubation managers to build their capacity in the areas of incubation practices.
3.3.9	Capital Markets, Commodity Markets & Investment Banking	EDI Campus	6 weeks 25 Feb.- 05 Apr., 2013	Senior & Middle level Government, brokerage firm and investment banking Officials	The programme will help understand the dynamics of capital markets, technological dimensions in trading, behaviour and prospects of commodity markets.
3.4	Institution Building for Entrepreneurship Development in African Continent				
3.4.1	Preparatory Activities :				
3.4.1 (a)	Feasibility Study for Setting Up of Apex ED Institution	Namibia & India	1 week	Key policy-makers/ Bureaucrats/ Entrepreneurs/ Donor Agencies	To get a feel of entrepreneurial climate and identify the activity profile of the proposed institution.
3.4.1 (b)	Entrepreneurship Appreciation Workshop	EDI Campus	3 days	Key Policy-makers/ Planners/Heads of Lead Commercial Banks/FIs	To acquaint the delegates with various interventions to promote and strengthen SMEs and help them understand the pre-requisites of an enabling entrepreneurial environment.
3.4.1 (c)	Entrepreneurship Appreciation Workshops for Operational-level officials	Provinces of the country	3 days each	Senior/Middle level Govt. Officials / FIs / Business Advisory Services	To deliberate on successful interventions, roles of relevant stakeholders and necessary & sufficient conditions for entrepreneurship development.
3.4.2	Capacity Building :				
3.4.2 (a)	Training of Trainers	EDI Campus	8 weeks	Professionals engaged in Small Business Promotion	To develop a resource pool of trainers to facilitate New Enterprise Creation and assist existing entrepreneurs.
3.4.2 (b)	Business Opportunity Identification (BOI) Process	Namibia & India	2 months	Potential/ Existing Entrepreneurs	To list out viable business opportunities relevant to local conditions followed by preparation of at least 50 project profiles.
3.4.3	New Enterprise Creation :				
3.4.3 (a)	Launching of the First New Enterprise Creation (NEC) Programme	Namibia	3 Phases stretched over 6 months	Potential Entrepreneurs	25 entrepreneurs will be developed to take up small business ventures in the country.

Achievements under Strategic Thrust Areas

Entrepreneurship Education

Micro Enterprise and Micro Finance Development (Contd....)

Sr. No	Activities under this thrust area	Achievements till March 31, 2012
1.	Post Graduate Programmes - PGDM-BE - PGDMN Students graduated	1006
2.	Open Learning Programme in Entrepreneurship (OLPE) Batches Completed Learners enrolled	64 11461
3.	Faculty Development Programmes (FDPs) in Entrepreneurship - Teachers trained	98 2015
4.	National Summer Camps on Entrepreneurial Adventure for Youth (17-22 years) - Students participated	20 778
5.	Summer Camps for School Children (12-16 years) - Students participated	29 1349
6.	National Seminar on Current Researches in Entrepreneurship - Delegates participated	9 535
7.	1-Day Orientation Programmes on Entrepreneurship - Students participated	260 10700
8.	Zyodus Group Field Officers completed P.G. Programme in Corporate Entrepreneurship & Management (PGP-CPM) based on Open Learning Mode	79
9.	Students of Jain Group of Institutions (JGI), Bangalore, pursuing entrepreneurship courses at Graduate & Post Graduate levels	1550

Sr. No	Activities under this thrust area	Achievements till March 31, 2012
4.	Activities on Informal Micro Credit Delivery System (IMCDS) : - Trainers' Training Programmes NGO trainers trained - Workshops for CEOs of NGOs on IMCDS CEOs attended the workshops - NGO Officials re-trained on IMCDS Refresher Course	5 134 7 182 60
5.	Support to Rural Industries Programme (RIP) Project of SIDBI in Kushinagar, Vidisha & Dhenkanal and DST in STED Projects in Rae Bareli, Gorakhpur & Roorkee - Rural youth influenced through Entrepreneurship Awareness Camps - Business counsellors developed - Total units promoted - Employment generated - Stakeholders sensitized through orientation programmes - Unemployed youth counselled	6729 101 1130 4215 200 4767
6.	Programmes Conducted on Financial Management & Accounting for NGOs - NGO Officials trained	10 229
7.	Training Programmes for Developing Rural Business Development Service Providers - Rural Business Development Service Providers developed	7 146
8.	Training Programme on Rural Marketing - Officers trained	10 253
9.	NGO Officials trained in Advanced Training Programme on Micro Finance	22
10.	Professionals trained through 4 international training programmes on 'Governance & Management of NPOs/NGOs'	83
11.	New Enterprise Creation Activities : (TEDP/EDP/WEDP/STST) (during 2007-2012) - Trainees trained - Units established - Direct employment generated	1574 734 1073
12.	Trainees trained from Minority Community (2008-2012) - Units established - Direct employment generated	136 95 117
13.	NGO Banker Interface - NGO-CEOs participated - Bankers participated	24 352 330

