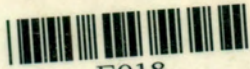


Activity Report

Progress Report SBT EDP Panjim Goa 1984

R. Dave & B. Bhatti.

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EDI/18

GoA- Sand T EDP

FACULTY...

In-house faculty for the training programme comprises expert trainers from EDI who will provide motivation, direction and guidance to the entrepreneur trainees. Guest faculty will consist of subject matter specialists, senior officials from the Government and Industrial Corporations, successful industrialists and traders, i.e. real life practitioners.

DURATION AND VENUE...

The programme will be organised in Goa. After an initial full-time class-room training and field study, the trainees may be brought to Gujarat for technical / in-plant training and Achievement Motivation Input. The entire programme will be of 12 to 15 weeks duration.

ELIGIBILITY...

Any young Science and/or Technology graduate below 35 years of age is eligible to apply for participation in the training programme. The individual must have initiative, willingness to work hard and strong desire backed by enthusiasm and dedication to set up his own new small scale industrial unit/service venture. He must have working knowledge of English or Hindi for understanding the basic training inputs. He must be in a position to attend the programme regularly. Further, he must be ready to stay in Gujarat if required for a period of 4 to 6 weeks for in-plant/technical orientation. An allowance will be paid to the trainees against boarding and lodging expenses during the period of stay in Gujarat.

EXPECTATIONS FROM THE TRAINEES...

- Must attend the training programme regularly.
- Must prepare a detailed project report within one month after completion of the programme and take effective steps to start his/her venture.
- Must deposit Rs. 100/- as Caution Money which will be refunded after successful completion of the programme.
- Must attend technical/in-plant orientation and visit Gujarat.

PLEASE CONTACT FOR DETAILS

ENTREPRENEURSHIP DEVELOPMENT PROGRAMME

FOR
YOUNG SCIENTISTS
AND
TECHNOLOGISTS
IN
GOA

Sponsored by :

**The National Science and Technology
Entrepreneurship Development Board
Government of India
NEW DELHI**

IDBI
ICICI
IFCI

Organised by :

**Entrepreneurship Development
Institute of India
AHMEDABAD, Gujarat, India.**



THE IDEA...

The Prime Minister while addressing the 69th Session of the Indian Science Congress at Mysore on January 3, 1982 announced a 3-pronged strategy as a remedy for unemployment and inappropriate employment amongst qualified Scientists and Technologists in the country. As a part of the strategy, the Department of Science and Technology, Government of India, has set up the National Science and Technology Entrepreneurship Development Board with the primary objective of harnessing the Science and Technology talent in the country. A massive action programme has been planned to achieve this goal.

As a part of the total programme, the Board has planned to organise Entrepreneurship Development Programme (EDP) in various parts of the country. The first programme in the series was organised in Baroda, Gujarat, during March-May, 1983. Encouraged by the success of the programme, the second programme is now being organised in collaboration with "Entrepreneurship Development Institute of India" (EDI), Ahmedabad, Gujarat.

THE CONCEPT...

The philosophy of EDP is based on the assumption that Entrepreneurs are not only born but can be identified, trained and thus created.

EDI...

Entrepreneurship Development Institute of India (EDI) has been set up jointly by the national financial institutions (IDBI, ICICI, IFCI and SBI) to provide assistance to various states in organising EDPs, training the trainers and motivators and to conduct research in the field of entrepreneurship development. EDI has the support of 40 full-time trainers having 7 to 10 years experience. EDI trainers have successfully conducted EDPs in various states such as Assam, Andaman & Nicobar, Goa and Kerala.

A special Training programme is now being started for young Science and Technology graduates on behalf of the National Science

and Technology Entrepreneurship Development Board, Department of Science and Technology, Government of India.

THE OBJECTIVE...

The main objective of conducting EDP is to motivate the young Science and Technology graduates for self-employment so that after successful completion of the training programme, participants can start their own manufacturing/service ventures. This will provide self-employment to them by utilising their knowledge and skill and will also generate further employment opportunities.

METHODOLOGY...

Identification and careful selection of people with appropriate entrepreneurial traits and attributes, whose entrepreneurial potentialities could be developed, constitutes the first task of the scheme. The selection procedure comprises a combination of techniques including the analysis of the background of the candidates and administering well-designed behavioural tests, interviews etc. This is followed by classroom as well as practical training. As a part of the programme, technical orientation visit will be arranged in Gujarat, if necessary. The medium of instruction will be English.

COURSE CONTENTS...

- * Entrepreneurial qualities
- * Opportunity Guidance
- * Product Selection
- * Sources of Information
- * Procedures for setting up a Small Scale Unit
- * Schemes of assistance for Small Scale Industries
- * Market Survey Techniques
- * Concepts, Practices & Techniques of Marketing
- * Achievement Motivation
- * Costing and cost consciousness
- * Production Planning and Control
- * Accounts & Finance
- * Taxation Budgeting
- * Purchase Techniques
- * Effective Communication/Factory Visits
- * Technical/In-Plant Training
- * Project Report Preparation

PROGRESS REPORT ON S&T EDP AT PANAJI, GOA
(Ist PHASE)

1.0 Background

1.1 As a remedy for unemployment and inappropriate employment amongst qualified Scientists and Technologists in the Country, the Department of Science and Technology, Government of India, has set up the National Science and Technology Entrepreneurship Development Board. The primary objective of the Board is to harness Science and Technology talent in the country by providing opportunities for self-employment. A massive action programme has been planned to achieve this goal.

1.2 As a part of the total programme, the Board has planned to organise Entrepreneurship Development Programmes in various parts of the country. At the instance of the Board, Entrepreneurship Development Institute of India submitted a proposal to the Board and IDBI for conducting EDPs in various parts of the country for Science and Technology graduates. The same was approved by the S & T Board and IDBI. Considering the fact that Goa is one of the less advanced Union Territories in the country. EDI

..2..

decided to conduct EDP in goa after completion of Kerala EDP. With a view to involve various agencies engaged in industrial development and to make the best use of the facilities available for conducting the programme, Panaji was chosen as the training centre.

