



**INTER-REGIONAL
WORKSHOP
ON
ENTREPRENEURSHIP
DEVELOPMENT**

**JANUARY 27 - FEBRUARY 1, 1986
AHMEDABAD
(India)**

EDI of the World Bank

Economic Development Institute (EDI), a part of the World Bank organisation was set up in 1955, with the objective of providing training facilities for senior officials of the Government and Development Agencies in the developing countries on themes of economic development and other related issues. Apart from organising programmes in Washington, EDI sponsors several regional programmes for participants from countries in different regions. EDI sponsored regional programmes for Asian and African countries include "Technology Policy, Finance and Project Planning", "Public Enterprise Management", "National Economic Management" and "Entrepreneurship Development."

Industrial Development Bank of India (IDBI)

Set up in 1964 as a wholly-owned subsidiary of the Reserve Bank of India—the Central Bank of the country—IDBI became an autonomous development bank in 1976. As the apex development bank, IDBI has been assigned a special role in (i) planning, promoting and developing industries to fill the gaps in the industrial structure of the country (ii) co-ordinating the working of institutions engaged in financing, promoting or developing industries and assisting the development of such institutions (iii) providing

financial, technical and administrative assistance for promotion, management or expansion of industry and (iv) undertaking market and investment reserach surveys and also techno-economic studies in connection with development of industry.

During the year 1984-85 (July-June), the amount of assistance sanctioned and disbursed by IDBI amounted to Rs. 36,166 million and Rs. 21,069 million respectively. Of this, assistance sanctioned and disbursed to small sector amounted to Rs. 9,843 million and Rs. 7,424 million respectively. Assistance to small sector included Rs. 192 million granted to artisans and village and cottage industries. Assistance granted to new entrepreneurs amounted to Rs. 2,570 million. Cumulative assistance sanctioned and disbursed since 1964 aggregated to Rs. 1,59,934 million and Rs. 1,14,612 million respectively. IDBI had sponsored several programmes to train new entrepreneurs covering over 6000 persons.

Since 1983, IDBI has been collaborating with EDI in organising international seminars on themes of interest to developing countries in Asia and Africa.



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AHMEDABAD
(INDIA)

Sponsors :
Economic Development
Institute (EDI)
of the World Bank
Washington (USA)

&
Industrial Development
Bank of India (IDBI)
Bombay (India)



Host :
Entrepreneurship
Development Institute
of India (EDI-I)
Ahmedabad (India)

Why this second Workshop on entrepreneurship ?

A growing number of developing countries has now come to realise the importance of having competent indigenous (local) entrepreneurs to set up and successfully run small and medium enterprises. This follows from an appreciation of small enterprise development policy to maximise productive employment generation for a given capital investment; spread of business and industrial activities to smaller towns and low-growth regions; and optimisation of impact and linkages arising out of large-scale projects.

In any small enterprise, the central figure is the 'entrepreneur', the person who catalyses resources, risks and manages them so as to establish a viable, sustained and employment-generating entity. He/She, therefore, requires to be identified, motivated, strengthened and supported.

A dearth of such entrepreneurs is a critical problem in many countries. For various reasons, persons with latent entrepreneurship qualities do not always spontaneously respond to available business opportunities, despite various inducements, schemes and programmes to promote and assist them. An effective mechanism is, therefore, needed to enlarge the pool of local entrepreneurs.

Strong impact of the first Workshop

The impact of the first Inter-Regional Workshop on Entrepreneurship Development for African countries held in Ahmedabad during January 7-19, 1985 was positive and far-reaching. On the one hand, it initiated the African country participants into EDP faith and on the other, convinced the international agencies like EDI, World Bank, UNIDO, Commonwealth Secretariat and USAID to initiate and support such EDP efforts in developing countries.

The impact of the Workshop was so strong that the participants came to believe that in EDP they had found the key to promote new indigenous entrepreneurs. They were also convinced about the relevance of Indian experience to their countries and, in fact, formulated detailed action plans to promote the EDI-I type of approach in their own countries. From this point of view, the Workshop was very fruitful and was, therefore, action and result-oriented.

The participants felt that the Workshop would have been even more fruitful if all the participants were decision-makers in those

institutions—whether in the public or private sector—that were responsible for the promotion of small enterprises and new entrepreneurs.

In such a case, they could have **taken decisions** about the introduction of EDPs in their own countries. Moreover, it was felt that it would have further facilitated the sharing of experience in this field if some Asian countries, for which EDP is relevant, were also invited to the Workshop. This second Workshop, hence, is designed primarily for decision-makers in Government Ministries and developmental institutions of the English-speaking African countries as well as some Asian countries.