Micro Enterprise and Micro Finance Development

Sr. No	Activities under this thrust area	Achievements till March 31, 2012
1.	Micro Enterprise Development Programmes - Micro entrepreneurs trained - Micro enterprises set up	696 17567 9591
2.	Trainers' Training Programmes Organised - Rural trainers trained	37 911
3.	National/Regional Workshops on RED strategy for NGOs - NGO Officials sensitized	19 677

(Cont....)



Performance and Growth of Existing Entrepreneurs

Sr. No	Activities under this thrust area	Achievements till March 31, 2012
1.	Succession Planning for Entrepreneurial Continuity (SPEC) - Programmes conducted - Successors groomed	18 280
2.	Performance Improvement Programmes (PIPs) for Existing Entrepreneurs - Entrepreneurs trained	136 6062
3.	Food Processing EDPs conducted (2003-2009) - States covered - Trainees trained - Units established - Investment made - Direct employment generated	360 24 7839 3975 11578 lac 14732
4.	Small Industry Management Assistant Programmes (SIMAPs) - Young graduates developed	37 868
5.	Growth-cum-Counsellors' Programmes - General Growth Programmes - Growth Programmes exclusively for Women Entrepreneurs - Technology-oriented Growth Programmes - Export-oriented Growth Programmes - Entrepreneurs geared up - Business counsellors developed	21 9 1 2 9 469 433
6.	Growth-cum-Counsellors' Programmes in association with State-level ED Organisations - Entrepreneurs influenced - Counsellors developed	35 64
7.	Total Number of Region/Product-specific Export Workshops - Business with CIS countries : Potential exporters developed - Business with South Africa : Potential exporters developed - Software Exports : Potential exporters developed - Business with Australia : Potential exporters developed	4 23 55 37 13
8.	Functional Programmes on Strategic Management - Entrepreneurs trained	4 62
9.	Intrapreneurship : Corporate Executive Programmes for Zydus-Cadila Group of Companies - Area Business Managers (ABMs) trained in 18 basic programmes - ABMs trained in 10 Theme-specific Programmes - Regional Business Managers (RBMs) trained	363 210 72

(Cont....)

Performance and Growth of Existing Entrepreneurs (Contd....)

Sr. No	Activities under this thrust area	Achievements till March 31, 2012
10.	Workshops organized for Zydus-Neuro Sciences - Executives of Neuro Science Division - Executives of Sri Lankan Division	3 33 12
11.	Executives of Developing Countries trained through 9 International Programmes on Entrepreneurial Management	232
12.	National Trainers' Course - Trainers developed	22 384
13.	Functional Trainers' Programmes on : Entrepreneur Selection, Motivation, Counselling and Competencies - Professionals trained Business Opportunity Identification & Guidance - Professionals trained Project Report Preparation - Professionals trained	4 50 4 80 4 67
14.	Capacity Building of Organisations : Trainers Trained - Central Silk Board - Khadi & Village Industries Commission - Kerala Horticulture Dev. Programme (KHDP), Cochin - Rural Dev. & Self Employment Training Institute (RUDSETI) - Indo Dutch Project Management Society (IDPMS) - Entrepreneurship Development (ED) Cells of Engineering Colleges - Tata Iron & Steel Company (TISCO) Ltd., Jamshedpur - Karnataka State Women Dev. Corpn. - Tamilnadu Corpn. For Development of Women - Kudumbashree, Kerala	90 45 52 55 22 19 8 22 184 53
15.	'Agripreneurs' trained through Training Programme on Agri-Clinics & Agri-business Centres	70
16.	Entrepreneurs' Meet ED Orientation Programmes for Officers of DICs/Banks/Financial Institutions - Officers sensitised	11 26 568
17.	Extension Motivation Programmes for Support System Officials - Officers trained	12 240
18.	FBEI Programmes for Credit/ Appraisal Officers of Banks/ Financial Institutions - Officers trained on the interview technique	19 342

(Cont....)

