



EDI REPORTS

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FROM THE DIRECTOR'S DESK

Entrepreneurship in the Summer

Two new summer holiday activities are being initiated by the Institute as a part of its Annual Plan for 1993-94: one, a Summer Camp on Entrepreneurial adventures for College Youth, and the second, Research Fellowships for teachers, trainers and researchers. The Research Fellowships are being offered for the first time by the Institute to encourage entrepreneurship trainers, teachers, Ph. D. students and others to come to the EDI in summer/winter vacation, utilise library facilities, documentation centre and other well developed infrastructure so as to document experiences or develop research papers or conceptualise doctorate research projects or complete work already initiated. The Fellowships will meet the cost of to and fro travel, board and lodging expenses on the campus and utilisation of the Institute's infrastructure.

The Fellowships are of short duration, say up to three months, but will provide an opportunity for those active or interested in entrepreneurial research to fruitfully utilise their vacation and in the process contribute towards generating new knowledge and insight into the entrepreneurial field. These Fellowships will be decided on the basis of the theme, the expected output etc. The terms and conditions have been kept flexible. We hope this summer initiative of the Institute would make a number of trainees and teachers write about their experiences, analyse their grassroot performance and even new horizons- something which many trainers and teachers have not been able to do.

Nothing can be more relevant as well as satisfying than contributing towards developing a spirit of enterprise and achievement among the young. If last year's Camp is any indication, the youth is eager, ripe and anxious to be guided and motivated to acquire new knowledge, new insight and a new confidence for the future.

The Summer Camp for Youth is not an entirely new activity since the first experimental camp was held last year. It was a tremendous success and hence the Institute has decided to offer this as an annual core activity. Initially limited to junior colleges and college-going students, it provides an exciting opportunity for them to spend 10 to 12 days of their otherwise idle summer vacation in exploring the charms of being self-employed, being independent in business as well as learning about becoming achievers in whatever they do in life. A rare opportunity of meeting high achievers from various walks of life, simulation and other exercises and a variety of camp-type activities to influence the vision as well as life goals of the young generation. Here is an activity which all IEDs/CEDs and entrepreneurship education institutions can take up for the local youth. Nothing can be more relevant as well as satisfying than contributing towards developing a spirit of enterprise and achievement among the young. If last year's Camp is any indication, the youth is eager, ripe and anxious to be guided and motivated to acquire new knowledge, new insight and a new confidence for the future. The parents are equally eager to send their wards for such a life-building exposure and they are willing to pay for it.

The Summer on the EDI Campus promises to be exciting despite the heat!

- Dr. V. G. Patel

UNIDO PROGRAMME AT EDI

Need for integrated project appraisal stressed

The Entrepreneurship Development Institute of India, Ahmedabad, conducted a 25-day international training programme on 'Industrial Project Preparation and Appraisal' on the campus from February 2 to 26 last. The programme was sponsored by the United Nations Industrial Development

risk factors, and, therefore, they should be evaluated in a positive perspective to strengthen project management itself.

Mr. Jhaveri suggested that data banks should be developed for an integrated and proper appraisal and the institutions concerned should not discharge the responsibility on

he added.

Mr. Norris pointed out that the programme has also developed a number of tools for bringing project sponsors into direct contact with foreign partners for which investment project promotion forums are organised in developing countries.



Mr. N. J. Jhaveri, Joint Managing Director, Industrial Credit and Investment Corporation of India (ICICI), delivering his inaugural address at the UNIDO Programme on 'Industrial Project Preparation and Appraisal' at the EDI in Ahmedabad on February 2, 1993. Looking on are (from left): Mr. Robert Norris, of the Industrial Investment Division, UNIDO, Vienna, Dr. V. G. Patel, Director, EDI, and Prof. B. P. Murali, EDI.

Development Organisation (UNIDO) in cooperation with the Governments of India and the Netherlands.

Altogether 24 participants from 15 countries, including India, attended the programme, which was inaugurated by the Joint Managing Director of the Industrial Credit and Investment Corporation of India (ICICI), Mr. N. J. Jhaveri.

The participants-8 of them women-represented Bhutan, Ghana, Kenya, Malawi, Malaysia, Mauritius, Nepal, Nigeria, Pakistan, the Philippines, Swaziland, Thailand, Vietnam and Zambia, besides India. Mr. Robert Norris, of the Industrial Investment Division of UNIDO, Vienna, attended the inauguration.

