

EDII Reports 106

May-July 2019

From the
Director's Desk



Time To **ENDOW** Them **DIFFERENTLY**

Discrimination and denial of rights is disconcerting for any economy or section of people. A sizeable portion of Indian society is facing this depravity and is struggling to live a stigma free life. These are the people who suffer from different forms of disabilities and yearn to be a part of the mainstream.

Although India has one of the most progressive disability policy frameworks among developing countries, the challenge rests in effective operationalization of policy framework. It is, therefore, important to initiate measures that ensure effective support mobilization to ensure self reliance, autonomy, dignity and inclusiveness for the disabled. It is important to exhibit confidence in their potential and help them deal with



**Entrepreneurship
Development
Institute of India**



their limitations and overcome challenges through counseling, skill training and capacity building. Towards this, concerted efforts are required to target sustainable positive change. Proactive efforts towards integration of the disabled in every aspect of political, social, economic and cultural life is a must and a mandatory responsibility of the nation and its able citizens.

EDII has undertaken to set up 'Centre for Empowerment of Differently Abled', supported by the

Department of Social Justice and Empowerment, Government of Gujarat. Initially, for three years, the Centre will be housed at the EDII Campus and ensure skill development and entrepreneurship training of 24,000 disabled people. The primary focus would be on Capacity building for self-employment, entrepreneurship and socially relevant income-generating activities. Enhancing employability skills and linkages with enterprises having social concerns for Differently Abled people would be an outcome that will be targeted through research, impact assessment studies and policy advisory.

EDII, therefore, looks forward to bringing about a conspicuous change in the lives of the differently abled and through them in the economy. Globally, the economy is changing rapidly, with its impact on every individual, segment and sector. Every market is undergoing change. There is opportunity for all, if harnessed carefully. Presence of skills and the abilities to run a business have, therefore, come to acquire paramount importance. Strategies, effective tactics, grounded in entrepreneurial receptivity are a necessity, if one has to navigate through the vicissitudes of business. And, the rule remains the same for differently abled too. EDII has, therefore, taken up this challenge.

'Enabling the disabled' is EDII's mandate, which it will approach through high levels of analysis, perceptive thoughts and strategies. Being in the business of creating entrepreneurs, it is all the more important for EDII to reset its methodologies, theories and domains to include the disadvantaged and the differently abled. The Institute has taken its first steps by recently completing a sizeable number of programmes for SC/ST community and by committing to set up the Centre for Differently Abled for their welfare.

A lot of out-of-the-box thinking, examination of external and internal factors and a scrutiny of several other aspects will together yield worthwhile results.

Here's to entrepreneurial development and inclusive growth...

- Sunil Shukla

20th CONVOCATION EDII ACADEMIC PROGRAMMES JUNE 02, 2019



At the 20th PGP Convocation: (5th from R) Chief Guest Shri Kris Gopalakrishnan, Co-founder Infosys and Chairman of Axilor Ventures; (4th from R) President-EDII, Shri Rakesh Sharma, Managing Director & Chief Executive Officer- IDBI Bank Ltd; (6th from R) Dr. Sunil Shukla, Director EDII and esteemed EDII Board Members, (R-L) Ms. Rajshree Paatil, Executive Director (Business Development) Surya Group; Shri Narayanan Sadanandan, Chief General Manager (SME & Supply Chain Finance) SME Business Unit Sate Bank of India; Shri Milind Kamble, Founder Chairman, Dalit Indian Chamber of Commerce & Industry (DICCI); Dr. Sailendra Narain, Former Chairman and Managing Director, Small Industries Development Bank of India (SIDBI); Dr. Amarlal H Kalro, Former Director, IIMK, Prof. Emeritus Ahmedabad University Academic Advisor, Ahmedabad Education Society

HERALDING New Beginnings

Eager faces.....confident gait.....said it all. It was time to award the hardwork and determination of 92 young men and women who had joined the Post Graduate Programmes at EDII two years back. The 20th Convocation on June 2, 2019 honoured the youths and celebrated their achievement. The entire event stood for beginning of a new chapter; a stepping stone for them to delve into all things creative and innovative. The students walked in their ceremonial robes and graduation caps to receive their

certificate at the hands of Chief Guest, Padma Bhushan Shri Kris Gopalakrishnan, Co-founder Infosys and Chairman of Axilor Ventures. 92 students were awarded diplomas: in Post Graduate Diploma Programme - Business Entrepreneurship (PGDM-BE), 79 students received their diploma; in Post Graduate Diploma Programme - Development Studies (PGDM-DS), 13 students were conferred diploma and in Fellow Programme in Management, 2 students were awarded diploma. Also present on the occasion was

EDII – President, Shri Rakesh Sharma, Managing Director & Chief Executive Officer- IDBI Bank Ltd and the esteemed Board Members of the Institute.