2.0 Promotional Activities

- 2.1 In order to generate the support of local institutions, senior experts from EDI and Dr. Joseph John from Department of Science & Technology visited Goa on the 1st week of January. During the visit, discussions were organised with the Managing Director of Economic Development Corporation of Diu, Daman and Goa Limited, S & T Council of Goa and with the Chief Secretary of the Territory. The objectives of conducting the Programme and strategy for organising EDP was explained. The Office of the Director of Industries was also briefed about S & T Programme. Discussions were held with various Government officials and the senior executives of the organisations engaged in the industrial development in the Territory. It was also decided to seek the support of the State Committee on Science and Technology, Goa. In the process of



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identifying an operational base for conducting S&T EDP, it was decided to utilise the facilities available at Economic Development Corporation, Goa, as it was found to be an ideal operational base taking into account the logistic support.

- 2.2 In order to generate the interest of target group, EDI deputed two trainers to work at Panaji. The EDI trainers spent six weeks to understand the industrial environment of the State and to carry out necessary pre-training preparations. The same trainers would continue to stay in Goa for conducting the training programme and post-training follow-up. As a part of the promotional work, the trainers contacted various Government officials, senior executives of the organisations engaged in industrial development and these individuals possessing an intimate knowledge of the industrial science in Goa. During the discussions, emphasis was laid on understanding the industrial potentials of the territory and the operational constraints likely to be faced by up-coming entrepreneur. The discussions and data collected during this period, facilitated a better understanding of the situation in the state with regard to industrial

..4..

development which in turn helped the trainers in indentifying suitable products and designing the operational strategy for conducting the programme.

- 2.3 Since the programme was exclusively for S & T graduates, it was decided to select those products having relevance with the educational background and experience of the potential trainees entrepreneurs. It was also decided to identify those products which are simple-complex and complex. In order to identify 25 to 30 viable products, the Gujarat State Consultancy Organisation, was requested to carry out a survey of the territory and suggest the raw-material based products having good market scope in the territory and in the nearby places. The experts of the Technical Consultancy Organisation, initially prepared a list 44 products for recommending to entrepreneurs. The products of the target group likely to join the programme. The brain-storming and Consultancy Organisation experts to narrow down the list of the products. After discussing the availability of raw materials, local market conditions, background of the target group and other related data, some 25 products were selected for recommendation to the trainers. The Technical

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Consultancy Organisation experts also visited Goa for finalising the list of the products and preparing data sheets for the products selected for S & T Trainees.

- 2.4 As the first step towards identifying potential entrepreneurs, advertisement was issued twice in the local newspaper and series of meetings were arranged with the representatives of the Chamber of Commerce, Government officials and Trade Associations. The objectives of the programme and the benefits that the potential entrepreneurs would achieve from the programme were discussed. Subsequently the advertisements and personal discussions with key individuals and institutions' representatives, generated a good response. This helped in spreading the message to the relevant target group all over the State. As a result of the intensive promotional work directed towards the relevant target group, 106 enquiries were received for participation in the training programme.

3.0 Selection Procedure

- 3.1 In order to secure a meaningful participation in the programme, a three tier selection procedure was adopted. Systematically designed application forms

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4.0 Training Programme

- 4.1 The programme commenced on March 29, 1984. The class-room training was organised at Goa Chamber of Commerce. Being a full-time programme, each day was divided into three sessions, the third session being meant for discussions with the trainees. The same pattern was followed throughout the first phase of the programme.
- 4.2 The whole programme has been divided into three phases. The first phase of the programme was devoted towards providing informations inputs, understanding the traits of an entrepreneurs, planning for setting up small-scale unit and identification of potential business opportunities. Identification of business opportunities being the most important part of the first phase of the training programme, experts from various fields such as, electronics, chemicals, rubber, engineering and management fields were involved in appraising the trainees regarding the potential business opportunities. In order to enable the trainees to locate suitable business venture, individual counselling sessions were arranged with the technical experts of EDI and

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GITCO. Three experts from GITCO were invited to Goa to have extensive discussions with the trainees. This resulted in a fruitful exercise as the same GITCO experts were involved in product identification and data sheet preparation work for Goa S & T programme.

The candidates were also imparted training in communication skill and market survey techniques, so that they can be well prepared for conducting field survey. Thereafter the trainees were sent for quick field study, to acquaint themselves with market conditions of the product that they wish to manufacture. We are also conducting this exercise when they are visiting Gujarat for technical training. The first phase of the programme lasted for three weeks and the trainees are expected to arrive Ahmedabad for motivational training and for technical orientation, forming the second phase of the training programme. The trainees are expected to come to Gujarat on 23 April and will stay up to 28 May, 1984, till the trainees have selected the product for their enterprises. A list of projects selected by the trainees is attached herewith as ANNEXURE-'2'. The details on the classroom is given in ANNEXURE-'3'.

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Annexure - 1

ENTREPRENEURSHIP DEVELOPMENT INSTITUTE OF INDIA

ENTREPRENEURSHIP DEVELOPMENT PROGRAMME

(For Scientists & Technologists)

PANJIM - GOA

Selected Candidates Background

I. AGE

Category	Nos.	Total
20 to 25	10	
26 to 30	7	
31 to 35	7	
36 to 40	2	26

II. EDUCATIONAL QUALIFICATIONS

Categories	Nos.	Total
Ph.D.	1	
M.Sc.	3	
M.D.	1	
B.Sc.	14	
B.E.	5	
D. Pharm.	2	26

III. EXPERIENCE

Category	Nos.	Total
Nil	8	
Up to 6 months	2	
bet. 6 & 12 "	1	
bet. 1 & 2 "	4	
" 3 & 4 "	2	
" 4 & 5 "	2	
" 5 & 10 "	5	
More than 10 "	2	26

IV. PROJECT

Category	No.	Total
Plastic	2	
Electrical & Electronics	5	
Engineering	4	
Chemicals	6	
Drugs & Pharm	2	
Others	6	
Rubber	1	26

V. OWN INVESTMENT

Category	No.	Total
Less than 5000	1	
5001 to 10000	3	
10,001 to 15,000	1	
15,001 to 20000	1	
20001 to 25000	4	
25001 to 50000	9	
50001 to 100000	2	
100001 & above	5	26

VI. PRESENT OCCUPATION

Category	No.	Total
Unemployed	8	
Employed	11	
Trade/ Business	6	
Trainees	1	26

ENTREPRENEURSHIP DEVELOPMENT INSTITUTE OF INDIA, AHMEDABAD

ENTREPRENEURSHIP DEVELOPMENT PROGRAMME

(For Science & Technology Graduates)