Objectives and outcome

The principal objectives of the Workshop are:

- (i) to stress the critical role of entrepreneurship and technology in the development process.
- (ii) to familiarise the participants with details about the characteristics, content and results of the Indian experiment in entrepreneurship development.
- (iii) to discuss the relevance of the Indian experiment for other countries.
- (iv) to identify modifications in the EDP essential for adapting to each country's specific context; and
- (v) to induce the participants to prepare feasible action plans for their own countries.

Target countries

This Workshop is primarily meant for the developing countries of Africa and Asia and about fifteen countries are expected to participate.

The Workshop will be conducted in English language and it is essential that the participants are conversant with that language.

Who should be nominated

For generating desired impact and for effective follow-up action the Workshop is designed for the officials at the **decision-making** level representing Government Ministries and developmental institutions of African and Asian countries.

Each country is expected to nominate two persons.

The participation of representatives of developing countries from two continents is expected to enrich the interaction. The participants could be from the following organisations:

- (i) Ministries of Industry and Finance;
- (ii) Financial Institutions engaged in the promotion of small

enterprises and new entrepreneurs;

(iii) Small Industries Promotion Agencies;

(iv) Technical Consultancy Organisations primarily catering to the needs of small enterprises.

Apart from the participants, observers from several international development organisations like the World Bank, African Development Bank, Commonwealth Secretariat, UNIDO, USAID, ESAMI and Intermediate Technology Development Group (UK) are expected to participate.

Dates and venue

The Workshop will begin in the forenoon of January 27 and conclude in the evening of February 1, 1986. Participants are expected to reach Ahmedabad not later than January 26, 1986.

Nominations

Nominations in the enclosed format may be sent to:

The Manager (Training)

Industrial Development Bank of India

Mittal Court, 'B' Wing, 224, Backbay Reclamation

Nariman Point,

Bombay - 400 021 (India)

Telex : 011-2193; 011-4812

Cable : INDBANKIND

Last date for receipt of nominations is October 31, 1985.

Workshop approach

Sharing of experiences and interaction will dominate the Workshop content, methodology and style. Prime focus will be on discussions based on presentations by EDI-I Faculty and practitioners in entrepreneurship development.

During their field visits to rural, semi-urban and urban areas, the participants will get a first hand exposure to the new entrepreneurs from various backgrounds; trained and developed under EDPs and their enterprises, product technology and the environment within which they have been operating.

The participants will also have an opportunity to interact with the institutions providing assistance to the new entrepreneurs by way of finance, infrastructure, consultancy and technical training.

For the purpose of relating the relevance of Indian experiment to other developing countries and for necessary modifications, the participants will be divided into inter-country, inter-agency groups.

The action-plans will be prepared by each country team and the presentation of country experiences by each team will also be done.

The participants will be provided with adequate opportunities for group discussions, after the formal sessions.

About EDI-I

The Entrepreneurship Development Institute of India (EDI-I) has been set up by India's leading development banks—The Industrial Development Bank of India (IDBI), The Industrial Credit and Investment Corporation of India Limited (ICICI), The Industrial Finance Corporation of India (IFCI) and the State Bank of India (SBI). The prime objective of the Institute is to spread the entrepreneurship movement throughout the country.

EDI-I has the rich experience of working in several parts of India—the hilly regions of the North-east; industrially backward States like Sikkim, Bihar, Orissa; the coastal region of Goa and the green Southern region of Kerala. It has proved the applicability of EDP Model in diverse conditions.

The target groups of these programmes have been technical graduates, small traders, unemployed persons, tribals, illiterates, women and unprivileged persons. A majority of them has had no business background or backing whatsoever.

In order to meet the human-resource requirements for conducting result-oriented EDPs in large numbers, EDI-I has developed special programmes for identifying and training Entrepreneur Trainer-Motivators who determine the success of EDPs. At present more than 50 Trainers are being trained in the Institute every year for institutions organising Entrepreneurship Development Programmes.

EDI-I itself possesses highly experienced Entrepreneur Trainer-Motivators in its faculty, each having worked for 10 to 14 years in this field and each having the credit of training about 500 to 1000 entrepreneurs in various parts of the country.

The model programmes conducted by the Institute in diverse Indian conditions have had a sound impact and due to that institutional bases have been created for the continuance of sustained EDP activities.

