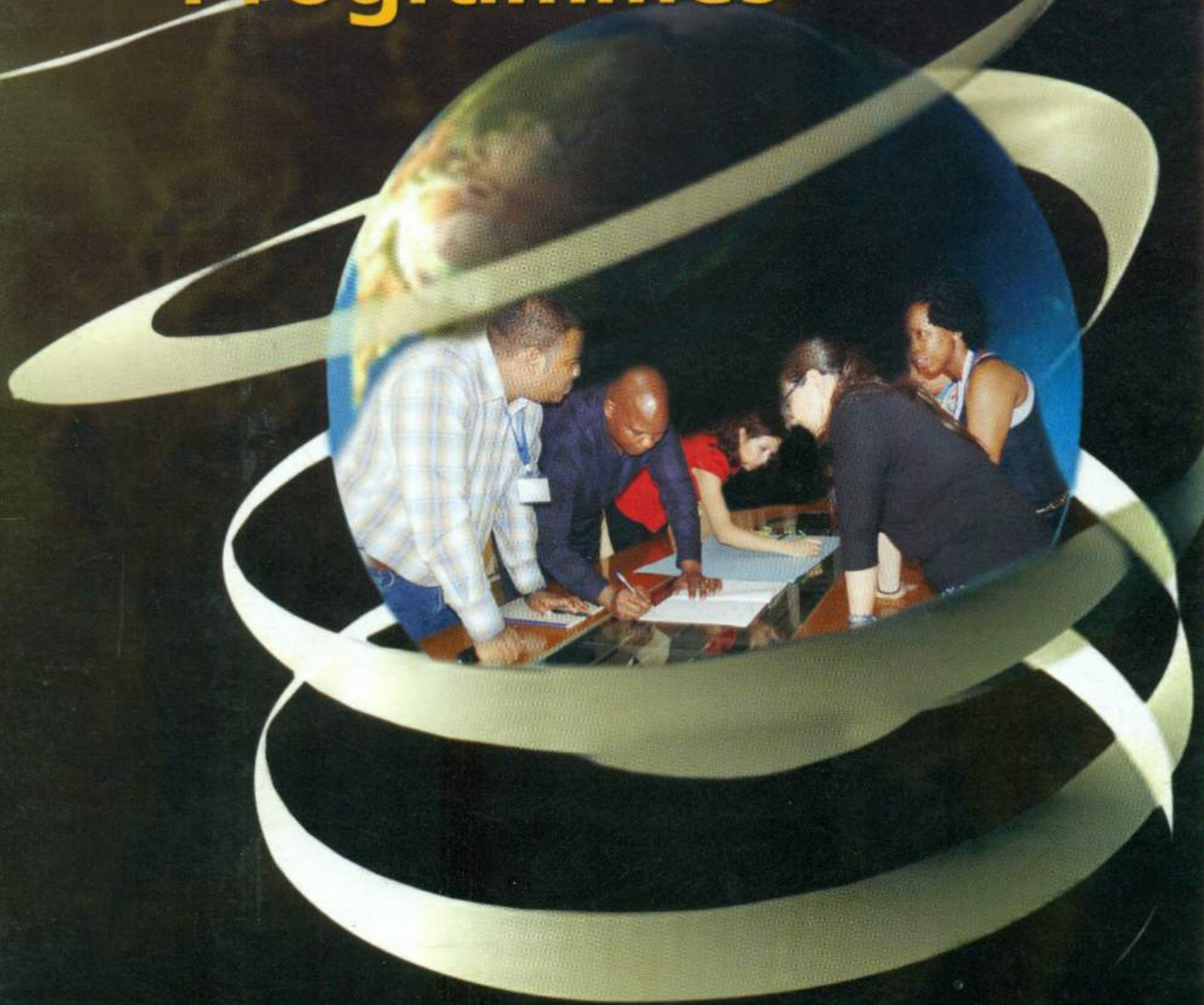


EDII's

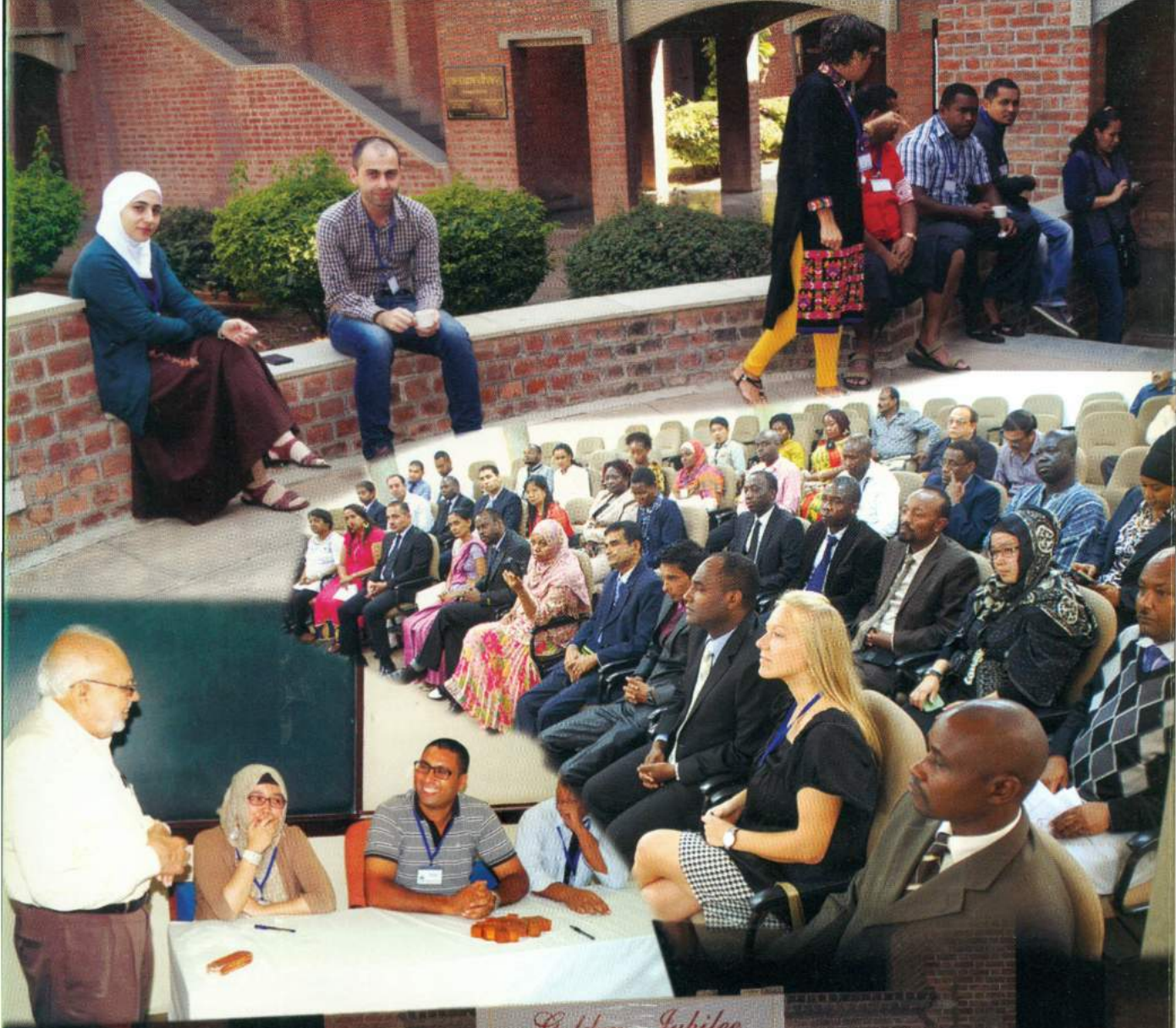
# International 2016-17 Programmes



Organised by  
**Entrepreneurship  
Development  
Institute of India**  
Ahmedabad, Gujarat, India



Sponsored By  
**Ministry of External Affairs  
Government of India**  
Under  
**ITEC / SCAAP Programme**



# EDII's International 2016-17 Programmes

Programmes	Period
• Two-year Post Graduate Diploma in Management-Business Entrepreneurship (PGDM-BE)	15/07/2016 – 30/04/2018
• Empowering Women through Entrepreneurship Development	08/08/2016 – 16/09/2016
• Industrial, Infrastructure and Sustainable Project Preparation & Appraisal	08/08/2016 – 16/09/2016
• Entrepreneurship & Small Business Promotion	26/09/2016 – 04/11/2016
• Capital Markets & Investment Banking	26/09/2016 – 04/11/2016
• Informal Sector Enterprise, Entrepreneurship & Local Economic Development	26/09/2016 – 04/11/2016
• SME Banking & Financial Services	14/11/2016 – 22/12/2016
• Agri-Entrepreneurship & Supply Chain Management	14/11/2016 – 22/12/2016
• Entrepreneurial Management	14/11/2016 – 22/12/2016
• Business Research Methodology & Data Analysis	09/01/2017 – 03/03/2017
• Promoting Innovations & Entrepreneurship through Incubation	09/01/2017 – 17/02/2017
• Cluster Development Executives (CDEs) Programme	09/01/2017 – 17/02/2017
• Sustainable Livelihoods & Mainstreaming with Market	27/02/2017 – 07/04/2017
• Entrepreneurship Education to Strengthen Emerging Economies	27/02/2017 – 07/04/2017

## Venue and Accommodation

## Fellowship Support

## General Guidelines

## About ITEC

## List of Countries under ITEC & SCAAP

## About the Institute

# Post Graduate Diploma in Management – Business Entrepreneurship (Equivalent to MBA)

July 15, 2016 – April 30, 2018

Duration – 2 Years (Full Time)

## RATIONALE:

Entrepreneurship is the key driver of world economy. It leads to wealth as well as job creation. Entrepreneurial individuals give rise to SMEs; exceptional entrepreneurial orientation of individuals gives rise to thriving business houses. The proposed Post Graduate Diploma in Management– Business Entrepreneurship (PGDM-BE) programme is aimed at fostering a robust entrepreneurial culture that will inspire students to build businesses worldwide and also empower them to thereby create economic and social values. Presence of certain unique skills permeates an entrepreneur to create a distinctive business world. And some of these skills can be acquired through training and education. Similarly, a successful family business could turn catastrophic if passed on to inept successors. Thus, it is important for successors of family businesses to be trained in entrepreneurship and its critical dimensions for future business growth. Moreover, companies that have executives with skills to extract maximum value from minimum resources are a boon for the corporate world. Executives who work with an entrepreneurial mind-set can foster innovations and envision strategies that are profitable for their companies. Hence, irrespective of sector, career and vocation, 'entrepreneurship' is a definite panacea for gaining success. PGDM-BE is a comprehensive, unique, innovative, quality and sustainable programme with a balanced, well-researched curriculum which ensures harmony between learnings and market needs.