PANAJI - GOA

Sr. No.	Date & Day	Time	Topic	Faculty
1	2	3	4	5
1.	29/3/84 Thursday	10.00 AM to 1.00 PM	Registration	Shri Bharat Bhat, EDI
		2.30 PM to 5.30 PM	Programme Outline	Shri Ramesh Dave EDI
2.	30/3/84 Friday	10.00 AM to 1.00 PM	Information & Available Support	Shri Ramesh Dave, EDI Shri Bharat Bhat, EDI
		2.30 PM to 5.30 PM	Who is an Entrepreneur ?	Shri H.C. Raval, EDI
3.	31/3/84 Saturday	7.00 PM	Discussion with EDI Director	Dr. V.G. Patel, EDI Shri H C Raval, EDI
4.	2/4/84 Monday	10.00 AM to 1.00 PM	Expectations of Trainees	Shri Ramesh Dave, EDI Shri Bharat Bhat, EDI
		2.30 PM to 5.30 PM	Planning a Small Scale Industry	Shri Ramesh Dave, EDI
5.	3/4/84 Tuesday	10.00 AM to 1.00 PM	Information Inventory	Shri Bharat Bhat, EDI
		2.30 PM to 3.30 PM	Sources of Information	Shri Jyot Patel, EDI
		3.30 PM to 5.30 PM	Whom to approach for What ?	Shri Ramesh Dave, EDI
6.	4/4/84 Wednesday	10.00 AM to 1.00 PM	Products Literature & Personnel Discussions	Shri Ramesh Dave/ Shri Bharat Bhat
		2.30 PM to 5.30 PM	Functions & Assistance from Economic Development Cor- poration	Shri P.K. Shetye, EDC Sr. Development Office EDC
7.	5/4/84 Thursday	10.00 AM to 1.00 PM	Product Opportunities in Goa	Shri Ramesh Dave, EDI
		2.30 PM to 5.30 PM	Functions & Assistance from Maharashtra Financial Cor- poration	Shri S.G. Jadhav Regional Manager, MSFC

ENTREPRENEURSHIP DEVELOPMENT PROGRAMMEPANAJI - GOAFOR SCIENTIST AND TECHNOLOGISTS

Sr. No.	Name of the Trainee	Name of the Product
1.	Shri Prashant Neurekar ✓	Repairing/maintenance and transformers, electrical motores and machinery.
2.	Shri Mahesh Gaad ✓	
3.	Shri B Idino Menezes Pereira ✓	Automobile Body Building
4.	Shri Ashok Sonnad ✓	T.V. Repairing and Servicing
5.	Shri Balkrishna Sirsat ✓	Steel Furnitures
6.	Shri Shekhar Borkar ✓	Aluminium furniture or scooter asscessories to the galvanising plant.
7.	Shri Jose O'Kelly ✓	Tubelight Fixture
8.	Shri Shivkumar Jangam ✓	Soldering Wire
9.	Shri Shivram Govekar ✓	Red Oxide Primer
10.	Shri Jayant Tarcar ✓	Paints
11.	Shri Latesh Gajjar ✓	Ferous Sulphate and Salts
12.	Shri Anthony Doraden ✓	Inorganic salts based on spent catalyts.
13.	Shri Santosh Natekar ✓	Drugs (Cough Mixture and Tonics)
14.	Dr.Suresh Natekar ✓	Dialysis Fluid and Injection Water
15.	Shri Ramesh Sawant ✓	Latex Rubberised Foam
16.	Shri Augustino Antao ✓	Syrup Milk
17.	Shri Caitan Colaco ✓	Micro Wave Ovens
18.	Shri Dileep Tarale ✓	Phenzl liq. detergent, Tile Cleaning Acid and Metal Cleaning Powder
19.	Shri S. Misquita ✓	Fruit Bar - Processed Fruits
20.	Dr. Suhas Khalap ✓	Inorganic Chemicals

	2	3	4	5
8.	6/4/84 Friday	10.00 AM to 1.00 PM	Personnel Discussions regarding Products	Shri Ramesh Dave
		2.30 PM to 5.30 PM	Functions & Assistance from Goa, Chamber of Commerce & Industry	Shri O.L.Dalopa Sources Ex.Secretary, GCCCI
9.	7/4/84 Saturday	10.00 AM to 5.30 PM	Opportunity Guidance Opportunity Guidance Role of SISI	Shri S.G.Jadhav Regional Manager, MSFC Shri S.N.Sengputa Asst.Manager, MSFC Shri Ramesh Dave, EDI Shri E.R.Nair Asst.Director, SISI
10.	9/4/84 Monday	10.00 AM to 1.00 PM		
		2.30 PM to 5.30 PM	Preliminary Project Report	Shri Ramesh Dave
11.	10/4/84 Tuesday	9.00 AM to 1.00 PM	Product Guidance	Shri J.B.Patel, GITCO Shri Bipin Shah GITCO Shri I.B.Parmar GITCO
			Functions & Assis ance from State Bank of India	Shri Borde, Training Officer, SBI
12.	11/4/84 Wednesday		P.P.P Discussion (From Roll No.1 to 6)	Shri Ramesh Dave/ Shri Bharat Bhat
			Market Survey	Shri Ramakrishna Marketing Manager
13.	12/4/84 Thursday		P P P discussion (From Roll No.7 to 14)	Shri Ramesh Dave Shri Bharat Bhat
			Demand & Supply	Dr.V.G.Kamat Director, Bombay University Field Work
14.	13/4/84 to Friday 17/4/84		Market Survey	
15.	18/4/84 Wednesday		P P P Submission Infrastructural facilities - Industrial Development Corporation	Shri Bharat Shatt
19.	21/4/84 Saturday		LEAVING FOR GUJARAT INDUSTRIAL EXPLOSURE & IEND PHASE PROGRAMME	

REPORT ON GOA SCIENCE & TECHNOLOGY EDP (II PHASE)

While finalising the strategy for Science & Technology Programme for Panaji, Goa, it was decided to bring the participants to Ahmedabad for Motivational Input, Management Training in key area and Technical Orientation.

Prior to the announcement of the programme, products were identified by Gujarat Industrial & Technical Consultancy Organisation Ltd. (GITCO) consultants. It was, therefore, decided to involve GITCO consultants in the II Phase of the training programme when the participants would visit Ahmedabad so that they could be briefed about manufacturing process of the products that they have selected and also information on marketing and project cost.