The research activities of EDI-I constitute its base through which the Institute sharpens the tools and techniques of entrepreneur identification, selection, training and development; parameters to evaluate on-going activities and follow-up mechanism; analysing the profiles of successful entrepreneurs including their qualities and traits; developing the training material, curriculum and support system for the programmes.

Above all, EDI-I's on-going programmes provide a live laboratory for research and experimentation and practical (field) training for trainers and officers of various organisations from India and abroad.

The faculty

EDI-I's faculty consists of expert Entrepreneur Trainer-Motivators with experience at the national and international levels. The core group includes the following :

H.C. Raval,
Chandramauli Pathak,
Ramesh Dave, and
B.P. Murali

who are specialists in various facets of entrepreneurship training and development.

The EDI-I team will be supported by renowned resource persons from EDI of the World Bank and other organisations.

Programme Directors :

V.V. Bhatt, EDI-W
V.G. Patel, EDI-I
V.H. Pandya, IDBI

You would also like to know the city

The Workshop will be held at Ahmedabad, a city with a glorious past and progressive present and renowned for the business acumen of its citizens and for its traditions of hospitality. Ahmedabad is the industrial capital of Gujarat, which is one of the fastest developing states of India. Visitors will have an opportunity to experience the Gujarati life, wherein the past and vibrant present co-exist in harmony.

Workshop Framework

THEME	COVERAGE	BENEFITS	APPROACH
1. Entrepreneurship Development : Concepts and Approach	Indian Experiences in EDPs EDI model for EDPs—how it has evolved over the years Conceptual framework of a comprehensive Entrepreneurship Development Programme (EDP) Issues	Appreciation of objectives, process and impact of EDP strategy Lessons: points of success and failures	Expert presentation Audio-visual Comments from participants with reference to their country situation
2. Identification and Selection of Entrepreneurs	Effective promotional methods for urban and rural areas. Rationale and mechanics of identifying and selecting potential entrepreneurs from various target groups	Acquaintance with tools and techniques for identification and selection which can generate wide-based response	Expert presentation on identification and Selection Group Interaction
3. Developmental Inputs	Identification of business opportunities based on appropriate technology to suit local's skill. Counselling : approach and mechanism Technical information input Managerial, motivational and entrepreneurial orientation	Rationale for designing need-based input package and curriculum Recognising resource needs and effective methods of developing potential entrepreneurs	Expert presentation Simulation exercises Business games and analysis

THEME	COVERAGE	BENEFITS	APPROACH
4. Creation of training infrastructure, expertise, support system to promote and develop new entrepreneurs	<p>Institutional link-ups and support needs of new entrepreneurs</p> <p>Role, Responsibilities, Selection and Training of Trainer-Motivators</p> <p>Organisational pre-requisites for EDPs</p>	<p>Creating platform for co-ordinating governmental and institutional initiatives</p> <p>Identification of manpower and organisational needs in developing countries</p>	<p>Visit to entrepreneurs of diverse background</p> <p>Visit to key developmental organisations of Gujarat State</p> <p>Group discussions</p> <p>Expert sessions on EDP Trainers and Support Systems</p>
5. Problems, policies and potential of small-scale industry development in developing countries.	<p>Strategies, issues in promotion of SSI and new entrepreneurs in LDCs</p> <p>Identifying problems of enterprises and policy needs</p> <p>Inter-country experiences in SSI development</p>	<p>Appreciation of effective policies : approaches and experiences</p> <p>Realisation problems, constraints and scope in the country and relate workshop inputs to country needs</p> <p>Preparation for strengthening existing small enterprise development efforts</p>	<p>Group discussions</p> <p>Interactions with experts of developmental organisations and international assistance agencies</p>
6. Action Plan Formulation and implementation needs	<p>Pre-requisites of planning & implementing effective promotion of small industries and initiating entrepreneurship training</p>	<p>Crystallising feasible concrete efforts for actions</p> <p>Evolving ways & means to utilise available national/ international resources and expertise</p>	<p>Inter-country discussions</p> <p>Individual country planning exercises</p> <p>Discussion with EDI faculty</p> <p>Discussion with Aid Agencies' observers</p>

WORKSHOP COORDINATORS

P.M. Thomas (IDBI)

H.C. Raval (EDI-I)



**ENTREPRENEURSHIP DEVELOPMENT
INSTITUTE OF INDIA**

83-A, Swastik Society
Navrangpura
Ahmedabad - 380 009 (India)
Phone: 462582