Performance and Growth of Existing Entrepreneurs (Contd....)

Sr. No	Activities under this thrust area	Achievements till March 31, 2012
19.	Business Counsellors Programme for Small Industry Development Officers (SIDOs) - Officers trained	48
20.	Intrapreneurship Programme for Govt. Officials of Jammu & Kashmir - Officials trained	26
21.	Workshops on Women Entrepreneurship : Gender & Entrepreneurship Development under GPTP of GoI - Resource persons trained (5 states) - Workshops organised in 2 states (UP & MP)	22
22.	Training Seminar for Executives of Industry Associations - Executives Sensitized	2 33
23.	Training Programmes on 'Credit Risk Assessment based on Project Appraisal & Entrepreneur Assessment' - Officials from banks/financial institutions trained	9 179

Strategic International Programmes

Sr. No	Activities under this thrust area	Achievements till March 31, 2012
1.	Programmes for Training Entrepreneur Trainer Motivators (ETMs) for Developing Countries - Total trainers trained - Polytechnic Teachers trained as Resource Persons for Commonwealth Association of Polytechnics in Africa (CAPA)	25 550 18
2.	Programmes on Industrial Project Preparation & Appraisal for Developing Countries - Appraisal officers trained	23 505
3.	Professionals trained through 7 International Programmes on 'Use of English Language in Business Communication'	153
4.	International Training Programme on 'ICT Skills for Small Enterprise Operation' - Officers trained from developing countries	6 111
5.	International Training Programmes on 'Business Research Methodology & Data analysis' - Professionals trained	4 136

(Cont....)

Strategic International Programmes (Contd....)

Sr. No	Activities under this thrust area	Achievements till March 31, 2012
6.	Resource Persons of The Vocational Training Organisation (TVTO), Tehran, Iran trained through 4 programmes	120
7.	Inter-Regional Workshops on Entrepreneurship for Policy-makers of African/Asian/Francophone and CHOGRM member countries - Countries participated	4 35
8.	UNIDO Project on Women Entrepreneurship - Women entrepreneurs trained - Women entrepreneur trainer-motivators trained - Financial/ appraisal officers dealing with projects of women entrepreneurs trained	21 25 22
9.	Technical Training provided to Women Entrepreneurs of Developing Countries - Women entrepreneurs from Sri Lanka - Women entrepreneurs from Nepal	20 19
10.	International Training Programmes on Micro Enterprise & Micro Finance Development - NGO professionals from developing countries trained	15 293
11.	Achievements under UNIDO & GoI-sponsored Inter-Regional Centre (IRC) Training Programme on Industrial Project Preparation & Appraisal - Appraisal Officers trained In Bahrain for Arab Region - Professionals trained under Training of Trainers for New Enterprise Creation - Potential Entrepreneurs trained for New Enterprise Creation - Business Counsellors groomed for Growth of SMEs	7 119 27 20 12
	In African Region : - Support System Officials attended the Preparatory Workshop in Mozambique on Interventions to Facilitate Investment Promotion in Mozambique - Participants in the Seminar on Project Identification, Formulation & Screening conducted in Mozambique - Professionals trained under Industrial Project Preparation & Appraisal organized in Mozambique - Business Counsellors groomed in Mozambique for Growth of SMEs - Mozambican Entrepreneurs benefited from Enterprise Upgradation Programme - Trainers trained in Industrial Management organized in Tanzania	27 23 15 23 14 15



International Centre for Cluster Competitiveness, Growth and Technology (IC³GT)