The main objective of bringing the participants to Ahmedabad was to provide them with scope to witness and interact the small-scale industrialists and enhance their understanding of managing the small-scale enterprises in a scientific and successful way. It was also felt that this will introduce them to a different industrial climate and successful tradition of growth of small-scale enterprises. To go along with these objectives, certain lecture sessions were arranged in Ahmedabad.

The candidates came to Gujarat on April 23, 1984 and stayed here till May 18, 1984. During this period, the inputs that were imparted to the participants as a part of their training are enumerated as below :-

: 2 :

I. MOTIVATION INPUT :

It was a 5 full-day residential programme of Achievement Motivation Training at Youth Hostel, Gandhinagar. The aim was to make the participants aware of their strengths and weaknesses; to strengthen the weak areas and enhance the strength while inculcating the Need for Achievement in their thinking process. The course was conducted by senior experts of EDI. It was a continuous process of action-reflection demanding self-involvement and monitored by the trainers.

In the 5-day Motivational Input, the trainees were given projective test in order to understand their level of Need for Achievement and entrepreneurial characteristics were evaluated through a test on 'Who am I?' which revealed their life goal and their awareness about intellectual resources that they possess.

On the 2nd day of Motivational Input, Ring Toss game was exercised to help them in understanding their risk taking level and goal setting process. This exercise also helped them to understand the importance of stretching their abilities and learning from experiences that they have gained in their life. Detailed discussions took place with individual participant and their behaviour towards the above aspects were analysed so that they can finalise a strategy for strengthening their riskbearing attitude. This was ^{followed} ~~evaluated~~ by an exercise on Boat Building to make them understand Production Planning

: 3 :

process, profitability etc. It also helped them to understand the importance of quality, time, confidence, creativity, co-operation and collaboration. After their participation in the game, the participants were probed in detail in order to understand their behaviours which were followed by suggestions from motivational experts.

On the 3rd day, Tower Building and Broken Square exercises were administered. The first one helped them to understand how they were brought up and how it has affected their behaviour. The latter one helped them to understand the importance of co-operation, collaboration, organisational skill and importance of all the individuals in the organisation for achieving the common goal.

On the 4th day, ~~the importance of~~ Story Analysis was explained and they were briefed about writing story based on Thematic Apperception ~~Test~~ (TAT) pictures ^{to} helped them in understanding planning process for any activity that they undertake. They were also suggested to write stories on a continuous basis in order to internalise the planning process in the behaviour. TAT stories written by each participant was analysed which helped them to understand their level of Need for Achievement and the importance of planning process. This was followed by explaining on 'Who am I?'.
to

On 5th day, the participants were helped to finalise their short-term goal and they were also asked to plan for

: 4 :

achieving the goal that they have decided on the basis of TAT analysis which was explained to them on the preceding day.

The 5-day motivation input generated good impact. EDI also planned to organise two more sessions of motivation input each of 1-day duration for these participants during the training programme in order to reinforce the motivational input that was provided to them during their stay in Ahmedabad.

II. CLASS-ROOM SESSIONS

After the motivational input programme, the formal class-room sessions were organised. The core training faculty of EDI and outstanding experts from the field including that of CED (Centre for Entrepreneurship Development) and GITCO took sessions on various subjects such as, Financial Management, Costing, Production Planning & Control, PERT CMP Techniques, organisational structures, Personnel Management etc.

In the evenings, several sessions were held on Case Study where the trainees had analysed the cases pertaining to successful entrepreneurs to pin-point entrepreneurial qualities present in them and methods of techniques used by them while setting up the units.

EDI experts remained present during the classroom session which helped the participants to raise the issues to the faculty members. This resulted in a lively discussion. The input of guest faculty was supported by EDI experts.

: 5 :

The details on class-room sessions are given in Annexure A.

III. FACTORY VISIT :

A 2-day programme of Factory Visit was planned covering 22 units from Naroda, Odhav and Rakhial Industrial Estates. The units visited were of chemicals, engineering, electrical/electronic appliances, plastics, printing etc. The selection was aimed to give the participants an exposure to the units covering their own field of manufacturing or servicing. This visit was organised for the participants before they were placed for technical training in one of the respective units. The participants were briefed about the units, the questions they may ask to the owners and useful details that they can gather before their actual visit to these units. The factory visit generated good impact as it helped them in getting necessary information and clearing their doubts related to the products that they have selected for their ventures.

The details regarding the units visited are given in Annexure B.

IV. TECHNICAL INPUT

On completion of Factory Visit, the trainees were placed in the respective unit in order to get experience in the process know-how, machinery involved, for the product that they have selected for their ventures.

The trainees were placed in industrial units for technical training. Apart from this, technical sessions

: 6 :

were also organised with the consultants of GITCO and various experts in the production process of different items before placing the trainees in the factory for practical training. A review session was arranged in order to get a feed-back from the trainees.

During technical input/orientation visit, the participants were placed in different kinds of small-scale units which enabled them to know about production process, marketing, accounting and human relations. The participants were introduced to the owners of small-scale units before placing them for technical input training which helped them to clear their doubts by asking questions.

The details of units selected for placing the trainers for practical training are given in Annexure C.

V. PROJECT REPORT PREPARATION :

The participants were given orientation on the areas to get some guidance on Project Report preparation. Later on the trainees were asked to obtain quotation for machinery equipment and raw-material to finalise and complete their project reports. The participants were given a standard format of project report which will facilitate data analysis too.

: 7 :

The IInd Phase of the training programme was completed on May 17, 1984. The participants left for Panaji and the IIIrd Phase was scheduled to commence on May 28, 1984. The time gap given in between these two phases was 11 days so that the participants can spend a few days in Bombay and collect necessary information and quotations for equipments that they have decided to purchase for their ventures. Each participant was given a plan for obtaining information at Bombay and other locations.

The IIIrd Phase of the training programme was scheduled on May 28, 1984 for which a separate report will be sent shortly.