Entrepreneurship has come to establish itself as an academic discipline with opportunities galore. EDI, an International Resource Institute in the field of entrepreneurship, is one of the first institutes to offer a full-fledged programme in the discipline. As a pioneer of entrepreneurship in India, the Institute applying its accumulated wealth of knowledge, expertise and insight in creating entrepreneurs initiated the PGDM-BE programme in 1998.

Over past years EDI has been spearheading entrepreneurship movement across India as well as abroad and is committed to entrepreneurship education, training, research and institution building, thus giving it an edge in this field.

## OBJECTIVES:

It is a unique programme designed to provide an in-depth understanding about enterprise creation, enterprise growth and management so as to encourage critical and lateral thinking, nurture ambitions, and enable participants to acquire business acumen through academically rigorous,

relevant, and applied learning experiences. The main objectives of the programme are:

- To develop skills in successfully initiating, expanding and diversifying a business enterprise in new and up-coming areas.
- To develop family business successors as enterprising and knowledgeable owners of the businesses of their predecessors.
- To create entrepreneurial business managers.

#### **TARGET GROUP:**

Persons of Indian Origin (PIO) and Foreign Nationals (FNs) who are Entrepreneurs, emerging Entrepreneurs, Family Business Successors, executives of government/private organisations promoting entrepreneurship, managers from banks and financial institutions providing funding support to small and medium businesses and professionals who want focused and comprehensive managerial skill-sets and competencies to better understand business principles and operations.

Persons of Indian origin (PIO) shall mean the Persons who are citizens of other countries (except Pakistan & Bangladesh) who at any time held an Indian Passport, or who or either of his /her parents or any of his/her grandparents was a citizen of India by virtue of the provisions of the Constitution of India of Sec.2 (b) of the Citizenship Act,(57 of 1955). Foreign National means the citizen of the all countries other than India who are not of Indian origin as defined under PIO.

#### **BENEFITS TO PARTICIPANTS:**

The participants will be gain following benefits:

- Exposure to various emerging business opportunities to be able to take suitable decisions for establishing, managing and leading a business venture;
- Ability to identify ways in which a family business can become more responsive, dynamic, innovative and entrepreneurial;
- Understand nuances of entrepreneurship and serve as educators, trainers and mentors in the discipline;
- Ability to create corporate competitive advantage by comprehending the international business scenario and best practices prevalent in developed and developing countries.

#### **COURSE METHODOLOGY:**

The course is designed and structured to develop entrepreneurial and managerial skills. EDI places strong emphasis on entrepreneurship as a means of creating value for organizations and developing leadership competencies. The pedagogy, therefore, is a judicious mix of lectures, case discussions, project work, term papers, role plays, seminar presentations, assignments, management games, business simulation exercises, etc. Participants not only expand their business acumen in key areas, but also engage in competitive strategy simulations that help them draw a connection between actions and results. At the same time, 'entrepreneurial lab' grooms them to positively impact group culture and business processes.

The students have ample opportunities to interact, challenge points of view, and discuss business situations on an academic platform. The participants are also given individual mentorship support.

Experiential learning is emphasized through projects, business simulations, entrepreneur interactions and industrial visits.

A bankable Detailed Project Report (DPR) needs to be prepared by the participants with respect to their planned ventures after conducting a thorough market research and secondary research along with IT-based applications.

Students of the family business management specialization alternatively prepare a Five Year Perspective Plan (FYPP) for growth of their respective family ventures. The final project report is assessed by a panel comprising faculty, industry experts, and bankers. A presentation-cum-viva voce examination for the final report is organized for evaluating and assessing the same.

## **COURSE CONTENT:**

The programme is offered through six trimesters over the two-year period. It offers induction module, core courses, electives, seminar courses, and projects, apart from summer internship at the end of the first year.

### **CORE COURSES:**

These courses are broadly categorised as under:

1. Entrepreneurship & Family Business Management
2. Accounting & Financial Management
3. Operations & Systems
4. Marketing Management
5. General & Strategic Management
6. Individual & Organization Behaviour
7. Business Economics & International Trade

### **ELECTIVES:**

#### *Elective Curriculum*

The Course offers choice-based electives in Entrepreneurship and Functional Areas:

#### Entrepreneurship Streams:

1. New Enterprise Creation (NEC): This stream provides knowledge and develops competencies to start and manage own business.
2. Family Business Management (FBM): This stream aims at developing family business successors into enterprising and knowledgeable owners of the business of their predecessors.

#### Functional Electives:

The programme offers electives which, besides imparting knowledge on creating and managing business, enhances knowledge in functional areas of

1. Marketing
2. Finance
3. International Business
4. HRM
5. Information System
6. Foreign Language & Communication

### **SEMINAR COURSES:**

The seminar courses are designed to provide an in-depth understanding of various core and emerging sectors with which the students might wish to be associated in future. These seminars are conducted by EDI faculty in association with industry experts and professionals. The participants may choose any three seminar courses from a wide choice of options covering all the major business sectors like Agri-business, Automobiles and Ancillaries, Communication and

Media, Design and Fashion, Education and Training, Electricals and Electronics, Entertainment, Environment & Green Business, Financial Services, Food Processing, Healthcare and Lifesciences, Information Technology Enabled Services, Infrastructure, Logistics and Supply Chain, Mechanical Engineering, Plastic and Chemicals, Real Estate and Construction, SME Consultancy, Textiles and Garments, Tourism and Hospitality.

**ENVISAGED OUTCOME:**

As a result of the participation in the programme, a distinct professional transformation of individuals would be experienced in each of the following areas:-

- Students who specialize in the New Enterprise Creation stream will be able to identify and assess new business opportunities based on training imparted by experienced academicians and practitioners. They will get trained on various issues related to setting up new business ventures and would acquire know-how on how to develop a bankable project report, establish essential network required for running a business, arrange and manage finance to compete and grow in the market.
- Students who specialize in the Family Business Management stream will be equipped with managerial and entrepreneurial skills required to achieve sustainable growth in their existing family businesses. They will be able to take their business to new heights by way of diversification and expansion, and implement cost cutting and improve productivity through the adoption of better management practices and competitive strategies.

**ADMISSION ELIGIBILITY & PROCEDURE:**

**Candidates require a Bachelor's degree (in keeping with the 10+2+3 system) with minimum 50% marks, or an equivalent qualification/grades in a discipline recognised by the Association of Indian Universities (AIU). The selection will be based on scores of Graduate Management Admission Test (GMAT) of the past five years as well as a Personal Interview via tele-conference.**

While it is desirable that candidates complete their all academic requirements before applying, those interested in applying for the programme but still appearing for their final year qualifying degree examinations may also apply, provided they furnish evidence of having met the minimum eligibility criteria at the time of joining the programme.

All these foreign students will require a student Visa valid for 2 years endorsed to EDI for joining the course.

15<sup>th</sup> May 2016

**LAST DATE FOR RECEIPT OF NOMINATION FORM AT ITEC, MEA, GoI :**

**COURSE DIRECTOR :**

Dr. Satya Acharya

**E-MAIL :**

satya@ediindia.org

# Empowering Women through Entrepreneurship Development



August 08 - September 16, 2016

## RATIONALE :

It has been observed that in the Micro Small & Medium Enterprises (MSME) sector worldwide, women constitute around one-quarter to one-third of the total business population and in manufacturing they constitute about one-third of the global labour force. Some of the economies such as China, Malaysia, Thailand etc have witnessed substantial growth rates in their economies and this has been made possible due to the joint efforts put in by both men and women entrepreneurs.

However, in spite of their important contributions to socio-economic development, it has been unfortunate that the potentials of women are underutilized and they still continue to suffer from various constraints, which inhibit them from optimally realizing their potential for economic development. One of the major constraints women face as entrepreneurs is the lack of their appropriate attitude towards entrepreneurship as their career, their perceptions regarding their role in economic development, insufficient knowledge regarding access to productive resources and services, finance, marketing etc. In spite of being talented and having a viable and creative business idea, they are unable to put their plans effectively into action because of all the above mentioned constraints.

A need is, therefore, felt for a change in their attitude towards entrepreneurship as a career, their perceptions regarding their contributions towards economic development, their inherent skills in managing resources and overall development of their competencies as business persons.