In his inaugural address, Mr. Jhaveri underlined the need for integrated project appraisal in the changing economic scenario and urged the support system also to take the entrepreneur into consideration in course of studying the viability of a project. "The success of a venture eventually depends on the man behind the project", he added. The industrial support system should not view the risks involved in a project as negative factors. All projects have

a piecemeal basis but should take a comprehensive view of the task. The data coupled with experience in dealing with entrepreneurs will help develop a proper perspective for project appraisal, he added.

Mr. Norris, outlining the objectives of the Industrial Investment Division of UNIDO and its Investment Promotion Services (IPS) network, said that the Division has so far sponsored investment projects worth \$900 million in developing countries. It has thus mobilised financial, technical, managerial and other resources required for implementation of such projects within the framework of their own policies and priorities.

The programme on 'Industrial Project Preparation and Appraisal' lays stress on identification, formulation and promotion of investment projects for which potential local sponsors seek inputs from foreign partners. The Division has set up nine Investment Promotion Services to identify such foreign partners to sponsor investment projects in developing countries and, in countries where there is yet no IPS, it maintains a data base of information at the UNIDO headquarters,

He commended the EDI on its "excellent facilities" and said the training programme on 'Industrial Project Preparation and Appraisal' was an integral part of the industrial investment programme of the Industrial Investment Division, UNIDO.

The EDI Director, Dr. V. G. Patel, pointed out that the EDI faculty has had the experience of working in

almost all the 15 countries represented by participants in the UNIDO programme. He said the participants represented a cross-section of organisations and departments of their countries. Over the past 10 years, the EDI has established a global network for creating entrepreneurs and the presence of Mr. Norris indicated the importance attached by UNIDO to the programme, Dr. Patel added.

VALEDICTORY FUNCTION

Mr. Indravadan A. Modi, the noted industrialist and Managing Director, Cadila Laboratories, Ahmedabad, addressed the valedictory function of the programme as the chief guest on February 26. He called upon the participants to understand the growing need for industrial project preparation and appraisal and the important role they were expected to play in the industrialisation process of their countries. He said the participants were in a key position from where they could make or mar a project. As part of the support system in their respective countries they had, therefore, a great role in proper appraisal of a project.

(Continued on Page 3 Col. 2)

Women in Entrepreneurship Trend found encouraging

A two-day National Workshop on 'Promoting Women in Entrepreneurship: Trainers, Researchers and Entrepreneurs Meet', which concluded at the Entrepreneurship Development Institute of India on March 17, decided to lay greater stress on research in the field and share the findings and experiences among the various institutions conducting EDPs in the country.

The Director of the institute, Dr. V. G. Patel, said that research in women entrepreneurship carried out so far indicated an encouraging trend and proved that in many areas women entrepreneurs could emerge as more successful than men. While market did not distinguish between men and women, society at large should view women entrepreneurs as entrepreneurs and not as women. He said the potential for more women entering business was very high.

Underlining the fact that the economic scenario is going to change, Dr. Patel said first-generation entrepreneurs now faced threats from the new economic policy. Entrepreneurs must remain awake and realise the implications of liberalisation and globalisation. In the new set-up, the focus of training will have to shift to new skills, new enterprises and new strategies.

He said that one often hears the criticism that banks as part of the support system are prejudiced against women entrepreneurs. Their attitude can be changed by documenting and publicising the cases of the successful women entrepreneurs and bringing out relevant facts.

Ms. Madhura Chatrapathy, President of the Association of Women Entrepreneurs of Karnataka, in her keynote address suggested a review of the Entrepreneurship Development Programmes.

The two-day meet aimed at providing a platform to all concerned with women entrepreneurship and identifying the emerging needs for research in the field.

Altogether 34 participants, including 23 women, from Gujarat, Maharashtra, Karnataka, Tamil Nadu, Kerala, Assam, Bihar and Delhi attended the meet.

The objectives of the meet were to share, discuss, and to devise future strategies for planned intervention required for developing women entrepreneurs.

Twelve papers on various related themes were presented in the meet and group discussions on key aspects were held.

The meet concluded, among other things, that NGOs should play an important role in creating awareness and identifying areawise opportunities at the rural level, while in urban areas, it was essential to

inculcate awareness of an entrepreneurial career in the education system. Care should be taken in conscious selection of participants for EDPs and a cadre of business counsellors should be created. There should be co-ordination among women entrepreneurs, as-

sociations and they should provide counselling support and take up women issues. In the areas of support a clearing house of information on marketing, training & technology should be created. The support system's approach should be more positive.