Sr. No	Activities under this thrust area	Achievements till March 31, 2012
1.	Engineering Cluster, Baroda - Units covered under Cluster Development Programme - Enterprises participated in Programme - Counseling offered - Technologies transferred - BDS providers trained - External agencies visited the cluster to observe the impact made - Technologies identified for establishing a CFC - Units covered under health & safety related programmes	1700 units 300 205 6 6 18 11 4 units
2.	Textile Machinery Cluster, Ahmedabad, Surat & Surendranagar - Units covered - Enterprises participated in Programme - Counseling offered - BDS providers trained - Technologies identified for establishing a CFC	310 units 90 50 4 17
3.	Cluster Development Executives Programme - Cluster Development Executives trained • DC (MSME), Ministry of MSME, Government of India • Government of Gujarat • Government of Rajasthan • Executives from countries other than India • Ministry of Textiles • Representatives from other State Governments	60 125 100 40 50 250
4.	Cluster Development Programmes implemented	24 locations
5.	Implementing BDS in the Leather Cluster at Kolkata - MSME units covered under the project - BDSPs Trained - Persons deriving benefit of SDP and design development programme - Units covered under productivity & energy audit - Brand building and visual merchandising in overseas country - Exposure visit to best practices - New products / process introduced - DPRs prepared - BMO Capacity Building	Direct : 372 units Indirect : 620 units 53 Direct : 432 Indirect : 1367 Direct : 13 units Indirect : 280 units 55 12 5 3 40
6.	Implementing BDS in the Leather Cluster at Santiniketan - MSME units covers under the project - BDS trained - Persons deriving benefit of SDP and design development programme - Brand building and visual merchandising in overseas country	92 24 129 1 GI Promotion Workshop

(Cont....)

International Centre for Cluster Competitiveness, Growth and Technology (IC³GT)

(Contd....)

Sr. No	Activities under this thrust area	Achievements till March 31, 2012
	- Exposure visit to best practices - New products / process introduced - DPRs prepared - Raw material and accessory supply base - BMO Capacity Building	3 Exposure visits 28 New Designs introduced+ 12 mock up patterns prepared. 1 DPR on RMB Linkage Established with suppliers from Chennai, for direct procurement of raw material. 1 programme
7.	Implementing BDS Market developed in Chennai Leather and Leather Products Cluster - MSME Units covered - MSME Beneficiary Units - Skill Development Training - Awareness Programmes/Seminars/Workshops - BDSPs Introduced - BDSPs Trained - BMOs Networked & Capacity Building - Visit for Best Practices & Networking - Survey & Reports - Creation of Cell / SPV / Association - Technology Innovation - Leveraged Govt. Schemes - Case Studies - Videography of Interventions - Newsletters - Directory - Coverage of Activities in Magazines Journals / Newspapers - CCC Meeting - Learn shop	705 Direct : 101 units Indirect : 280 units 287 51 40 28 25 3 6 1 each 1 2 7 3 8 1 28 8 4
8.	Implementing BDS in the Dyes/Chemical Cluster at Ahmedabad - Total units in the cluster - Unique MSME participated in project activities (Indirect) - BDSPs introduced - BDSPs trained - MSMEs direct beneficiary - Skill Development - BMO Executives trained - Inter cluster visits for market linkages - Visit and participation to International Exhibition - SPV and BDS cell	1200 440 35 20 39 50 8 4 Clusters, Rs. 35 lakh worth orders executed Participated in TURCHEM-2010, Turkey. Rs. 40 lakh worth orders executed after this visit. 2 each

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International Centre for Cluster
Competitiveness, Growth and Technology (IC³GT)