It has been experimentally tested and proved that entrepreneurial qualities, skills, attitudes and perceptions can be instilled and developed through a judicious mix of training interventions, counseling and guidance. Although there have been enough training professionals meant for providing entrepreneurship training in general, there is still dearth of sufficient trainer-motivators primarily focusing on women entrepreneurship in particular. Recognizing this gap, there is a need for a judicious mix of customized training interventions focusing on women entrepreneurship, which may create a cadre of professionals who can motivate, counsel and facilitate more and more women towards new enterprise creation and also accelerate the growth of the existing women entrepreneurs.

This program primarily focuses on this objective and tends to equip the participants with a set of new tools and



**OBJECTIVES :**

methodologies to develop and enhance entrepreneurial capacities within women.

- To provide knowledge of tools and techniques that may facilitate increase and growth of new women entrepreneurs.
- To enrich knowledge regarding identification of available business opportunities and prepare viable business plans.
- To devise techniques in enhancing leadership and managerial capabilities in women.
- To disseminate information regarding variety of business facilities offered by various agencies and bodies.
- To help planners and policy makers in designing policies for women entrepreneurs

**TARGET GROUP :**

- Consultants, Academicians and Corporate Trainers
- Business Counselors, Entrepreneur-Trainer Motivators, Business Promotion Officers
- Bankers and Employees of Government Organizations, Financial Institutions and other Support Institutions
- Extension Workers of NGOs
- Existing and Potential Entrepreneurs

**COURSE CONTENT :**

**Module 1** Women Empowerment: Social and economic aspects; current business environment and the changing role of women in economic development; Gender issues

**Module 2** Motivation, Leadership and Team Building

**Module 3** Developing managerial competencies among women

**Module 4** Business Opportunity Identification and Business Plan Preparation

**Module 5** Business Sensitivity Analysis and Venture Financing

**Module 6** Small Business Management

**Module 7** International institutional support system for women entrepreneurship

**BENEFITS TO PARTICIPANTS :**

The program will provide following benefits to the participants:

- Sensitize them towards a number of important issues and constraints related to women entrepreneurship
- Design and develop effective policies for the growth and development of the business of women entrepreneurs.
- Generate insight regarding the existing gaps in providing assistance to potential and existing businesswomen and ways to reduce them.
- Guide and counsel women entrepreneurs in various areas so as to introduce professionalism in their business.

**LAST DATE FOR RECEIPT OF NOMINATION FORM AT ITEC, MEA, GoI :**

8<sup>th</sup> June 2016

**COURSE DIRECTOR :**

Mr. P. Ganesh

**E-MAIL :**

p.ganesh@ediindia.org

# Industrial, Infrastructure and Sustainable Project Preparation & Appraisal

August 08 - September 16, 2016

## **RATIONALE :**

Developing countries, by and large, are endowed with natural resources as also certain competitive advantages that offer a variety of industrial as well as infrastructure opportunities. A systematic approach to identification of such investment opportunities, formulation of comprehensive projects and their appraisal is bound to open new vistas for industrial development. This calls for appropriate human resource development efforts. In response to such a need, this training programme on INDUSTRIAL, INFRASTRUCTURE & SUSTAINABLE PROJECT PREPARATION AND APPRAISAL has been designed, which shall use various features of Excel, MS-Project for facilitating investment decisions.

## **OBJECTIVES:**

To improve and update knowledge of officials in the areas of project preparation & appraisal techniques; decision-making process in the sector of industrial, infrastructure & sustainable opportunities that would lead to improved viability, returns and effective investment decisions.

## **TARGET GROUP:**

Officials from any of the following organizations can participate:

- Industry & Economic Ministry
- Investment Promotional Agencies
- Chambers of Commerce & Industry
- Development Bodies participating in Industrial Development
- Development Financial Institutions
- Commercial Banks
- Consultancy Organisations Executing Projects
- Business and Management Development Organisations
- Industries, Business and Educational Establishments
- Institutions and organizations involved in framing infrastructure policies & implementing the same.
- Academician teaching Business Plan & DPR
- Agencies working for sustainability

**COURSE CONTENT:**

- Module 1** Project Development Cycle
- Module 2** Framework to identify Industrial, Infrastructure & Sustainable Opportunities
- Module 3** Project Analysis including Market Analysis, Technical Analysis & Financial Analysis
- Module 4** Environmental Analysis
- Module 5** Risk Analysis
- Module 6** Infrastructure Development & Financing
- Module 7** Evaluating the rewards & risks for sustainable opportunities.
- Module 8** National Cost-Benefit Analysis
- Module 9** Financing Sustainable Opportunities
- Module 10** Role of Business Management Organization as catalyst for promoting sustainable opportunities.
- Module 11** Entrepreneurial & Management Assessment
- Module 12** Exercise & Group Presentation on Cases & Practices.

- Use of spread sheet for Financial Analysis
- Use of Microsoft Project for Implementation
- Industrial/Institutional Visits & Interactions

**BENEFITS TO PARTICIPANTS:**

- Understanding the process of business idea generation; project formulation, screening for pre-feasibility studies.
- Identifying data requirements and analyzing their suitability for preparation of feasibility studies.
- Understanding the stages of feasibility report preparation, and practically applying various techniques used and integrating the data gathered into a full-fledged business plan.
- Understanding the process of assessing a promoter on entrepreneurial competencies.
- Understanding the importance of environmental impact study and economic analysis on industrial projects, a major concern the world over.
- Understanding of computer supported comprehensive appraisal, viability and sensitivity analysis through spread sheet.
- Taking rational investment decisions.

**LAST DATE FOR RECEIPT OF NOMINATION FORM AT ITEC, MEA, GoI :**

8<sup>th</sup> June 2016

**COURSE DIRECTOR :**

Dr. Saji Kumar

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saji@ediindia.org

# Entrepreneurship & Small Business Promotion

September 26 - November 04, 2016

## **RATIONALE :**

Entrepreneur Trainer-Motivators (ETMs) acquire a place of prominence because they have taken upon themselves the responsibility of raising the motivation to achieve, thus inducing among people the spirit and skills to set up their business ventures. However, with the changing times it is important for ETMs as well, to acquire new tools and techniques to lead potential entrepreneurs to new enterprise creation as also facilitate growth of existing small enterprises. The programme addresses this need.

## **OBJECTIVES :**

The programme will develop a cadre of hard core professionals who will work for the promotion of economic activities in developing countries. They will be equipped with new tools and techniques to lead potential entrepreneurs to new enterprise creation as also facilitate growth of existing small enterprises, thereby intensifying and strengthening the efforts of policy makers and planners towards economic development of their respective countries.

## **TARGET GROUP :**

The programme has been specially designed for professionals involved in activities related to promoting Entrepreneurship. It is, therefore, especially suited to the following:

- Small Business Counselors
- Entrepreneurship Trainer-Motivators
- Small Business Promotion Officers
- Bankers/Officials of Financial Institutions
- Extension Workers of NGOs
- Executives of Government Organizations engaged in investment/Business promotion
- Credit Officers-Small Business Advisors/ Consultants

## **COURSE CONTENT :**

- Entrepreneur, Enterprise and Entrepreneurship
- Women and Entrepreneurship
- Analysis of Competencies and Assessing Potential Entrepreneurs
- Business Opportunity Identification & Business Plan Preparation
- Small Business Management

**BENEFITS TO PARTICIPANTS :**

- Designing and Managing Support Services for Potential Entrepreneurs
- Effective Business Counseling

The participants will acquire skills to:

- identify and analyze constraints and barriers to entrepreneurship development and devise appropriate strategies;
- initiate, plan and implement entrepreneurship development activities for creation of small enterprises;
- sensitize the environment for extending timely assistance and support required for establishment of small business ventures;
- effectively counsel the entrepreneurs in various areas such as: enterprise selection, implementation and management of new enterprises as well as survival, growth and diversification of existing enterprises.

**LAST DATE FOR RECEIPT OF NOMINATION FORM AT ITEC, MEA, GoI :**

26<sup>th</sup> July 2016

**COURSE DIRECTOR :**

Mr. Prakash Solanki

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psolanki@ediindia.org



# Capital Markets & Investment Banking

September 26 - November 04, 2016

## RATIONALE :

The institutions, players and mechanism that bring suppliers and users of capital together, comprise the 'capital market'. Capital Market acts as a bridge that connects all the providers and users of funds with an objective to mobilize capital and convert public savings into capital for corporations and institutions. It enables firms and households to cope with economic uncertainties by hedging, pooling, sharing and pricing risks. An efficient Capital Market reduces the costs and risks of producing and trading goods and services, and thus makes an important contribution to raising standards of living, which bears direct impact on economic development. Since the beginning of this decade, the Indian capital markets have been receiving global attention due to the improving macroeconomic fundamentals. The presence of a vibrant economy, rapid integration with the world economy and liberalization measures taken by the government have increased India's global competitiveness and have helped the capital markets grow by leaps and bounds. The process and systems developed are of great importance for other countries to understand and replicate.

With the revolution in global capital markets, empowered by increasingly sophisticated information and technology systems, there is an acute need for trained professionals to entrust important roles in all spheres of capital market activity. This includes market intermediaries such as investment banks, brokerage houses, credit rating agencies, stock markets, commodity markets, regulatory bodies, asset management companies, corporate bodies to name a few. The programme introduces a full range of capital market instruments, commodity market products, key players and features of the international markets that will enhance the decision making capabilities in raising capital in international market. The programme is a blend of traditional core finance subjects along with capital market related subjects such as Asset Valuation, Treasury and Investment Banking, Equity Research through Economic Analysis, Industry Analysis and Company Analysis etc. The rationale of this programme is an attempt to impart the synthesis of this knowledge for the benefit of the participants.