National award for EDI Faculty

Mr. Raman Jaggi, an Associate Faculty at the Entrepreneurship Development Institute of India, Ahmedabad, was honoured with the National Best Science-Tech. Trainer Motivator Award for 1992 in New Delhi last January. The

award, comprising a trophy, a certificate and Rs. 25,000/-, was conferred on him by the National Science and Technology Entrepreneurship Development Board under the Department of Science and Technology, Government of India, for his "outstanding achievements in getting new ventures launched".



Mr. Raman Jaggi Associate Faculty, EDI, receiving the National Best Science-Tech. Trainer-Motivator Award from Mr. Hiten Bhaya, Chairman, NSTEDB, Dept. of Science & Technology, Govt. of India, at a function in New Delhi on January 18, 1993.

award, comprising a trophy, a certificate and Rs. 25,000/-, was conferred on him by the National Science and Technology Entrepreneurship Development Board under the Department of Science and Technology, Government of India, for his "outstanding achievements in getting new ventures launched".

Mr. Jaggi, a science graduate with post-graduate qualification in ru-

programmes has been rated as "very high".

The NSTEDB award committee recognised Mr. Jaggi's role "as a successful change agent and his total commitment to the cause of promotion of science-tech. entrepreneurs". It also appreciated his consistent efforts in following up on the candidates and providing them with requisite assistance. As the committee put it, Mr. Jaggi has

The EDI organised a non-residential training programme on the campus from February 15 to 25, 1993 to develop marketing entrepreneurs to help SSI product sales. This was the first programme of its kind, conducted by the EDI and, perhaps, the first by any institution in this area. The chief merit of the

not only brought about attitudinal changes in raw trainees at his EDPs but also sensitised officials of the support system.

Mr. Hiten Bhaya, Chairman, NSTEDB, presented the award to Mr. Jaggi.

Mr. Jaggi thanked the NSTEDB for the award, and expressed his gratitude to his trainees as "it is their success which has brought me this honour". Recalling his experiences in conducting EDPs for science and technology target groups, he said it has not been a smooth sailing in certain regions, where the local population is almost reluctant to take up an entrepreneurial career. In such cases, it required tremendous efforts to motivate them to join EDPs and then to persuade the institutions into providing necessary support to these potential entrepreneurs. "But overall it has indeed been a rewarding experience", he added.

The award-giving ceremony was widely covered by the regional and national press as well as by the electronic media.

ENTREPRENEURSHIP AT THE GRASSROOTS

The EDI as a national resource organisation has been trying to share its ideas and actions to promote micro-enterprise development among the unemployed and underemployed rural youth, including women. Its experience in promoting Entrepreneurship among the rural poor indicated that the participation of the voluntary sector is necessary if the activity is to be taken to the grassroots all over the country.

To this effect, the EDI has been organising training programmes for extension officers of voluntary organisations who in turn have been organising micro-enterprise development programmes for the rural poor since 1990. To continue the process this year, the EDI approached various organisations to provide funding support for a Trainers' Training Programme in 1993.

The RGVN, SIDBI, IDBI and NABARD jointly sponsored a 4-week training of trainers programme for NGOs. The EDI had contacted various voluntary organisations, including those which are implementing REDPs sponsored by SIDBI. The EDI conducted the programme on its campus from January 4 to 20 last. The training was attended by 25 extension officers from 23 VOs and 1 officer from TCO and KVIC representing 11 states as far as Manipur and as near as Gujarat. While the RGVN nominated 11 participants for the course, NABARD nominated 3. The remaining VOs were identified and selected by the EDI. During the 4-week programme, the participants were exposed to important micro-enterprise principles and practices, besides equipping them with nec-

essary knowledge and skills to perform various promotional, organisational, motivational, managerial and counselling tasks.

At the valedictory function of this four-week ATC, Mr. P. S. Subramaniam, Dy. General Manager, NABARD, was the chief guest and it was presided over by Dr. V. G. Patel, Director, EDI. It was a participatory learning exposure and helped in establishing a long-term linkage among the RGVN, NABARD, SIDBI, and IDBI, the Voluntary Sector and the EDI. The EDI looks forward to achieving the goal of self-employment and sustainable micro-enterprise development through RED intervention in which voluntary agencies and agencies like RGVN, NABARD, SIDBI, IDBI, and the EDI will have to play a vital role.