ANNEXURE - ACLASS-ROOM SESSIONS FOR GOA S & T ENTREPRENEURS

DAY & DATE	TIME	TOPIC	FACULTY
1	2	3	4
MONDAY 23/4/84	10.30 AM	Arrival to Ahmedabad	
	8.30 PM to 10.30 PM	General Orientation Programme Outline	Shri Bharat Bhat
TUESDAY 24/4/84 to FRIDAY 27/4/84		Achievement Motivation Training	Shri Ramesh Dave Shri Hasmukh Raval Shri C H Pathak Shri Bharat Bhat
SATURDAY 28/4/84	9.30 AM to 3.00 PM	Project Report	Shri B H Shah GITCO
	8.30 PM to 10.30 PM	Aim Objective & Ration- ale of Factory Visit & Factors to be covered.	Shri Bharat Bhat
MONDAY 30/4/84		Factory Visit Naroda Area	
	9.00 PM to 11.30 PM	Discussion on factory visit	Shri Bharat Bhat Shri Jagat Patel
TUESDAY 1/5/84	9.30 AM to 12.30 PM	Personnel Management	Shri Ramesh Joshi
	2.30 PM to 5.00 PM	Seven Crisfs in SSI	Shri Dr.V G Patel
WEDNESDAY 2/5/84		Factory Visit Odhav and Rakhial Area	
	8.30 PM to 11.60 PM	Discussion on Factory Visit	Shri Bharat Bhat Shri Jagat Patel
THURSDAY 3/5/84 to WEDNESDAY 9/5/84		Technical Training	

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1	2	3	4
THURSDAY 10/5/84	9.30 AM to 12.00 AM	Decision Making	Smt. Hina Shah
	3.30 PM to 6.00 PM	Production Planning & Control	
	8.30 PM to 10.30 PM	Case Study*	Shri H R Bhatt M/s. Bhattacharya Electronics *Shri Bharat Bhat
FRIDAY 11/5/84	9.30 AM to 12.30 PM	PERT & CPM Techniques	Shri Shirish Shah, CED
	3.30 PM to 6.00 PM	Industrial Psychology	Shri Jivan Patel
	6.30 PM to 8.00 PM	Creativity (Lateral thinking)	Shri T Rangrajan
SATURDAY 12/5/84	9.30 AM to 12.30 PM	Marketing Management	Shri Rohitbhai Patel Director, SIMCOM
	3.30 PM to 6.30 PM	Purchase Techniques	Shri B J Dave Marketing Manager, GSIC
	8.30 PM to 11.00 PM	Case Study	Shri Bharat Bhat
MONDAY 14/5/84	9.30 AM to 12.30 PM	Costing	Shri Shirishbhai Dewanji
	3.30 PM to 5.30 PM	Cost Consciousness	Shri ChH Pathak
TUESDAY 15/5/84	9.30 AM to 12.00 Noon	Case Study	Shri Bharat Bhat Shri Jagat Patel
	3.30 PM to 6.00 PM	Project Report	Shri B H Shah GITCO
WEDNESDAY 16/5/84	9.30 AM to 11.30 AM	Organisational Structure	Prof. Dhawalbhai Mehta B K School of Manage- ment
	3.30 PM to 6.00 PM	Creativity	Shri Sureshbhai Shah Regional Director, ACILSG
	9.00 PM to 11.30 PM	Project Report Prepara- tion.	Shri Bharat Bhat
THURSDAY 17/5/84	9.30 AM to 12.00 Noon	Financial Management	Shri Bhagirathbhai Trivedi, C.A.
FRIDAY 18/5/84		LEAVING FOR GOA	

ANNEXURE - BFACTORY VISIT AT ODHAV & NARODA (GIDC) INDUSTRIAL
AREA FOR GOA S & T ENTREPRENEURS

SR. NO.	SHED/PLOT	NAME OF THE OWNER AND FACTORY	PRODUCT
1	2	3	4
(1)	L-32/33	Shri Gaurangbhai Thakor Deek Printers Phone-887205	Offset Printers
(2)	282	✓ Shri Manubhai M/s. Gopal Group of Industries Phone: 887205	Steel Fabrication Chem. Plant etc. <i>Camis</i>
(3)	L-198	Shri Digant Shah M/s. Alumina Phone: 887166	Aluminium & M.S. P V C Coated Portable Furniture
(4)	L-38	Shri R N Sharma M/s. N K Industries Phone: 887631	Precision Sheet Metal Parts and Auto Parts
(5)	264/247	✓ Shri Vasant Mehta M/s. M S Tinworks Phone: 887724	Tin Containers
(6)	L-128	Shri K Subramaniam M/s. Masibar Electronics Phone: 887341	Electronic Digital Instruments
(7)	L-217/220	Shri Sunilbhai Shah 17/S Mini Pharma Phone: 410346	Medicine
(8)	84	Shri Jayantibhai Patel M/s. National Plastic Phone: 887660	H.D./L'D. Bages Motors
(9)	L-84	Shri Balubhai Patel M/s. Precision Tool Room Phone: 887077	Magmani' Brand Motors
(10)	L-207	* Shri Uday Patel M/s. New Mark Fluoro Fixtures	Tube Light Fixtures

1	2	3	4
(11)	17/G	Shri Rashid C Syed M/s. Fan Elastomers Phone: 887863	Rubber Products
(12)	F-1 to F-4	Hosiery Training and Research Institute Phone: 887910	Hosiery
(13)	166-167	Shri K K Patel M/s. Mascot (India) Phone: 826452/827391	Fluid Controvalve
(14)	K-1-200- 201/7B	✓ Shri B C Shah M/s. Dynamic Paints Phone: 827331	Paints <i>Put message</i>
(15)	C-1/220 221/4	✓ Shri Jagdish Trivedi M/s. Annapurna Engg. Works Phone: 827308	Engineer Trollier (CMB) Mfg. t. Fabricators
(16)	C-1/16	✓ Shri K K Patel M/s. Lumino Phone: 826533	Pencils <i>CMB</i>
(17)	A-1/3	Shri M M Desai M/s. JBA Inks Ltd Phone: 827208	Printing Ink
(18)	S	Shri Rajendra Sharma M/s. Sharma & Company Naroda Road, High Way Naroda, Ahmedabad.	Body Building
(19)	C1/220-221 -4	✓ Shri Rajendra Patel M/s. Shital Chemicals Phone: 826564	Basic Drug
(20)	184-14	✓ Shri Shaileshbhai Doshi M/s. Girish Industries Phone: 826636	Plastic Bags <i>CMB</i>
(21)	140	✓ Shri Naresh Patel M/s. East Coast Pharmaceutical Works Phone: 826336/827113	Medicine
(22)		Sona Ceramics Phone: 827331	Cup #9aucers (Cera- mics)