**OBJECTIVES :**

To enable the participants learn the dynamics of capital markets and the financial services.

**TARGET GROUP :**

The programme is intended for the following professionals from the government departments and consulting organizations.

- Senior and middle level officials from Ministry of Finance, Ministry of Industries and other Ministries directly or indirectly dealing with finance.
- Representatives from stock exchanges, brokerage firms, central banks, financial services.
- Members from Regulatory Body on capital markets, commodity markets.
- Investment Bankers, Venture and Angel Financier.
- Financial Advisors, Consultants and Professionals.

Participants with background in capital market, commodity market, and bank will benefit greatly from the programme.

**COURSE CONTENT :**

**Module 1** National Economy and its indicators, Economic Development and its Significance, Savings and Investment.

**Module 2** Financial Markets, Contributions of Capital Markets - a Global Perspective, Capital Market Regulations, Instruments and their Features, Risk and Return, Efficient Market Hypothesis.

**Module 3** Security Valuation- Fundamental Analysis, Technical Analysis, Bond Valuation, Bond Risk Management and Application of Econometric tools in Capital market.

**Module 4** Portfolio Theory, Portfolio Creation, Evaluation and Management, Mutual Funds and Financial planning.

**Module 5** Derivative Markets - Stock, Commodity and Currency derivatives, Mechanics of the spot and future markets, hedging with futures and options.

**Module 6** Investment Banking, Issue management, Corporate Restructuring, Project Finance, Venture Capital, Raising Funds through Capital Market for Small Businesses.

**Module 7** Study Visit to capital & commodity markets, stock broking firms, investment banks and market regulators.

The teaching-learning involves a wide range of pedagogical approaches, including interactive lectures, group exercises, case studies, practical aspects of trading and online trading simulation.

**BENEFITS TO PARTICIPANTS :**

The participants, after undergoing this course, shall acquire thorough understanding on the;

- dynamics of capital markets and the emerging features of financial services the world over.
- technological dimensions in trading and dealing with financial markets.
- behavior and prospects of Commodity Markets.
- dynamics of Investment Banking.
- current structure, pricing, risk and competition in financial markets, besides gaining adequate skills on various aspects of securities market.

**LAST DATE FOR RECEIPT OF NOMINATION FORM AT ITEC, MEA, GoI :**

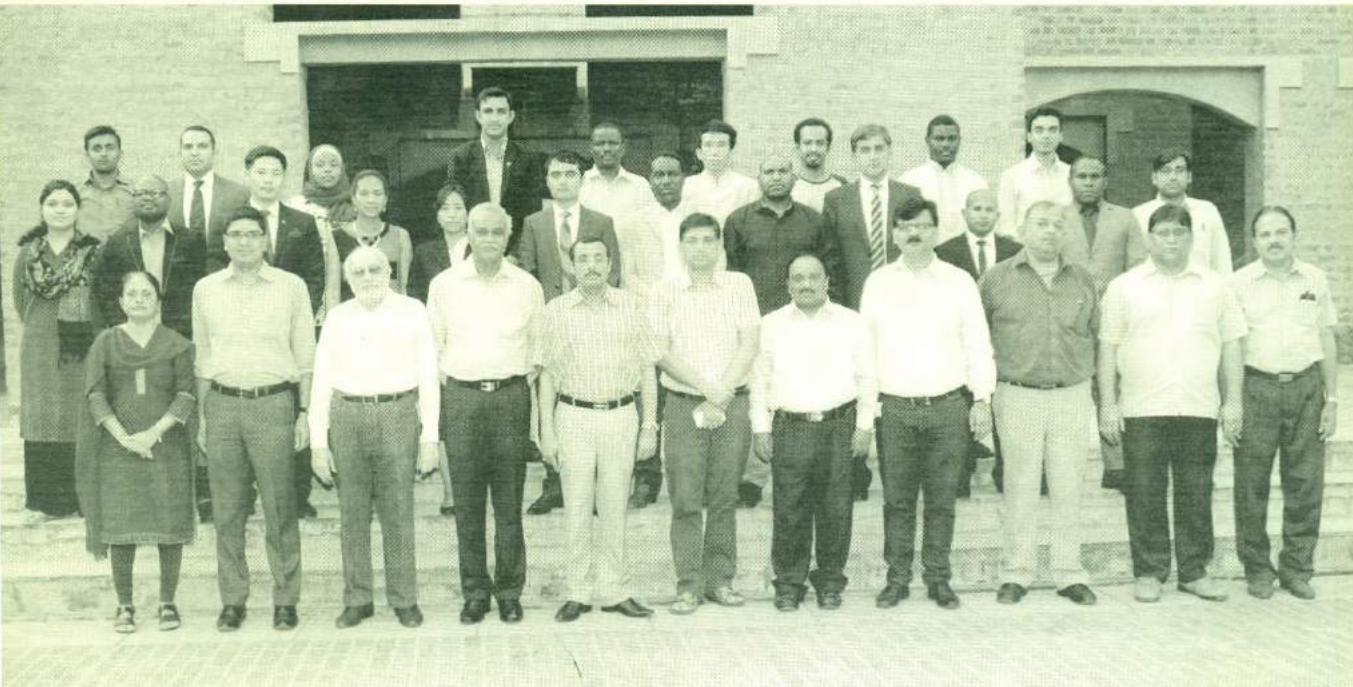
26<sup>th</sup> July 2016

**COURSE DIRECTOR :**

Dr. Satya Acharya

**E-MAIL :**

satya@ediindia.org





# Informal Sector Enterprise, Entrepreneurship & Local Economic Development



September 26 - November 04, 2016

## RATIONALE :

The predominance of an informal economy is seen as a positive entry point to address the challenges of population growth and concentration in the rural areas and cities. The informal economy enables wealth to be shared by all. The demographic transition, envisaged in the ensuing years means that LED strategies will have to address the economic reality of large informal and smaller formal economies. Supporting the development of the informal sector as well as the transition of actors from the informal to the formal sector is neither well understood, nor is there significant practice upon which to build. There is a general consensus that the strategic planning effort should be led by local government, although project implementation is necessarily undertaken by public, private and community actors and that the institutionalization of LED needs to be carefully calibrated to both national and local environments and conditions.

Enabling flow of investment and stimulating entrepreneurship is one of the important pillars of most local and regional development strategies.

## OBJECTIVES:

The training programme in this context is designed:

- To provide the participants with necessary knowledge and skills to design and implement Local Economic Development strategies, in which informal enterprises and entrepreneurship development have significant roles;
- To equip with skills, tools and techniques to assess the state of territories/locality by identifying the strong elements, opportunities, weaknesses and threats;
- To provide the participants with skills to build social and business networks, increase motivational level of locals and promote growth of informal enterprises to formal;
- To provide the participants with skills to conduct locally customized EDPs and identifying local specific interventions and building strategies to implement the same.

## TARGET GROUP:

The programme is most suited for individuals working with:

- Business / Industry Associations;
- Funding Agencies focusing on Informal Sector/ Entrepreneurship

- Civil Society Organizations / NGOs;
- Professionals involved in managing development projects
- Government officials who are involved in Local Economic Development Programmes
- Supporting Institutions such as financial institutions, researchers, academicians and training organizations and
- Local entrepreneurs

**COURSE CONTENT :**

Keeping the objective in view, the programme will have the following key inputs:

**Module 1** Local Economic Development Models & Strategies including PPP models for local development

**Module 2** Local Business Environment Scanning & Local Governance Regulations/Policies

**Module 3** Informal Sector Enterprise Growth & Development

**Module 4** Promoting Culture of Entrepreneurship among locals

**Module 5** Community Enterprise & Group Enterprise, Clusters

**Module 6** Local Lead Products: Value Chain Analysis & Value Addition

**Module 7** Business Management, Growth and Expansion

**Module 8** Visit to Institutions and Organizations

**BENEFITS TO PARTICIPANTS :**

Participants will be:

- better equipped with understanding of Local Economic Development Models & Strategies and familiarised with tools and techniques to develop locally adaptable enterprise development strategies
- able to have clear understanding about the stakeholders and their roles in Local Economic Development and entrepreneurship promotion and development
- able to plan and carry out local governance, institutional changes, conducive for local economic development by promoting and improving performances of informal sector enterprise and creating enabling environment for new enterprise development

**LAST DATE FOR RECEIPT OF NOMINATION FORM AT ITEC, MEA, GoI :**

26<sup>th</sup> July 2016

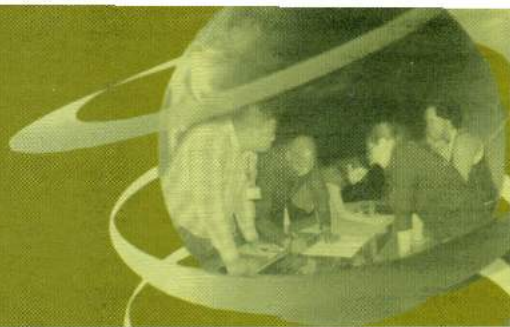
**COURSE DIRECTOR :**

Dr. Manoj Mishra

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# SME Banking & Financial Services



November 14 - December 22, 2016

## RATIONALE :

SMEs have been acknowledged as a vital link in the global value chain in an open economy. While they are a significant part of the supply chain for large corporates and MNCs, they are equally important for agriculture based nations transitioning to an industrial and service oriented economy. Also, what cannot be negated is the excellent scope that they offer for innovations and initiatives, on account of their inherent flexibility and risk-taking ability. Owing to these advantages and their contribution to economic growth, SME Banking and Financial Services has lately gained critical significance, especially in the developing nations. Also, financial reforms, worldwide, have made it imperative to showcase a globalized perspective on SME development and financing.