Training Programme for Marketing Entrepreneurs

programme was that it aimed at practising professionals - a segment which is likely to be the major focus in the 1990s.

Altogether 25 persons registered for the programme and, to ensure that the participants appreciated the ground realities in floating marketing enterprises, several successful marketing entrepreneurs were invited to deliver key inputs. Care was also taken to see that there was active participation of the group thereby enriching the inputs. The programme concentrated on three areas, viz. (1) entrepreneurship and entrepreneurial competencies, (2) organisation of marketing enterprise, (3) interaction with successful marketing enterprises.

The feedback received at the end of the programme was encouraging which indicated that there is a vast segment of professionals who, if properly approached and trained, would develop into excellent entrepreneurs in the service sector.

As the programme coordinator, Mr. Ranga Kota, later put it, "Good marketing enterprises revolve around good entrepreneurs who not only have marketing skills but also are rich in entrepreneurial abilities. The programme was conceived and offered to develop entrepreneurial skills among such marketing professionals."

SECOND SUMMER CAMP ON ENTREPRENEURIAL ADVENTURES (For College Youth) JUNE 7-17, 1993

If you are a Higher Secondary or college student, utilise your summer holidays and learn how to become an 'Achiever'. Explore yourself and test your prospects of becoming entrepreneurial in any field.

Camp Titbits:

A set of scientific instruments to assess and build your potential to be enterprising, challenge seeking in your career; knowing how others have done it through a variety of indoor and outdoor activities at the camp; quizzes, puzzles, competitions. Visit successful institutions/enterprises and meet high achievers.

Excited?

If yes, act before May 20, 1993. Admission to the camp is restricted to first 35 youths. Send bio-data and a demand draft of Rs. 4,000/- in favour of EDI for camp fee and board & lodging at the Award winning campus near Ahmedabad.

For details, contact:

Dr. Gautam Raj Jain

Camp Leader,

Entrepreneurship Development Institute of India, Ahmedabad.

(Near Village Bhat), P.O.

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Gram: ENDIND/Ahmedabad

FTC Programme for developing countries

The Entrepreneurship Development Institute of India, Ahmedabad, hosted an international training programme for Entrepreneur Trainer-Motivators - the fourth in the series sponsored by the Commonwealth Fund for Technical Cooperation, London - during November 9 - December 18, 1992.

The objective of the programme was to train the participants in initiating, planning and implementing development activities. The programme was evolved keeping in view the special needs of developing countries, where the availability of trained and competent manpower is limited.

Altogether 23 participants from 14 Commonwealth member countries attended the programme, representing industrial development corporations, small and cottage industries corporations, development banks, ministries of industry and commerce, employment and social affairs, departments of technical education, small enterprise corporations, etc.

The 14 countries were: Ghana, Kenya, Mauritius, Nigeria, Swaziland, Tanzania, Uganda, Zambia, Zimbabwe, Bangladesh, Cyprus, Jamaica, Seychelles and Trinidad & Tobago.

The Commonwealth Fund for Technical Cooperation (CFTC), under 'Commonwealth Industrial Training and Experience Programme (CITEP)', had approved of the EDI's proposal for organising an Entrepreneurship Trainer-Motivators Programme and agreed to provide fellowships so that the maximum number of countries could benefit from the programme.

Many participants expressed their desire for inclusion of the new Focussed Behavioral Event Interview (FBEI) technique for selecting potential entrepreneurs.

of the Entrepreneurship Development Institute of India, Ahmedabad, has been entrusted with an ILO-UN assignment in Cambodia since January-end as an expert in business opportunity identification and project feasibility. During his four month-long assignment, he will train select trainers in Cambodia in identifying business opportunities, mostly in the small-scale sector based on local resources, skills, needs and demands for various products in

In quest of peace and prosperity in Cambodia

the war-ravaged country.

Mr. Patel (45) had visited Cambodia on an ILO assignment last June as a member of an EDI team to assess training needs for entrepreneurship development there. Based on this successful mission, the ILO had assigned to the EDI a training programme in Cambo-

dia later last year as part of a UN peace mission project. He had visited several countries on earlier assignments from UNIDO, the ILO, the World Bank, the Commonwealth Fund for Technical Cooperation, etc.