Annexure - 4

ENTREPRENEURSHIP DEVELOPMENT INSTITUTE OF INDIA

83/A, SWASTIK SOCIETY, NAVRANGPURA
AHMEDABAD- 380 009

PHONE: 462582

ENTREPRENEURSHIP DEVELOPMENT PROGRAMME

PANAJI GOA

FOR SCIENTISTS & TECHNOLOGISTS

PRACTICAL TRAINING AND ORIENTATION

Sr. No.	2	3
Name of the Entrepreneurs		Factory/Faculty for Training-Counselling
1.	Shri Prashant Neurekar	*M/s. Precision Tool Room *M/s. Parco Engineering Industries *M/s. Transformer Repairs & Allied Product *M/s. Crest Electric Company
2.	Shri Baldino Menezes Pereira	*M/s. Sharma & Co. Central Workshop *Gujarat State Road Transport Corporation *M/s. Capital Garage
3.	Shri Ashok Sonnad	*M/s. Atlas Radio & Electronics Industries *T.V. Training Centre
4.	Shri Balkrishna Sirsat	*M/s. Apt Industries *M/s. Alumina *M/s. N.K. Industries *M/s. Bassas Tube & Foundries
5.	Shri Shekhar Borkar	*M/s. Apt Industries *M/s. Alumina *M/s. N.K. Industries *M/s. Banas Tube & Foundries
6.	Shri Jose O'Kelly	*M/s. Nerumake Electric Industries *M/s. Laxmi Manufacturing
7.	Shri Shivkumar Jangam	*M/s. Synthetic Coating Industries Shri J.B. Patel, GITCO
8.	Shri Shivram Govekar	*M/s. Jasmin Paints & Chemicals Industries M/s. Dynamic Paints M/s. Maruti Paints M/s. Sapphire Chemicals

9. Shri Latesh Gujjar
*M/s.Fexcico Chem. Industries
M/s.Rameshwar Chemicals
M/s.Gandhi Chemicals Pvt. Ltd.
M/s.
10. Dr.Suresh Natekar
*M/s.West Coast Pharmaceutical Works
M/s.Tution Pharmaceuticals
M/s.Mini Pharma
M/s.Infinitive Pharmaceuticals
M/s.Ellis Pharmaceuticals, Kalol
M/s.Ample Pharmaceuticals
11. Shri Ramesh Sawant
*M/s.Metro Elastic
M/s.Modern Ameinities - Vijapur
12. Shri Jayant Tarcar
*M/s.Dynamic Paints
13. Shri Anthony Doraden
M/s.Saphire Chemicals
M/s.Jasmin Paints & Chemical
Industries
M/s.Maruti Paints
14. Shri Mahesh Gaad
*M/s.Precision Tool Room
M/s.Parco Engineering Industries
M/s.Transformers Repairs & Allied
Product
M/s.Crest Electric
M/s.Mashar & Co.
15. Dr.Suhas Phalap
*M/s.Shital Chemicals
M/s.West Coast Pharmaceuticals
M/s.Mini Pharma
16. Shri S.Misquite
*Food Craft Institute
Shri V.S.Murty, Dy.Director(SISI)
Shri B.H.Shah
Consultant, GITCO
17. Shri Augustins Antao
*Shri Laxmanbhai Gan
M/s.Vadilal Food Products
Shri Arvindbhai Patel
M/s.Abad Dairy
M/s.West Coast Pharmaceutical Works
18. Shri Caitan Colaco
*Shri J.B.Patel
GITCO
*Jyoti Solar Research Institute
Vallabh Vidyanagar

For General Information with Prior Appointment

1. M/s.Gujarat Industrial & Technical Consultancy
Organisation Limited
Neptune Towers, Nehru Bridge
Ashram Road
AHMEDABAD - 380 009 PHONE Nos:407617/18
 1. Shri J.B.Patel Chemical & Paints Project
 2. Shri B.H.Shah Plastic Hosiery Project
 3. Shri I.B.Parmar Engineering Projects

2. M/s.Industrial Extension Burcare,
Nanalal Chambers, Opp.Times of India
Ashram Road
AHMEDABAD - 380 009 PHONE:79390
 1. Shri A.K.Shah Information Officer
 2. Shri A.B.Panchal Technical Officer

3. M/s.Small Industries Service Institute
Harisiddh Chambers, Opp.Gujarat Vidyapeth
Income Tax Circle, Ashram Road
AHMEDABAD
 1. Shri V.S.Murty Dy.Director

GOA SCIENCE & TECHNOLOGY ENTREPRENEURSHIP DEVELOPMENT PROGRAMME
3RD PHASE

The 2nd Phase of the training programme involving technical orientation, discussions with successful and unsuccessful entrepreneurs and also with the professionals of Technical Consultancy Organisation, Achievement Motivation Training and sessions related to project planning was conducted in Ahmedabad the details of which were given in the report on the 2nd Phase of the training programme.

On completion of the 2nd Phase of the training programme, the participants left for 3rd Phase of the programme in Goa. A gap of a week was kept in between these two phases in order to enable the trainees to obtain certain information and documents such as quotation for equipments, necessary details on alternate processes at Bombay and some other places.

The participants reached Panaji, Goa, during the last week of May 1984 and the 3rd Phase of the training programme commenced on May 28, 1984 after a meeting arranged on May 27th. Following is the progress report of the programme during the 3rd Phase.

I. Training Input :

Certain important sessions related to project planning and implementation were covered during the 2nd Phase keeping in view the availability of the experts and core faculty in the concerned field at EDI headquarters and other sister institutions. During the 3rd Phase which

: 2 :

commenced on May 28, 1984, sessions pertaining to taxation, loan applications for financial assistance, Finance & costing, personnel management and industrial relations, production planning and control and Marketing were covered, details of which are given in Annexure 1.

The faculty for the 3rd Phase Training Input were carefully identified from industrial institutions and professionals. Trainees were also given enough time for personal counselling and discussions on the projects that they have selected, on marketing strategy for marketing their products and for identifying appropriate man-power for their proposed units.

2. Project Report Preparation :

During the 2nd Phase of the training programme when the participants were in Ahmedabad necessary details were given to the trainees to collect data for project report preparation and a format prepared by the trainer for developing project report was also supplied to them.

- 2.1 During the 3rd Phase 12 sessions were devoted to individual counselling where the EDI trainers discussed with the participants about the problems encountered by them in preparing project report, obtaining registration for SSI, preparation of loan application for financial assistance, obtaining infrastructural facility etc. Since the training

: 3 :

programme was on a full-time basis, the trainees could not find enough time to collect necessary data from local resources, their home-towns being away from Panaji. Therefore, the classroom sessions were arranged in the afternoon and individual counselling was arranged in the morning in a small group so that some trainees can go out and collect data that they require for this purpose.