The programme, 'SME Banking & Financial Services' has been designed to facilitate an in depth understanding and develop skills in assessing financial needs of SMEs and designing appropriate financial intermediation.

## OBJECTIVES :

- To provide skills set in all facets of Financial Intermediation to further the cause of development and growth of the SME sector.
- To build capacity of organisation in SME related issues, such as; finance, environment, regulatory frame work and infrastructure.
- To induce sustainable development in the SME sector to ensure that it moves up the global value chain.
- To facilitate lending innovation leading to promoting entrepreneurship.
- To help evolve a feasible framework for development and growth of SME sector in the country.

## TARGET GROUP :

Employees working in the organizations dealing with Financial Intermediation such as;

- Officials from
  - Banks & Financial Institution
  - Non Banking Financial Companies (NBFC)
  - Leasing & Hire Purchase Companies
  - Insurance Companies & Factors
  - Housing Finance Companies
  - Auto Finance & Retail Consumer Finance Companies
- Executives working in Ministry/Department promoting SME development

- Developmental & Commercial bankers;
- Private Equity Providers
- Venture Capitalists
- Financial Consultants & Controllers
- Central Banks of the Country
- Credit Rating Agencies & Specialists
- Credit Analysts

**COURSE CONTENT:**

- Module 1** Overview of Financial System, SME & Financial Services
- Module 2** Approaches to SME Lending  
 - Collateral-based Lending  
 - Viability based Lending
- Module 3** Credit Analysis in Project & Working Capital Appraisal
- Module 4** Financial Services for SME Development  
 - Leasing & Hire Purchase  
 - Factoring & Forfeiting  
 - Commercial Paper & Bill Discounting
- Module 5** Retail Banking & Financing
- Module 6** Credit Rating & Rating Models
- Module 7** Growth of Existing Strategies
- Module 8** Emerging Finance Options
- Module 9** NPA Management and BASEL
- Module 10** Exercise & Group Presentation on Cases & Practices
- Module 11** Experience sharing with entrepreneurs and banks
- Study tour for two weeks including interaction with stakeholders of Financial Intermediaries Institutions.

**BENEFITS TO THE PARTICIPANTS:**

At the end of the programme, participants will be able to gain knowledge & practical insights into:

- **Accessing** the latest developments in SME banking and within the SME markets
- **Formulating** alternative risk management and mitigation in SME lending
- **Enhancing** SME banking portfolio through strategic customer centric product planning
- **Distinguishing** products with value-added services to support the growing needs of SME
- **Growing** market share with existing SME customer while attracting new ones
- **Developing** financial services markets for SME
- **Facilitating** policy makers in creating sustainable SME framework in the country

**LAST DATE FOR RECEIPT OF NOMINATION FORM AT ITEC, MEA, GoI :**

14<sup>th</sup> September 2016

**COURSE DIRECTOR :**

Mr. Mayank Patel

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mayank.patel@ediindia.org

# Agri-Entrepreneurship and Supply Chain Management

November 14 - December 22, 2016

## RATIONALE :

Agri Business refers to the various businesses involved in food production, including farming and contract farming, supply of seeds, fertilizers, agro-chemicals, farm machinery, wholesale and distribution, processing, marketing, and retail sales. Agriculture has evolved into agribusiness and has become a vast and complex system that reaches far beyond the farm to include all those who are involved in bringing food and fiber to consumers. It represents three part system made up of:

- (1) Agricultural input sector
- (2) Production sector and
- (3) Processing-manufacturing sector

The success of agribusiness is dependant on proper planning, research, location, layout and size, climatic condition, etc.

The rising food prices, increasing unemployment in rural areas, wastage of food grains due to lack of storage and demand for nutritious food etc. creates a tremendous opportunity for agricultural entrepreneurs particularly in developing nations across the world. Agricultural entrepreneurs will strive to develop agrarian prosperity while also focusing on sustainable development. They will be useful in transforming rural communities in to a contributory resource for economic development.

Market liberalization and increasing consumer demand in both developing and developed countries offer attractive opportunities for agricultural producers/traders. Trade in fishery, dairy, fruit & vegetables and organic products extend altogether new options for businesses. This presents major challenges in the form of state-of-the-art technologies and infrastructure for supply chain. Through supply chains, producers in developing and emerging economies can access market information and knowledge to hone their value-added activities to both domestic and international customers.

## OBJECTIVES :

The course focuses on:

1. Cultivate an 'entrepreneurial attitude' that will encourage innovation combining knowledge, ideas and skills to develop solutions to economic issues in the food and fiber system.
2. Emerging opportunities in agri-business
3. Assisting in developing a comprehensive business plan.
4. Understanding the Commodity Market & Supply Chain Management

**TARGET GROUP :**

- Government officials from the Agriculture Ministry.
- People working in Agro/Food Processing/Fishery/Animal husbandry.
- Employees from the financial institutions catering funding requirements of agriculture and agro product based industries.
- Officials from government agencies taking care of agri-product storage/post harvest.
- Officials from Agri-commodities market

**COURSE CONTENT :**

**Module 1** Agri-entrepreneurship: Characteristics of entrepreneur, motivation and entrepreneurship.

**Module 2** Agri-business Environment.

**Module 3** Agribusiness Opportunities in-

- a. Agricultural input sector: fertilizer, pesticide, seed and farm machinery industry.
- b. Organic Farming
- c. Cooperative
- d. Dairy and animal husbandry
- e. Commercial Horticulture
- f. Aquaculture
- g. Food Processing
- h. Exports
- i. Agri Services
- j. Post-harvest Technologies

**Module 4** Knowledge and skills in project formulation and project appraisal, Evaluation of Agri projects.

**Module 5** Managing a Successful Agri-business & Visit to successful Agri-business Units.

**Module 6** Agri Supply Chain Management.

The teaching-learning involves a wide range of pedagogical approaches, including interactive lectures, group exercises, case studies, study visits, etc.

**BENEFITS TO PARTICIPANTS :**

The participants would get a holistic exposure to:

- Agri-Entrepreneurship and Agri Business;
- Commodity markets both spot and futures;
- Agri Co-operatives, Agri Supply Chain Management and Agri Value-Chain Financing.

**LAST DATE FOR RECEIPT OF NOMINATION FORM AT ITEC, MEA, GoI :**

14<sup>th</sup> September 2016

**COURSE DIRECTOR :**

Dr. Satya Acharya

**E-MAIL :**

satya@ediindia.org

# Entrepreneurial Management

November 14 - December 22, 2016

## **RATIONALE :**

As organizations grow and mature, they face several challenges due to the changing environment. Along with competition and challenges of today's environment, newer opportunities have also emerged. Traditional management styles, pyramid structure and organizational hierarchy are becoming the things of the past. In this scenario, management practices and organizational functions need a fresh approach so that these promising opportunities could be capitalized and explored optimally. Evidences suggest that an effective solution to business and organizational challenges is practice of promoting and harnessing entrepreneurial management which permeates at all the levels of the organization.

## **OBJECTIVES :**

The major objective of the programme is to help participants create an organizational framework and put into practice the entrepreneurial management that fosters entrepreneurial culture and practices at all levels of the organization.

The specific objectives are to;

- develop a spirit of entrepreneurial management or intrapreneurship among participants.
- help them sharpen their knowledge and skills in the changing environment and challenges of new economic realities.
- enable participants to practice entrepreneurial management effectively and thus create conducive organizational environment where entrepreneurship germinates and grows.
- provide them a forum for sharing views and networking among themselves as well as with others in formal and informal settings.

## **TARGET GROUP :**

Policy-makers, Business Owners, Managers, Executives and Working Professionals from any of following organizations can participate :

- Business and Industry
- Management Associations

- Chambers of Commerce and Industry
- Financial Institutions/Banks
- Consulting Organizations
- Developmental Bodies
- Government Institutions
- Educational Establishments
- Business Development Organizations
- Not-for-Profit / Non-Government / Voluntary Organizations

**COURSE CONTENT :**

- Module 1** Entrepreneurial Management - Introduction & Framework
- Module 2** Corporate Entrepreneurship/Intrapreneurship
- Module 3** Entrepreneurial Organizations and Strategic Management
- Module 4** Managing People and Performance in Entrepreneurial Organizations
- Module 5** Innovation and Entrepreneurial Marketing
- Module 6** Finance & Accounts for Entrepreneurial Managers
- Module 7** Managerial Competencies as an Entrepreneurial Manager
- Module 8** Study Visit

**BENEFITS TO PARTICIPANTS :**

The programme would add value to the career of participants by making them abreast with the latest tools and techniques in entrepreneurial management. The programme would unleash the entrepreneurial potential of the participants as well as their organizations. The participants would be able to appraise and harness entrepreneurial management practices. They would benefit by learning current trends in organizational strategies and working styles resulting in better alignment of individual and organizational goals.