LOCAL RESOURCES

Mr. Patel, who was back in India on a brief visit early March, said that business opportunity identification has been initiated in three provinces in Cambodia-Kompong Cham, Siem Reap and Pnom Penh where the International Labour Organisation has been setting up local economic development agencies. He has already designed the framework and strategy for a survey of business opportunity identification in the three provinces. The survey is being carried out with the help of EDI-trained Small Enterprise Promotion Officers working in different parts of Cambodia.

Mr. Patel said several local resources can be exploited for development of business opportunities for small and micro enterprises there. The agro-climatic conditions in Kompong Cham, for instance, are very favourable to cultivation of citronella grass and mushroom. As the ILO and local economic development agencies encourage agriculture and related activities, financial assistance for growing these products is being considered.

SCOPE FOR INDIANS

Mr. Patel said, businessmen from India too have vast opportunities in Cambodia for investment in the areas like construction, pharmaceutical formulations, vegetable oil mill, pulp and paper plant, plastic processing, soaps and detergents, etc. There is also good scope to render technical and commercial consultancy in Cambodia by Indian professionals in various fields, he added.

'Industrial Project Preparation and Appraisal'

Contd. from Page 1

He shared his own long experience as an entrepreneur to alert the participants against the many pitfalls in the process of project preparation and appraisal.

The Director, EDI said that this was the fourth programme on Industrial Project Preparation and Appraisal and, based on the feedback from the participants, the curriculum for the programme was being improved.

Earlier, the Course Director, Prof. B.P. Murali, expressed satisfaction that the participants by and large had found the programme useful.

Mr. Modi gave away the certificates to the participants.

FIRST PROGRAMME

The first UNIDO Programme for 1992-93 on 'Industrial Project Preparation and Appraisal' - and the third in the series - was completed on the EDI campus during September 28-October 23, 1992. Altogether 25 participants from 15 developing countries attended the programme. The countries were: Ethiopia, Vietnam, Guinea, Tonga, Ghana, Western Samoa, China, the Philippines, the Coast Islands, Thailand, Kenya, Zambia and Uganda, besides India.

A special component on environmental impact and assessment was introduced in this programme on the request of the Government of the Netherlands. Emphasis was given also to the selection of women participants in response to guidelines incorporated in the project document.

Two international experts, Mr. Hulsher and Mr. Pigon, were associated with the UNIDO programme, besides eminent guest faculty and industrialists from Ahmedabad. Visits to Core Parenterals Hytansu Magnetics and to the GIIC, IndexTb-Ahmedabad, the IDBI and the ICICI, Bombay, were organised as part of the programme.

TEACHING AIDS

Meanwhile, UNIDO has provided for convertible currency worth US \$9,000 in its total budget for the programme to purchase capital equipment. Accordingly, the EDI has received two TV sets, and cordless microphone system, video cassette player and recorder, two computers of 486 series with one printer and overhead projector. These equipment will be useful in strengthening the training facilities at the EDI.



Mr. Indravadan A. Modi (centre), the noted industrialist and Managing Director, Cadila Laboratories, Ahmedabad, attended the valedictory function of the UNIDO-sponsored programme on 'Industrial Project Preparation and Appraisal' at the EDI on February 26, 1993. On his either side are: Dr. V. G. Patel (right), Director, EDI and Prof. B.P. Murali, Course Director.

Advance Course on Business Opportunity Identification

for EDP trainers, technical, development and project officers, consultants, bankers.

JULY 13 - 17, 1993

What It Covers: Methodology to identify viable business opportunities, generation of business ideas, sources of information, business opportunity guidance.

Programme Fee: Rs. 3,500/- per participant on residential basis.

Last Date for Registration: 25th June, 1993.

For further details, contact EDII, Ahmedabad.

Documentary film on REDP Experiment

The EDI will soon complete a 40-minute documentary film on its Rural Entrepreneurship Development Experiment. The film proposes to show that (i) entrepreneurship can be developed among semi-literate poor youth; (ii) the strategy can be replicated all over the country; and (iii) voluntary organisations can play a very constructive role in spreading the rural entrepreneurship movements.

The shooting for the film was carried out in three areas: Bommanahalli in Andhra Pradesh, (ii) Bagdal in Bidar District, Karnataka, and (iii) Ikaua in Bahraich district, Uttar Pradesh, besides at the EDI.