2.2 Due to intensive counselling and appropriate strategy planned for getting data for completing the project reports, many of the trainees were able to complete their project reports with the completion of the training programme and the details are given in Annexure 2. Those who have completed their project reports were helped in the preparation of loan applications for financial assistance. From the total participants selected, of them have completed their loan applications for financial assistance and submitted the same to financial institutions for sanction.

During this period, EDI also organised a Training Programme for entrepreneur trainer/motivator in which participants from financial institutions of Panaji, Goa, also attended which provided an opportunity to discuss about the loan applications submitted by S&T EDP trainees for financial assistance. It seems that these discussions have really helped as the representatives of financial institutions

: 4 :

have assured that the loan applications of the trainees of S&T EDP will be processed on a priority basis and approximately within a month's time the sanction letters will be issued.

3.0 Alumni Association :

During the 2nd Phase of the training programme in Ahmedabad, the participants decided to form an alumni association with the immediate objective of providing assistance to the member in implementing their projects. EDI had already conducted 2 programmes in Goa and therefore, it was suggested to these participants not to form a separate association but to merge with the already formed alumni association of EDI trained entrepreneurs. This association has been registered under Societies Act thereby indicating mutual help.

4.0 Conclusion :

The class-room sessions were over on June 28, 1984 but in order to help those who have submitted applications at various regulatory agencies and financial institutions and others in finalising the applications, EDI has decided to have a trainer in Panaji, Goa, for another 6 to 8 weeks so that better results would be achieved. Out of 26 participants (21 + 5), completed the training programme and



: 5 :

of them finalised and prepared project reports and trainees have submitted loan applications for financial assistance. The financial institutions have already sanctioned loan applications of trainees.

Discussion on Project Reports with Group II

Discussion on Project Report with Group III

Discussion with Group IV

Discussion with Group I

Discussion on Data analysis Report presentation

Discussion with Group III

Discussion with Group IV

Counselling on Projects

Excess Fee

Excess Fee

Group Discussion with Group I

Loan applications form

Final procedure for

GOA S&T EDP (3RD PHASE)ANNEXURE 1Sessions taken during 3rd Phase of training programme

Date	Time	Topic	Faculty
28.5.84	9.00 am - 11.00 a.m	Discussion of Project Report with Group I	Shri Ramesh Dave (ED) Shri Bharat Bhat
	11.00 am - 1.00 p.m	Discussion on Project Report with Group II	Shri Jagat Patel " Shri Ramesh Dave
	3.00 pm - 5.00 pm	Discussion on Project Report with Group III	Shri Bharat Bhat " Shri Jagat Patel
29.5.84	9.00 am - 11.00 a.m	Discussion with Group IV	Shri Ramesh Dave " Shri Bharat Bhat
	11.00 am - 1.00 pm	- do - Group I	Shri Jagat Patel
	3.00 pm - 4.30 pm	Discussion on Data analysis	Shri Ramesh Dave "
	4.45 pm - 6.45 pm	Report presentation	- do -
30.5.84	9.00 am - 11.00 am	Discussion with Group III	Shri Jagat Patel Shri Bharat Bhat
	11.00 am - 1.00 pm	Discussion with Group IV	Shri Ramesh Dave
	2.00 pm - 3.30 pm	Counselling on Projects	Shri V.G. Shanbhag Practising Chartered Accountant
	3.30 pm - 5.00 pm	Income Tax	Shri V.G. Shanbhag Practising Chartered Accountant
	5.15 pm - 7.00 pm	Sales Tax	Shri V.Y. Panar Advocate & Sales tax practitioner
31.5.84	9.00 am - 11.00 a.m	Group discussion with Group I	Shri Bharat Bhat Shri Ramesh Dave
	3.00 am - 5.00 pm	Loan application Form	Shri P.Y. Karnik Dev. Officer, EDI
	5.30 pm - 7.00 pm	Legal Procedure and Formalities	Shri E.V. Vaze Legal Officer, EDC

: 2 :

<u>Date</u>	<u>Time</u>	<u>Topic</u>	<u>Faculty</u>
1.6.84	9.00 am - 11.00 am	Group discussion with Group II	Shri Jagat Patel Shri Ramesh Dave
	11.00 am - 1.00 pm	Discussion with Group III	Shri Bharat Bhat Shri Jagat Patel
	2.30 pm - 5.00 pm	Loan application (MSFC)	Shri Chauhan Technical Officer
	5.15 pm - 7.00 pm	Insurance	Shri Bishwanath New India Ins. Company
2.6.84	9.00 am - 11.00 am	Discussion with Group IV	Shri Ramesh Dave Shri Bharat Bhat
	11.00 am - 1.00 pm	- do - with Group I	Shri Jagat Patel Shri Ramesh Dave
	3.30 pm - 5.00 pm	Accounts & Book keeping	Shri Vishnu Mohala Professional Accountant Panaji
	5.15 pm - 7.00 pm	- do -	- do -
3.6.84	9.00 am - 11.00 am	Discussion with Group II	Shri Bharat Bhat Shri Jagat Patel
	11.00 am - 1.00 pm	- do - with Group III	Shri Ramesh Dave
	3.00 pm - 5.30 pm	Industrial Relation	Shri Bharat Bhat, EDI
4.6.84	9.00 am - 11.00 am	Discussion with Group IV	Shri Jagat Patel Shri Ramesh Dave
	11.00 am - 1.00 pm	- do - with Group I	Shri Bharat Bhat
	3.00 pm - 5.00 pm	Financial Management	Shri R.G. Sabnis Branch Manager, SBI
	5.15 pm - 7.00 pm	- do -	- do -
5.6.84	9.00 am - 11.00 am	Discussion with Group II	Shri Ramesh Dave Shri Bharat Bhat
	11.00 am - 1.00 pm	- do - Group III	Shri Ramesh Dave Shri Jagat Patel
	3.00 pm - 5.00 pm	Assessment of Working Capital	Shri R.G. Sabnis, Branch Manager, SBI
	5.15 pm - 7.00 pm	Loan application form	- do -

: 3 :