**LAST DATE FOR RECEIPT OF NOMINATION FORM AT ITEC, MEA, GoI :**

14<sup>th</sup> September 2016

**COURSE DIRECTOR :**

Dr. Amit Kumar Dwivedi

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akdwivedi@ediindia.org



# Business Research Methodology & Data Analysis

January 09 - March 03, 2017

## RATIONALE :

Micro, Small and Medium Enterprises (MSMEs) constitute a large share of enterprises in most countries and are cornerstone of economies. They are major source of employment and income in most countries. However, they need to be competitive to survive and grow in the present era of liberalized and digital economy, making national boundaries almost irrelevant. Most of the SMEs are inward looking and not very competitive. They merely survive and sooner than later, cease to exist. One of the reasons for this lackluster performance is their inability to access and analyze right kind of information for decision making.

Large corporates can afford to hire world class consultancy firms like McKinsey, Price Waterhouse Coopers, etc. whereas MSMEs find it almost impossible to afford them. These large firms get extra advantage, as the information generated by analysis of data collected using reliable research methodology, accurately serves the purpose of aiding them in making decisions under intricate situations. Also, data related to visitors of social media sites and navigation patterns on portals are widely used by large firms for predictive analysis. On the other hand, decision making at MSMEs is often based on ad-hoc methods or gut feeling making them more vulnerable to failures.

Although, globalization has led to increased competition, it also offers opportunities for expansion of business, for firms with strategic and competitive strengths. Furthermore, the size of firm does not matter. In this era of digital economy, business success is strongly associated with up-to-date information and knowledge of markets, consumers and competitors acquired using scientifically proven research methods. Business research is vital for sustainability of SMEs in global economy. To grab opportunities that globalization offers, MSMEs need information to support their decisions on target markets, product-mix, branding, consumer perception, trends, supply and demand forecasting and quality control.

## OBJECTIVES:

This training programme of **8 weeks** has been designed for capacity building of SMEs in carrying out in-house research

and analysis, to gain competitive edge for marching ahead successfully, in this time of cut-throat global competition.

Theoretical background of research perfectly blended with practical exercises on business problems will provide better understanding of applications of basic and advanced statistical tools to the participants. Considering the financial limitations of MSME sector, this training would be conducted using Excel/SPSS for data analysis. The program will enable participants to carry out research with tight budget and improve their proficiency in selection of analytical tools and interpretation of the statistical outcomes on **Market Segmentation, Brand Research, Consumer Analytics, Trends and Forecasting, Gap Analysis, Perceptual Mapping etc., to solve business problems.**

**TARGET GROUP:**

The target group will comprise of small business facilitators, entrepreneurs, middle and senior level executives of MSMEs, consultants/counselors & academicians, representatives of development institutions directly or indirectly involved in MSME promotion and functionaries of non-government organizations engaged in MSME promotion. Students pursuing research in Entrepreneurship, Marketing and Business Management can also benefit from this course.

**COURSE CONTENT :**

- Module 1** Fundamentals of Business Statistics
- Module 2** Business / Marketing Research Process
- Module 3** Data Management with CSPRO
- Module 4** Computer Aided Data Analysis (SPSS (PASW) / EXCEL)
- Module 5** Advanced Multivariate Statistical Methods
- Module 6** Trends and Forecasting (Time Series Analysis)
- Module 7** Reporting Research Outcomes
- Module 8** Study Visit

**BENEFITS TO PARTICIPANTS :**

- This programme will equip the participants with skills on
- translating business problems into proper statistical frameworks; for meaningful research
  - selecting appropriate research method, design and tools for solving business problem
  - managing data with CSPRO software
  - carrying out statistical analysis of data using software
  - making business decisions based on reliable research outcomes
  - preparing research report

**LAST DATE FOR RECEIPT OF NOMINATION FORM AT ITEC, MEA, GoI :**

9<sup>th</sup> November 2016

**COURSE DIRECTOR :**

Dr. Jignasu Yagnik

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# Promoting Innovations & Entrepreneurship through Incubation

January 09 - February 17, 2017

## **RATIONALE :**

Globalization and liberalization of economies and the growth of ICT has created enormous opportunities for knowledge based ventures. Innovation and entrepreneurship are critical drivers of social and economic development. With increasing awareness around the world, especially in developing economies, about the need to promote Innovation and Entrepreneurship, policymakers and other stakeholders increasingly view business incubation as an important tool to unleash human ingenuity, enable competitive enterprises and create sustainable jobs. This has resulted in the growth of Business Incubators to support new ventures, overcome the challenges faced by entrepreneurs and establish an ecosystem for the venture initiation process so that the start-ups are successful.

## **OBJECTIVES:**

The challenges of developing an effective business the incubator can be met only by preparing and equipping the Incubation Managers in all the functional areas of the business incubation process. This can be done only through sharing of knowledge between incubation managers who have learned these processes by experience.

Engaging in international networking will also allow the incubators in developing countries to more rapidly adapt internationally recognized best practices. These programmes will also make the incubation managers understand the commonalities among the business incubators across regions and draft a strategy for the effectiveness of the incubator, based on the local conditions and environment.

## **TARGET GROUP:**

The programme has been specially designed for professionals involved in activities related to promoting innovations through planned Entrepreneurship interventions. It is, therefore, especially suited to the following:

- Incubation Managers
- Academia / Professionals intending to set up Incubation Centers
- Business Counselors
- Entrepreneurship Trainer-Motivators

- Business Promotion Officers
- Executives of Government Organizations engaged in Investment/Business Promotion
- Business Advisors/Consultants

#### **COURSE CONTENT:**

The programme is designed to answer the following key challenges faced by the incubators:

- Create an entrepreneurial ecosystem
- To be the '*change agent*' in the region of operation in a specific Technology area
- Competent, Innovative, Sustainable Management for the Business Incubator
- Provide the infrastructure which suits the company's needs
- Establish relationships and alliances that strengthen the business incubator and Services rendered to businesses
- Train innovative, entrepreneurial and committed teams to conduct the business Incubation process
- Adjust business incubation models to the economic, cultural, social and political realities of each region or country
- Identify sources of funding and business models that ensure business incubator sustainability
- Develop strategies to obtain financial leverage for the incubated businesses
- Structure collaboration amongst business incubators, with the overall aim of strengthening the movement
- Keep the businesses and business incubators up-to-date on major international technological and market trends
- Transform the business incubator into a symbol of entrepreneurship and innovation

#### **BENEFITS TO PARTICIPANTS:**

The participants will acquire an insight into:

- identifying and analyzing constraints and barriers to promote innovations and devise appropriate strategies;
- initiating, planning and implementing business incubation activities for promoting Knowledge based enterprises;
- sensitizing the environment for extending timely assistance and support required for Establishment of technology based business ventures;
- counseling the entrepreneurs in various areas of business establishment and management

The programme will help the business incubation managers to build their capacity in the areas of incubator practices, identifying support mechanisms for incubator, technology commercialization, financing strategies for the clients.

**LAST DATE FOR  
RECEIPT OF  
NOMINATION FORM  
AT ITEC, MEA, GoI :**

9<sup>th</sup> November 2016

**COURSE DIRECTOR :**

Mr. S. B. Sareen

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sareen@ediindia.org

The programme is co-sponsored by the National Science & Technology Entrepreneurship Development Board (NSTEDB), Dept. of Science & Technology, Govt. of India, New Delhi. The programme will have professional support from Asia Pacific Incubator Network (APIN), Coimbatore.

**Dr. K. Suresh Kumar**

General Manager, PSG STEP, Coimbatore &  
Co-ordinator, Asia Pacific Network (APIN) of the  
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Mobile: +91-99524 27232



# Cluster Development Executives (CDEs) Programme

January 09 - February 17, 2017

## RATIONALE :

In the present decade, significance of clusters and their role in promoting economic growth has been increasingly recognized. As an outcome, emphasis on clusters and network development has increased both in developed and developing countries. Clusters are now widely considered as an effective platform to enlarge production base, trigger growth, alleviate poverty and redress regional economic imbalances.

Cluster Development Programme (CDP) has become one of the most effective instruments to ensure survival and growth of micro, small and medium enterprises (MSMEs). Experiences show that successful implementation of the Cluster Development Programme could help MSMEs improve their business performance, adopt appropriate technology, improve quality and productivity, increase turnover and export, improve HR and management efficiency. Joint initiatives nurtured under CDP could help the cluster firms go for value addition, product customization, brand building, improvement and marketing and export performance. This would ensure their holistic development and contribute towards Local Economic Development (LED). These efforts are needed to enhance competitiveness of the cluster MSMEs and make them stand tall in the globalized economy.

## OBJECTIVES:

Successful implementation of a cluster development programme would require involvement of a person, known as Cluster Development Executive (CDE), who can streamline development initiative in the desired manner. The proposed programme aims to improve knowledge and skill of the participants which would enable them in successful implementation of CDP. The programme would give them an in-depth understanding of clusters and their significance, dynamics of MSMEs working in clusters, role of trust building and CDE, consortium approach for developing holistic business performance, role of business development services (BDS), private-public-partnership (PPP) mode in developing common facility centres (CFCs) and improving global competitiveness of the cluster firms/MSMEs.