Rural small business projects for Nagaland

Two members of the EDI faculty recently visited Nagaland to provide marketing assistance to trainees under the 'Nagaland Rural Small Business Project' programme who would like to select projects in the areas of handloom, handicrafts, agricultural, piggery, nursery and manufacturing machineries. An extensive study by them revealed that products yielded by these projects

SNIPPETS

could expect an excellent market demand not only at Dimapur in Nagaland but also at Guwahati, Shillong, Siliguri and Calcutta, provided the participants in the programme would keep their project costs low and maintain competitive prices for their products.

Tribal entrepreneurs to get funds

The EDI trained 30 entrepreneurs belonging to the scheduled tribes from Tripura during the middle of last year and extended follow-up support till December-end. The EDI's efforts led to 14 entrepreneurs getting in-principle sanction of funds from the state finance corporation. The projects selected by the entrepreneurs are in a range of Rs. 1 lakh to Rs. 10 lakhs worth of investment and the total project outlay involved Rs. 47 lakhs with Rs. 26.28 lakhs term loan from the NSFDC. The training programme will generate employment for over 100 persons in the backward areas of Tripura.

The Tripura government had assigned to the EDI the task of preparing detailed project profiles on various small-scale projects for

the benefit of existing as well as potential entrepreneurs. The EDI has since completed three volumes containing 458 detailed projects involving an investment outlay of Rs. 208 lakhs and submitted them to the department of tribal welfare, Government of Tripura.

Rural Entrepreneurship Institute proposed

The EDI has been approached for preparation of a blueprint for a national-level institute for training of rural entrepreneurs at Nasik by converting the Rural Technology Institute there. The KVIC has sanctioned Rs. 1 lakh as consultancy fee for the purpose.

GUJCOST

In Gujarat, science and technology colleges and universities have neither entrepreneurship development cells nor science and technology entrepreneur parks (STEPs). There is a dire need for preparing young engineering/technical graduates to take up self-employment opportunities as an alternative to job-seeking. The Gujarat Council for Science and Technology (GUJCOST) has, therefore, approached the EDI to organise an FDP in entrepreneurship for 40 teachers in two batches. The programme may be scheduled in June 1993.

Training Programme on Project Report Preparation

for EDP trainers, technical, development and project officers, consultants, bankers.

July 19 - 23, 1993

What It Covers: Assessment of market, technical and financial viability of the project, preparation of project report, presentation to financial institutions, computer aided assessment of project feasibility.

Programme Fee: Rs.: 3,500/- per participant on residential basis.

Last Date for Registration: 25th June, 1993.

For further details, contact EDII, Ahmedabad.

EDI library - a veritable treasure-house

Developments in the collection, storage, processing and dissemination of related information require well-established formal facilities to satisfy the needs of users. The EDI is supported by a beautiful library in a separate building on the campus and has a capacity to stack 50,000 books and facilities for accommodating 35 members. The library is also equipped with audio-video cassettes, reprographic facilities and computer to process and retrieve the information speedily.

User Community:

The library caters to faculty members, entrepreneur trainers, EDI training programme participants, existing entrepreneurs, students, researchers, international organisations, visiting faculty members and other libraries at the national level. The library also receives inquiries from state level institutions, universities, NGOs, etc.

Books:

The books at the EDI library cover various subjects related to entrepreneurship promotion and research viz., Psychology, Sociology, Economics, Entrepreneurship, Banking, Small-Scale Industries, Rural Industries, Commerce, Management, Financial Management, HRD, Training, Marketing, Project Preparation, Project Appraisal, Technology, etc. Materials on training and entrepreneurship have been procured also from the Economic Development Institute, Commonwealth Secretariat, Durham University, Small Business Administration, Interna-

tional Labour Organisation and other international organisations.

Periodicals and Newsletters:

In 1992, 90 periodicals were subscribed. These included most of the core periodicals on entrepreneurship published in India and abroad. Emphasis was laid on business, entrepreneurship, product related journals, training aspects and secondary sources which provide data.

Newsletters published by EDP organisations being one of the most important sources of information, they are maintained systematically at the EDI library. Similarly, many international newsletters are maintained.

Clipping Service:

Thirteen newspapers are subscribed on a regular basis and thirtytwo files are maintained subject wise at the library. This helps the users in keeping trace of the latest development taking place in different subjects.

Product Information:

Product profiles and reports are available at the library for users. They are procured from the SISI, TCOs, DCSSI, SIRI, EFY, UNIDO, ILO, etc. Some of the profiles are also prepared by the EDI for African countries and for some Indian states.