<u>Date</u>	<u>Time</u>	<u>Topic</u>	<u>Faculty</u>
6.6.84	9.00 am - 11.00 am	Discussion with Group IV	Shri Bharat Bhat Shri Jagat Patel
	11.00 am - 1.00 pm	- do - Group V	Shri Ramesh Dave
	3.30 pm - 5.15 pm	Production Planning & Control II	Shri B.S.Hegde, MD, GABL
7.6.84	9.00 am - 11.00 am	Discussion with Group I	Shri Jagat Patel Shri Ramesh Dave
	11.00 am - 1.00 pm	- do - Group II	Shri Bhat Shri Jagat Patel
	3.30 pm - 5.00 pm	Factory Act	Shri Dhume, Sr. Inspe- ctor of Factories
	5.15 pm - 7.00 pm	Labour Law	- do -
8.6.84	9.00 am - 11.00 am	Labour Law I Discussion Group III	Shri Ramesh Dave
	11.00 am - 1.00 pm	Discussion with Group IV	Shri Bharat Bhat Shri Jagat Patel
	3.30 pm - 5.00 pm	Labour Law II	Shri Dhume
	5.15 pm - 7.00 pm	Labour Law III	- do -
9.6.84	9.00 am - 11.00 pm	Discussion with Group I	Shri Jagat Patel Shri Dave
	11.00 am - 1.00 pm	- do - Group II	Shri Bharat Bhat
		Evening - Film Show on 'Safety'	
11.6.84	9.00 am - 11.00 am	Discussion with Group III	Shri Bharat Bhat Shri Ramesh Dave
	11.00 am - 1.00 pm	- do - Group IV	Shri Jagat Patel
		Evening - Discussions with successful entrepreneurs.	
12.6.84	9.00 am - 11.00 am	Discussion with Group I	Shri Bharat Bhat Shri Jagat Patel
		Case Study Discussion	Shri Ramesh Dave Shri Bharat Bhat

: 4 :

<u>Date</u>	<u>Time</u>	<u>Topic</u>	<u>Faculty</u>
13.6.84	9.00 am - 11.00 am	Discussion with Group II	Shri Jagat Patel Shri Bhat
		Action Plan	Shri Sultan Khan EDC
14.6.84 to 30.7.84		Preparation, finanlisation, submission xxxx of Project Report, Loan Applications, SSI Registration and infra-stuructural facility	Shri Ramesh Dave Shri Bharat Bhat Shri P.Y.Karnik Shri Sultan Khan

**ENTREPRENEURSHIP DEVELOPMENT ~~INSTITUTE~~
PROGRAMME FOR (SCIENCE & TECHNOLOGISTS)**



Venue: Goa Chamber of Commerce,
Panjim.

Interview Date: 27-3-1984

Time: 4.00 P.M.

PROFILE OF CANDIDATES SELECTED FOR S&EDP AT GOA

Sr. No.	Name of the Candidate	Age in years	Educational qualifications	Experi-ence in years	Proposed product	Own invest-ment in Rs.	Remark
1	2	3	4	5	6	7	8
1.	Shri Deelip L. Tarale	23	B.Sc (Chem)	Nil	Plastic Articles	25,000/-	
2.	Shri Caetan O P. Colcao	34	Marine Engineer	8.5	Solar Panels Wind Generator	2,00,000/-	
3.	Shri Baldhino AAD Fereirs	33	M.Sc (Chem)	6 own	Vehicle body Building	40,000/- already invested.	
4.	Shri Jose Agnelo D.R.R. Menezes	26	B.Sc (Chem)	Nil 1.56	Service Centre (Radio/TV)	5,000/-	
5.	Shri Balakrishna S. Shirsat	23	B.Sc (Chem)	1.66	Steel Aluminum Furniture	30,000/-	
6.	Shri Jayant P.K Tarcar	29	B.Tech. (Bio-Chem)	1.2	Aeronatics	40,000/-	
7.	Shri Latesh R. Gajjar	31	M.Sc (Chem)	7	Ferrous Sulp- hate Ferrous Chloride etc.	50,000/-	
8.	Shri Shivram V. Govenker	32	D. Pharm	6	Nut & Bolts mfg.	20,000/-	
9.	Shri Mahesh Gaad	25	DE (Elect.)	1	Workshop Repairs	50,000/-	
10.	Dr. Suhas J. Khalap	39	B.Sc, B.Path Ph.D	6½	The Plasma	50,000/-	



1	2	3	4	5	6	7	8
11.	Shri Saturnino M. Mesquita	26	B.Sc (Chem)	4	Chemicals	40,000/-	
12.	Dr. Suresh T. Natekar	38	MD, MBBS.	6	Drugs Accessory to yiasis machine	88,000/- 1,00,000/-	
13.	Anthony Dourado	24	B.Sc (Chem)	5	Chemical Solvent & solution	2,00,000/-	
14.	Shri Ashok M. Sonnad	35	B.E. (Elect)	13½	Sales & Services of TV sets, tape recorder cassette players	55,000/-	
15.	Mr. O'Kelly R. Jose	26	B.Sc (Physics) D.A.E	NIL	Brushless Alternators	25,000/-	
16.	Mr. Prashant R. S. Neoreker	24	B.E. (Elect)	3 Month	-do-	25,000/-	
17.	Shri Agustino Antao	25	B.Sc (Phy)	-	Dairy product	60,000/-	
18.	Shri Ramesh L. Sawant	35	B.Sc (Chem)	12	Readymade Garments, Coir, Mattresses	25,000/-	
19.	Shri S.D. Jangam	26	M.Sc (Electronics)	NIL	Soldering Wires	3,000/-	
20.	Shri. Shekhor R. Borkar	26	B.E (Elect)	3 months	Aluminium Furniture	15,000/-	
21.	Mr. Matto Oswald	32	B.Sc.	8 yrs.	Synthetic detergent	50,000/-	
22.	Mr. Nikim Nitin V.	25	I.I.I. ^{ITI}	5 yrs	Engg. Workshop	5,000/-	
23.	Mr. Naik Bharat M.	23	D.I.E.	1 yr.	Industrial Timer	15,000/-	



1	2	3	4	5	6	7	8
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24.	Mr.Sinui Singbal Munguesh Q.	21	D.Pharm	2 months	Surgical Dressing	32,000/-
25.	Shri Harish L.Melvani	25	B.E.(Elect)	-	Date processing	50,000/-
26.	Shri Santosh Y.Natekar	27	B.Sc(Chem)	1½yrs.	Drugs,Tablets, Capsules	50,000/-

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GOA

Progress Report :
S&T EDP.