## TARGET GROUP:

The programme is targeted for the following professionals;

- Responsible for promoting/supporting micro, small and medium enterprises in Union/ Provisional Government.
- Senior and Middle Level Professionals/Officials from Ministry/ Department of Small and Medium enterprise (SME) / Ministry of Industry
- Officials responsible for Industry Promotion/Local Economic Development (LED)

- Representatives of Banks and other Financial Institutions
- Professionals working with National and International Development Organizations
- Officials working with Export-Import Promotion Agencies/ Departments
- Representatives of Organizations working with Micro Enterprise/ MSME/SME Promotion and Development
- Cluster Development Supporting/Implementing Agencies, Non-Government Organizations (NGOs) working on Clusters/MSMEs
- MSME/SME Consultants, Private Consultants, Export/ Import Consultants, Chartered Accountants, Business Development Service Providers (BDSPs)
- Representatives of Industry Associations, Chamber of Commerce & Industry, Business Membership Organisations (BMOs)

**COURSE CONTENT:**

- Module 1** Understanding Clusters and their Internal Dynamics
- Module 2** Learning from Cluster Interventions in Developed & Developing Countries
- Module 3** Business Profiling Instrument and Value Chain Analysis
- Module 4** Cluster Diagnostic and Developing a Long Term Vision for the Cluster
- Module 5** Action Plan Preparation
- Module 6** Implementation of Cluster Development Programme(s)
- Module 7** Developing Business Development Service Market and Capacity Building of Business Management Organisations (BMOs)
- Module 8** Establishing Common Facility Centre (CFC) under Private-Public-Partnership (PPP) approach
- Module 9** Monitoring and Evaluation
- Module 10** Study Visit

**BENEFITS TO PARTICIPANTS:**

On completion of the training programme the participants will be able to understand the significance of clusters and their contribution to local economy. They will learn how to implement Cluster Development Programme for improving global competitiveness of the local industry. He/she will be able to do cluster diagnosis, prepare long term vision, draw-up action plan and implement CDP in a strategic and purposeful manner. He/she will be able to develop business development service market, establish common facility centre (CFC) under private-public-partnership approach. The participants will be able to ensure holistic development of the clusters, facilitate growth of local firms/MSMEs and ensure overall development of the local economy. This would in turn help in addressing larger issues like poverty eradication, employment creation, income generation and local economic development (LED).

**LAST DATE FOR RECEIPT OF NOMINATION FORM AT ITEC, MEA, GoI :**

9<sup>th</sup> November 2016

**COURSE DIRECTOR :**

Dr. Sanjay Pal

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# Sustainable Livelihoods and Mainstreaming with Market



February 27 - April 07, 2017

## RATIONALE:

The majority of the world's poorest people live in marginalized areas, largely dependent on natural resources and environment for their livelihoods. In many areas of the world, particularly in sub-Saharan Africa, the number of people living in absolute poverty is rising. Families living in poor also lack representation, power and status that prevent them from claiming their rights and deny them opportunities to improve their lives.

In the current decade, according to estimates of the World Bank, more and more people across the world will be seeking work every year. Thus, to ensure full employment within a decade, new livelihood opportunities will have to be generated every year. Given the magnitude of the problem, and the dearth of resources for livelihood promotion, the task of promoting livelihoods for the poor becomes all the more urgent. It calls for organizations to use their resources optimally to achieve maximum scale.

The primary reason to promote livelihoods is the belief in the essential right of all human beings to equal opportunity. Poor people do not have life choices nor do they have opportunities. Ensuring that a poor household has a stable livelihood will substantially increase its income, and over a period of time, asset ownership, self-esteem and social participation.

The second reason for livelihood promotion is to promote economic growth. The 'bottom of the pyramid' comprising nearly 4 billion out of the 6 billion people in the world, who do not have the purchasing power to buy even the bare necessities of life – food, clothing and shelter. But as they get steadier incomes through livelihood promotion, they become customers of many goods and services, which then promote growth. The third reason for promoting livelihoods is to ensure social and political stability. When people are hungry, they tend to take to violence, crime. Thus, we see that there are idealistic, utilitarian and plain self-interest based arguments for livelihood promotion. But whatever be the reason, we need to worry about – how to promote livelihoods?



Against this backdrop, the institute offers to share the knowledge, learning and experiences with international professionals engaged in pursuing livelihood agenda.

**OBJECTIVES :**

To impart a sound conceptual foundation and pragmatic understanding in sustainable livelihood to professionals and hone their skills to design, strategize, implement and articulate systems approach for sustainable livelihood.

**TARGET GROUP :**

Minimum 2 years of experience as senior & middle level professionals associated with:

- Government and Non-Government Organizations / Departments involved in programme design, implementation, strategy and policy planning
- Professionals in Funding Agencies
- Research Organizations
- University teaching staff
- Consultants

**COURSE CONTENT :**

The proposed curriculum for imparting training in sustainable livelihood and mainstreaming with market has been designed to suit the requirements of the front-runners of program design, implementation, strategy and policy planners, viz, government, Non-Government / private organization officers, consultants, professionals in funding agencies and University trainers / teachers.

**Module 1** Understanding Livelihood: Components, framework and approaches of sustainable livelihood program

**Module 2** Increasing Income in Diversified Portfolio of Livelihood

**Module 3** Strategies for Market Mainstreaming

**Module 4** Livelihood Promotion Organizations

**Module 5** Monitoring and evaluation of Livelihood Programmes

**Module 6** Visit to institutions involved in addressing livelihood agenda

**BENEFITS TO PARTICIPANTS :**

- The participants will be able to undertake project management for livelihood related programmes.
- It will also provide outcome based market oriented strategy perspective.
- Participants will also be provided skills to bring in programme effectiveness and carry on suitable research and monitoring towards sustainable programme implementation.

**LAST DATE FOR RECEIPT OF NOMINATION FORM AT ITEC, MEA, GoI :**

27<sup>th</sup> December 2016

**COURSE DIRECTOR :**

Dr. Manoj Mishra

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manoj@ediindia.org

# Entrepreneurship Education to Strengthen Emerging Economies

February 27 - April 07, 2017

## RATIONALE :

In emerging economies, where aspiring entrepreneurs may have more modest ambitions, entrepreneurship interventions are needed to address limitations in the understanding of how entrepreneurs use their attributes and capabilities in concert with networks (or other mechanisms) to overcome macro-level institutional and economic barriers and initiate new businesses. Opportunity alone does not result in entrepreneurship. Individuals need to feel motivated to take optimum advantage of opportunity and ability. The extent to which they do it, will reflect their belief that being an entrepreneur, irrespective of whether one is successful or not, is socially valued. The conviction that success will not be resented or failure stigmatized is fundamental.

A large section of masses from developing countries are oblivious of Entrepreneurship and its benefits. Young generation after passing their initial phases of education are still running to get admissions in those courses or programmes which would ensure jobs in government or private sector or multinational companies etc. Even after completing education only a handful of youngsters prefer to opt for entrepreneurship as their career. A general perception that those who could not perform well in other careers normally choose business career creates more disinterest in entrepreneurship. Business is thus a last resort for them.

Therefore there is a need, for focused strategies and interventions in education specifically designed to create and expand the resource base of faculty/trainers in entrepreneurship. As entrepreneurship is an applied discipline, even the teaching pedagogy needs to be different from management or traditional education. Having pioneered entrepreneurship education and development, capacity building and institutionalisation of entrepreneurship in India and several other countries, Entrepreneurship Development Institute (EDI) of India is keen to share the rich experiences with policy makers, administrators, development professionals, practitioners, early stage entrepreneurs, faculty members, trainers, and consultants of developing countries to enhance entrepreneurial mind sets.

**OBJECTIVES :**

- To enable participants to formulate customized and need based entrepreneurship education policies, strategies and programmes in the country.
- To enable participants to create resilient and competent early-stage entrepreneurs, groom family business successors, women entrepreneurs and nurture intrapreneurs.
- To guide them to initiate and conduct programmes on entrepreneurship successfully to create conducive environment for entrepreneurship in the country.
- To conduct need based research and evaluation studies in the domain of entrepreneurship development and entrepreneurship education.
- To enable participants to open-up Entrepreneurship Development Cells to create awareness on entrepreneurship in the country
- To guide participants to develop business incubators in the institutions to support students in developing bankable business plans and start-ups.

**TARGET GROUP :**

- Government / private sector officials engaged in promotion or execution of entrepreneurship / business / trade or education programs / policies;
- Principals or teachers from schools, deans/ professors/lecturers from colleges, universities and autonomous institutions,
- Heads of business incubators, including technology, management, vocational education and professional bodies; educators/ researchers, professionals, management trainers,
- Women entrepreneurs, small business consultants, media representatives working in areas of education and development.

**COURSE CONTENT :**

Keeping the objective in view, the programme will have the following key inputs:

**Module 1** Entrepreneurship Policies, Strategies and Programmes

**Module 2** Entry Barriers and Entrepreneurship Education Process

**Module 3** Curriculum, Pedagogy and Customization

**Module 4** Resource Material, Training Tools and Entrepreneurship Development Cells

- Module 5** Capacity Building and Institutionalization of Entrepreneurship Education
- Module 6** Exploring Funding Opportunities for Entrepreneurship Education, Development and Research
- Module 7** Grooming Entrepreneurs: Soft Skills, Idea Generation, Business Plan, Enterprise Launching and Business Incubation
- Module 8** Small Business Management, Corporate Entrepreneurship and Family Businesses
- Module 9** Visits to Entrepreneurship Institutions and Industry

**BENEFITS TO PARTICIPANTS :**

Participants will be able to:

- enhance understanding in to formulating need-based Entrepreneurship Education Programmes
- design entrepreneurship development policies, models and strategies to motivate youth in taking-up entrepreneurial opportunities
- sensitize students and family business successors in taking up their career to greater heights through entrepreneurship education.
- conduct short duration need-based entrepreneurship development programmes for women entrepreneurs and related stakeholders.
- carry out researches in the field of entrepreneurship development and entrepreneurship education which can be used in designing entrepreneurship related policies.
- attract funding support from prestigious funding agencies from developed economies in organizing entrepreneurship awareness programmes through ED Cells and Business Incubators.