Exchange of Information:

The EDI library has established an exchange system with the Durham University Business School, Scottish Enterprise Foundation, University of Cambridge, Babson College, etc. The library has benefited much by acquiring information on an exchange basis with other institutions

engaged in entrepreneurship and small business training.

Reference Service:

The library provides reference services to its clientele and regularly buys new reference tools and updates on old tools. In the reference section, trade and industrial directories, encyclopaedia, annual reports of ED organisations, maps, atlas, dictionary are available.

Computerization:

The computerization of the following activities is going on:

1) Periodical Indexing:

Articles on Entrepreneurship, Training, Small Business, etc. are computerized from the journals subscribed by the library. CDS/ISIS package developed by UNESCO is used for the same.

2) Product Information Bank:

Product Information Bank is being maintained in the library to help trainers, participants, local entrepreneurs and others. Various sources such as journals, newspapers, profiles, reports, etc. are used for compiling this data bank.

3) Inventory Records:

Accessions registers/stock registers have been computerised. This has been done with the help of dBase III Plus which helps in bringing out regularly the accession list in the library.

Publications:

1) Entrepreneurship Newspaper Clippings Yearbook:

2) Information Bulletin on Entrepreneurship:

Faculty Development Programme

The Entrepreneurship Development Institute of India, Ahmedabad, offered a second Faculty Development Programme for Teachers of engineering and science colleges as well as polytechnics from December 23, 1992 to January 18, 1993. The main objective of the programme was to train existing faculty members of science and technology institutions in effectively initiating and implementing Entrepreneurship Development Programmes, Entrepre-

neurship Awareness Programmes and introducing entrepreneurship as a subject in the regular curriculum of their institutions.

Altogether 22 participants from different parts of the country attended the programme.

The programme was well received and for each module of the programme the feedback rating of the participants ranged from 75% to 91% and the overall rating was 82%.

EDI PUBLICATIONS & AUDIO-VISUALS

EDI Reports

EDI publishes a quarterly bulletin, EDI Reports, covering activities undertaken by the Institute. (Free circulation on demand)

Publications	Rs. (US\$)
1. Entrepreneurship Development Programme in India & Its Relevance to Developing Countries. -V.G. Patel	130/- (25)
2. Developing New Entrepreneurs.	200/- (40)
3. Self-Made Impact-Making Entrepreneurs. -Gautam R. Jain & Akbar Ansari.	250/- (45)
4. National Directory of Entrepreneur Trainer-Motivators(1989).	80/-
5. Entrepreneurship Bibliography.	55/- (11)
6. Strategy of Success in Business & Industry (Hindi) -V.G. Patel.	50/-
7. A Manual on How to Prepare A Project Report -J.B. Patel & D.G. Allampalli.	100/- (15)
8. In Search of Identity-The Women Entrepreneurs of India. -Ajit Kanitkar & Nalinee Contractor.	160/- (15)
9. The Seven Crises & Business Strategy for Survival & Growth -V.G. Patel.	(In Print)

Journal

The Journal of Entrepreneurship (biannual - single copy) 70/-

Papers

1. Potential of Ex-servicemen for Entrepreneurship: A study -Gautam R. Jain, 1989	48/- (4)
2. Course for Entrepreneurial Succession in Family Business; A Feasibility Study -Gautam R. Jain, 1989	43/- (3)
3. The Missionaries- A Study of Entrepreneur Trainer Motivators in India -Dinesh Awasthi, 1989	72/- (6)
4. Proceedings of National Workshop on Developing Research Agenda on Entrepreneurship -Gautam R. Jain & Dinesh Awasthi, 1989.	81/- (7)
5. Institution Building for Entrepreneurship Development -Lessons from India -V. G. Patel	-
6. Approaches to Entrepreneurship Development -A Trend Analysis -D. N. Awasthi	-
7. EDI's Entrepreneurship Development Programmes For New Enterprise Creation. -A Case Study. -V. G. Patel & D. N. Awasthi	-
8. Agenda For Change -Entrepreneurship Education in Management Schools.	75/- (6)

Video Cassettes

1. Five Success Stories of First Generation Entrepreneurs	1,000/- (100)
2. Assessing Entrepreneurial Competencies	1,000/- (100)
3. Business Opportunity Selection and Guidance	750/- (75)
4. Problem Solving -An Entrepreneurial Skill	750/- (75)
5. Starting Crisis in Business	250/- (20)
6. Cash Crisis in Business	250/- (20)
7. Delegation Crisis in Business	250/- (20)
8. Leadership Crisis in Business	250/- (20)
9. Financial Crisis in Business	250/- (20)
10. Prosperity Crisis in Business	250/- (20)
11. Management Succession Crisis in Business	250/- (20)
12. Planning for Competition & Growth	250/- (20)

Special offer:

The EDI will bear packing & postage on order for all eight cassettes from Nos. 5 to 12.