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Sr. No	Activities under this thrust area	Achievements till March 31, 2012
	- DPR - Newsletters - Directory - Videography of project intervention - CCC Meeting - Learn shop	1 8 1 1 8 4
9.	Integrated Handloom Cluster Development Scheme EDI as National Resource Agency [NRA] to monitor 17 Clusters - CDEs trained in the Handloom Sector - Weavers covered - SHGs formed - Membership - Credit Linkage [₹ in lac] - Designers Hired - Designs Developed [No.] - Sales Realized solely by the efforts of Designers Tie up [₹ in lac] - Sales Realization [₹ in lac] - Sales through Exhibitions & Buyer Seller Meets [₹ in lac] - Sales through other buyers [₹ in lac] - Sales through CCIC [₹ in lac] - Sales through Handloom House [₹ in lac] - Yarn supplied to the weavers in the cluster through Yarn Depot [₹ in lac] - Yarn Corpus Cycles completed [₹ 5 lac corpus] [₹ in lac] - Weavers benefitted through Yarn Depots - Consortiums formed in the 17 clusters - Weavers/Master Weavers/Traders and SHG covered in the consortiums - CFC sanctioned in the clusters - CFC functional - Dye houses Sanctioned in the clusters - Dye houses Functional	401 28682 2285 20091 1074.13 17 3660 362.26 7278.00 3279.25 3856.04 39.81 102.90 2706 540 25884 57 19807 19 19 29 20
10.	Integrated Handloom Cluster Development Scheme EDI as National Resource Agency directly involved in implementation of the Scheme at Chanderi [MP], Sonapur [Orissa] & Varanasi [UP]. Coverage of Weavers [No] 1. Gwalior-Chanderi 2. Sonapur 3. Varanasi - SHGs formed - Membership (Weavers) - Credit Linkage [₹ in lac] - Designers Hired - Designs Developed - Sales Realized solely through the efforts of the Designers [₹ in lac] - Total Sales Realization [₹ in lac] - Sales Through Exhibitions & Buyer Seller Meets [₹ in lac] - Sales Achieved through other buyers [₹ in lac] - Sales Through CCIC [₹ in lac]	28202 4240 5014 18948 435 4690 194.91 3 344 109.39 988.90 469.11 508.79 5.50

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International Centre for Cluster
Competitiveness, Growth and Technology (IC³GT)

(Contd....)

Sr. No	Activities under this thrust area	Achievements till March 31, 2012
	- Sales Through Handloom House [₹ in lac] - Total worth of Yarn supplied through Yarn Depot [₹ in lac] - Yarn Corpus Cycles completed [₹ 5 lac corpus] [₹ in lac] - Weavers benefitted through Yarn Depots - Consortiums formed in the 23 clusters - Weavers/Master Weavers/Traders and SHG covered - CFC sanctioned in the clusters - CFC functional - Dye houses Sanctioned in the clusters - Dye houses Functional	9.50 450.20 90 1411 6 3306 3 3 8 7

**Social Entrepreneurship &
Corporate Social Responsibility**

Sr. No	Activities under this thrust area	Achievements till March 31, 2012
1.	Open Learning Programme in Social Entrepreneurship (Launched in October 2009) - Batches completed - Learners enrolled	5 98
2.	Deshpande Foundation Project - REDPs conducted - Districts covered in North-west Karnataka - Trainees trained - Units established - Direct employment generated	8 5 188 40 150
3.	Hewlett Packard Project - MEDPs conducted - Districts covered in Karnataka - Rural youths trained - Units established - Direct employment generated - Training programmes organized on Use of ICT in existing micro enterprises - Existing micro entrepreneurs enabled	19 20 688 381 628 9 115
4.	Data on Accenture Project - MEDPs conducted - Districts covered in Karnataka / A.P. / Maharashtra - Rural youths trained - Units established - Direct employment generated	137 53 5579 2963 3520
5.	Graduate Entrepreneurship Training in use of IT - Students trained	4 83



In order to build capacities of industry association officers involved in MSME clusters, EDI in association with GIZ, SIDBI, DC (MSME) and the Foundation for MSME Clusters, implemented a series of activities. Seen during the inauguration of the MSME Umbrella Programme at EDI are (L-R) Dr. R. K. Das, General Manager-SIDBI; Dr. Dinesh Awasthi, Director-EDI; Dr. Ricarda Engelmeier, GIZ; Ms. Christine Falkenberg, SEQUA and Mr. Mukesh Gulati, Executive Director, Foundation for MSME Clusters

Mr. Nikhilesh Desai, Head-Business Development Cell receiving the Dewang Mehta B-School Leadership Award on behalf of the Institute. The Award has been presented to EDI in recognition of its efforts in leadership, development, innovations and industry interface



EDI has been appointed as the implementing agency by the Directorate of Handloom and Textiles, Thiruvananthapuram to revitalize the sector. Seen here are weavers along with programme officials during a Capacity Enhancement Programme



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