**LAST DATE FOR RECEIPT OF NOMINATION FORM AT ITEC, MEA, GoI :**

27<sup>th</sup> December 2016

**COURSE DIRECTOR :**

Dr. Pankaj Bharti

**E-MAIL :**

[pbharti@ediindia.org](mailto:pbharti@ediindia.org)

## Venue and Accommodation

The programme will be organized at wi-fi enabled EDI Campus located in a serene and pleasant environment, 5 kms away from the Ahmedabad International Airport on the Ahmedabad-Gandhinagar Highway in Gujarat State. Ahmedabad is well connected by air and rail with the commercial hub centre-Mumbai and the capital city-New Delhi. Participants will be housed in International Standard single occupancy, AC rooms which are well furnished. All the rooms have attached bath-toilet. The campus also has courts for outdoor games like; volleyball, football and badminton, and facilities for indoor games, like; table-tennis, chess and carrom. It also houses a gym. Classrooms are also airconditioned. Semi-formal attire would be preferred in classrooms. However, participants may like to carry formal clothing for group photo and valedictory function. During study visits, participants will be put up in hotels. **The Institute will not make any sort of arrangements for friends or family members of the participants and hence the participants are requested to ensure that they are not accompanied by anybody.** Throughout the training programme, EDI will facilitate participants to visit places of interest in and around the city. However, for better management of the programme, it may please be noted that participants cannot leave the campus on their own without seeking explicit permission from the Institute.

## Fellowship Support

The Indian Technical and Economic Cooperation (ITEC), Ministry of External Affairs, Government of India, supports the programme by offering fellowships to cover the following:

- Tuition fee
- A.C. accommodation in well furnished rooms on single occupancy basis
- Living Allowance\* (Food Expenses + Out-of-Pocket Allowance)

*\* Out of total living allowance, a part of it will be deducted by EDI towards boarding facilities (breakfast, lunch, dinner and tea/coffee) provided at EDI campus and the balance will be given to the participants as out-of-pocket allowance to meet sundry expenses towards laundry, mineral water and the like. **In view of the limited living allowance, candidates are advised to bring extra foreign exchange to meet additional expenses, such as; shopping, ISD calls and excess baggage allowance at the time of return.***

- Book Allowance (in the form of Course Material, Cases, CD, etc.)
- Air Travel (Economy Class) to Ahmedabad and back, by shortest route.

**Participants must possess a valid passport and visa for the entire duration of the course.**

# General ITEC Guidelines

1. The classes will be held from Monday to Friday. All Saturdays and Sundays are holidays.
2. It is compulsory to attend classes regularly. Course completion certificate will not be awarded to those with less than 95% attendance.
3. If a participant is unable to attend class, he/she must seek prior permission from the respective Course Director.
4. If a participant wishes to go outside Ahmedabad, he/she must obtain a **'No Objection Certificate'** from his/her respective Embassy in New Delhi addressed to the Ministry of External Affairs, New Delhi and submit the same to the Institute.
5. **The participants have to strictly follow the rules and regulations of the Institute.**
6. Participants will hand over their ticket and passport to the Institute on the first day of the course. The passport will be returned after a day while the ticket will be kept with the Institute for re-confirmation and will be returned to participants on the last day of the training programme.
7. **Course details on individual training programmes, admission procedure and the application form are given under 'International Programmes' at EDI website: [www.ediindia.org](http://www.ediindia.org)**



# List of countries under ITEC & SCAAP

## ITEC Countries

S.No.	Country
1.	Afghanistan
2.	Albania
3.	Algeria
4.	Angola
5.	Anguilla
6.	Antigua and Barbuda
7.	Argentina
8.	Armenia
9.	Azerbaijan
10.	Bahamas
11.	Bahrain
12.	Bangladesh
13.	Barbados
14.	Belarus
15.	Belize
16.	Benin
17.	Bhutan
18.	Bolivia
19.	Bosnia - Herzogovina
20.	Brazil
21.	Brunei Darussalam
22.	Bulgaria
23.	Burkina Faso
24.	Burundi
25.	Cambodia
26.	Cape Verde Island
27.	Cayman Island
28.	Central African Republic
29.	Chad
30.	Chile
31.	Colombia
32.	Commonwealth of Dominica
33.	Comoros
34.	Congo
35.	Cooks Island
36.	Costa Rica
37.	Cote D' Ivoire
38.	Croatia
39.	Cuba
40.	Czech Republic
41.	Democratic Republic of Congo

S.No.	Country
42.	Djibouti
43.	Dominican Republic
44.	Ecuador
45.	Egypt
46.	El-Salvador
47.	Equatorial Guinea
48.	Eritrea
49.	Estonia
50.	Ethopia
51.	Fiji
52.	Gabon
53.	Georgia
54.	Grenada
55.	Guatemala
56.	Guinea
57.	Guinea Bissau
58.	Guyana
59.	Haiti
60.	Honduras
61.	Hungary
62.	Indonesia
63.	Iran
64.	Iraq
65.	Jamaica
66.	Jordan
67.	Kazakhstan
68.	Kiribati
69.	Korea(DPRK)
70.	Kyrgyzstan
71.	Laos
72.	Latvia
73.	Lebanon
74.	Liberia
75.	Libya
76.	Lithuania
77.	Macedonia
78.	Madagascar
79.	Malaysia
80.	Maldives
81.	Mali
82.	Marshall Islands

S.No.	Country
83.	Mauritania
84.	Mexico
85.	Micronesia
86.	Moldova
87.	Mongolia
88.	Montenegro
89.	Montserrat
90.	Morocco
91.	Myanmar
92.	Nauru
93.	Nepal
94.	Nicaragua
95.	Niger
96.	Oman
97.	Palau
98.	Palestine
99.	Panama
100.	Papua New Guinea
101.	Paraguay
102.	Peru
103.	Philippines
104.	Poland
105.	Qatar
106.	Republic Of Sao Tome
107.	Romania
108.	Russia
109.	Rwanda
110.	Samoa
111.	Senegal
112.	Serbia
113.	Singapore
114.	Slovak Republic
115.	Solomon Island
116.	Somalia
117.	Sri Lanka
118.	St. Kitts & Nevis
119.	St. Lucia
120.	St. Vincent & Grenadines
121.	Sudan
122.	South Sudan
123.	Suriname

S.No.	Country
124.	Syria
125.	Tajikistan
126.	Thailand
127.	Timor Leste
128.	Togo
129.	Tonga
130.	Trinidad & Tabago
131.	Tunisia
132.	Turkey
133.	Turkmenistan
134.	Turks & Caicos Island
135.	Tuvalu
136.	Ukraine
137.	Uruguay
138.	Uzbekistan
139.	Vanuatu
140.	Venezuela
141.	Vietnam
142.	Yemen

#### SCAAP Countries

S.No.	Country
1.	Botswana
2.	Cameroon
3.	Gambia
4.	Ghana
5.	Kenya
6.	Lesotho
7.	Malawi
8.	Mauritius
9.	Mozambique
10.	Namibia
11.	Nigeria
12.	Seychelles
13.	Sierra Leone
14.	South Africa
15.	Swaziland
16.	Tanzania
17.	Uganda
18.	Zambia
19.	Zimbabwe





## About the Institute

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

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

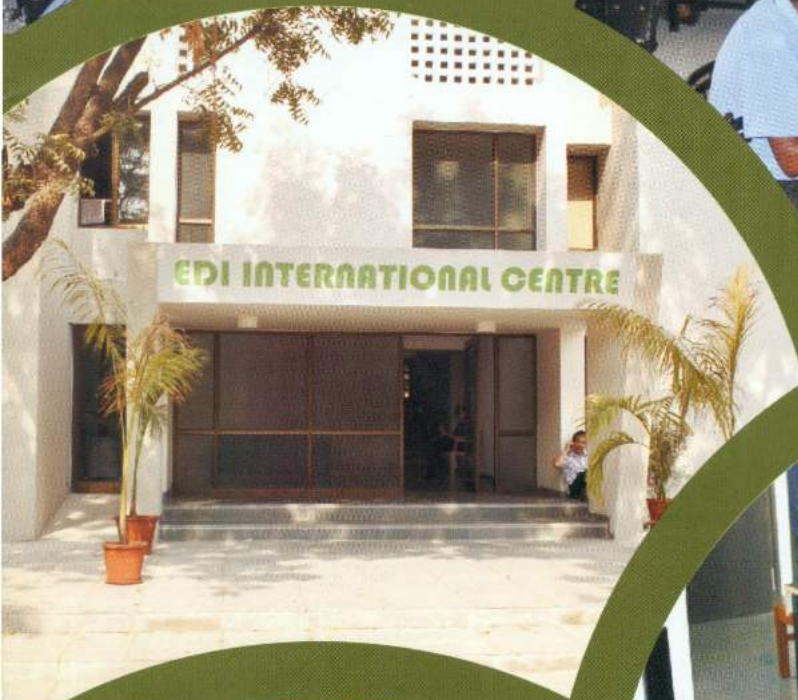
In order to broaden the frontiers of Entrepreneurship Research, EDI has established a Centre for Research in Entrepreneurship Education and Development (CREED), to investigate into a range of issues surrounding small and medium enterprise sector, and establish a network of researchers and trainers by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

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

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

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

# EDII Facilities





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