Kit

1. Achievement Motivation Training (AMT) Kit.	700- (56)
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Clippings

1. Entrepreneurship Newspaper Clippings Yearbook. 1989.	120/- (10)
2. Entrepreneurship Newspaper Clippings Yearbook. 1990.	185/- (15)
3. Entrepreneurship Newspaper Clippings Yearbook. 1991.	185/- (15)
4. Entrepreneurship Newspaper Clippings Yearbook. 1992.	185/- (15)

Note: All prices exclude postage & packing.

10% discount is allowed to all training/educational institutions, government organisations and libraries on all above publications, audio-visuals.

CONFERENCES AND COURSES ABROAD

Finance for Microenterprise: (June 13 - July 9, 1993)

By sharing experiences of providing credit for the smallest economic activities at a sustainable level, participants should help increase the flow of credit and finance to the poor. The course covers the origin, development and operation of traditional savings and credit systems.

Information: Jenny Wheeley/Jackie Bilton, Course Administrators, Enterprise Development Centre, Cranfield School of Management, Cranfield, Bedford MK43 OAL, UK.

The 38th International Council for Small Business World Conference (June 20-23, 1993)

The conference will be held in Las Vegas, Nevada, USA, on the theme of 'Free Trade: A Good Bet for Small Business?'

Information: ICSB 38th World Conference, Division of Professional and Continuing Education, Miners Hall, Suite 108, University of Texas at El Paso, Texas 79968-0602, USA.

The 39th World Conference of the International Council for Small Business (June 27-29, 1993)

The conference will be held in Strasbourg, France.

Information: The Organizing Secretariat, ICSB 39th Conference, Congress Louis Pasteur, 19 rue du Marechal Lefebvre, F67100

Strasbourg, France.

Managing Enterprise Development (July 11 - August 13, 1993)

How can managers of small-scale enterprise programmes improve their effectiveness? Likely course topics include: the role of enterprise, reviewing programmes and policies, managing change, organizations and people, monitoring and evaluation.

Information: Jenny Wheeley/Jackie Bilton, Course Administrators, Enterprise Development Centre, Cranfield School of Management, Cranfield, Bedford MK43 OAL, UK.

Fourth ENDEC World Conference on Entrepreneurship (July 15-17, 1993)

The conference theme is Dynamic Entrepreneurship. The conference programme will include papers, round-table discussions, keynote speakers, and special-events for participants.

Information: Mr. Wee-Liang Tan, Chairman, ENDEC Conference Organising Committee, School of Accountancy & Business, Nanyang Technological University, Nanyang Avenue, Singapore 2263.

Conference on the Development and Strategies of SMEs in the 1990s (August 26 - 28, 1993)

Organized by the Helsinki School of Economics and Business Stud-

ies, the Small Business Centre of Mikkeli, and the Confederation of Finnish Entrepreneurs.

Information: Secretary of Conference, Markku Virtanen, Small Business Centre, Puistokatu 1, FF-51000, Mikkeli, Finland.

The 20th International Small Business Congress (September 19 - 22, 1993)

The conference will be held at Interlaken, Switzerland, on the theme of 'Small and Medium-sized Enterprises on Their Way Into the Next Century'.

Information: ISBC 1993, Swiss Research Institute of Small Business and Entrepreneurship, Kirchlistrasse 44, CH-9010 St. Gallen, Switzerland.

Entrepreneurship and Small Business Management:

A network of European universities is offering a half year Ph. D. course in Entrepreneurship and Small Business Management. The programme offers an opportunity to study:

- * Entrepreneurship and Enterprise Formation;
- * Small Business Management and Development;
- * SME and macroeconomics.

Information: Dr. Mette Monsted, Centre for Innovation and Entrepreneurship, Copenhagen Business School, Nansensgade 19, DK - 1366 Copenhagen K Denmark.