Hon'ble Shri Kris Gopalakrishnan shared insights on the science and art of entrepreneurship. Crediting Entrepreneurship as the engine of global economic activity, Shri Gopalakrishnan spoke about its three important benefits: increases productivity, spurs innovations and creates jobs. He said, "Entrepreneurship gives rise to



start-ups that typically leverage on new technologies and have higher productivity than incumbents. Start-ups are disproportionately responsible for commercializing new innovations, particularly radical innovations that spawn entirely new markets or substantially disrupt existing markets. Start-ups scaling up are usually the leading net job creators. All of these are relevant for us in India currently. We need to improve productivity and create new jobs."

Giving the example of the software services industry, the Chief Guest also highlighted India's ability to nurture world class industry transforming start-ups. In his message to the graduating students, he stressed catering to small and rural businesses in India. He said, "I hope some of you will



Elated Award Winners with the dignitaries

start ventures that are relevant to small and rural businesses in India, something that EDII has been promoting for several decades now. Remember, there are plenty of opportunities to serve the needs of the under-served in India, what some call the 'next billion users' in India."

President Shri Rakesh Sharma,

advised the graduating students to keep working hard and adopt an innovative approach in handling their respective enterprises. He inspired them to evaluate sustainability in whatever they decide to do and also focus on development of the country, alongside their own. He motivated the youths by citing examples of



That proud moment !!!

The Meritorious...

- Dahyabhai Chhotalal Charity Foundation (Remik) sponsored Gold Medal for Scholastic Performance in New Enterprise Creation – Shweta Balachandran
- Dahyabhai Chhotalal Charity Foundation (Remik) sponsored Silver Medal for Scholastic Performance in New Enterprise Creation – Aashiya Batra
- Dahyabhai Chhotalal Charity Foundation (Remik) sponsored Silver Medal for Scholastic Performance in Family Business Management – Meghkumar Shah
- EDII sponsored Gold Medal for Scholastic Performance in Development Studies – Pujitha K.
- Best Sports Person Award - Pratik Patel

how entrepreneurs had made a big difference to the economy of the country.

"Entrepreneurship awareness must permeate into folds of every section of society; and one way of achieving this is by disseminating its advantages through the medium of formal education. EDII understands this well and these graduating students are the testimonies of this

phenomenon," said President Shri Rakesh Sharma.

On the occasion, Dr. Sunil Shukla, Director, EDII explained how EDII had adopted the new business strategy in keeping with the changing contours. Placing emphasis on entrepreneurship and its trajectory, Dr. Shukla said that it has a sharp inclination towards innovation and knowledge based



“ Entrepreneurship awareness must permeate into folds of every section of society; and one way of achieving this is by disseminating its advantages through the medium of formal education. EDII understands this well and these graduating students are the testimonies of this phenomenon ”

*Shri Rakesh Sharma.
President-EDII & Managing
Director & CEO, IDBI Bank Ltd.*

enterprises. Women are increasingly stepping forth with unique business ideas in today's world and EDII has been taking initiatives to especially contribute towards their self-reliance through its various skill development programmes. Speaking about the Institute's role in promoting new age start-ups and enterprises, Dr. Shukla said, "EDII is striding rapidly and steadily on the path of startups, incubation and innovations. The presence of start ups in such huge numbers on the Indian industrial landscape is a heartening indication of the rising awareness and supporting ecosystem in the domain. EDII is doing its bit in making India a front



runner in this area by extending all necessary help to startups in its role of a nodal agency for start ups, as appointed by the Govt. of Gujarat."

The event registered a huge footfall comprising students, parents, professionals, academicians, officials, entrepreneurs and EDII staff and faculty members.

EDII Welcomes the New Batch of PGDM-BE Programme (2019-21)



The first day of July, 2019 marked the beginning of a new chapter for the 21st batch of the students of EDII's Academic Programmes 2019-2021. The EDII campus was overwhelmed with the enthusiasm of students, parents, faculty, staff and management. With a welcome address of the Acting Chairperson, PGP, Dr. Satya Ranjan Acharya, the students were inducted into the new batch of Post Graduate Diploma Programme in Management - Business Entrepreneurship. The programme witnessed participants from across India and even Nepal.

Interactions with Top Leadership of Uttar Pradesh to Ensure an Entrepreneurial Routing for the State



Post perceptive interactions, Dr. Sunil Shukla, Director-EDII presenting a memorabilia to Hon'ble Chief Minister of Uttar Pradesh, Shri Yogi Aditya Nathji. Also present were EDII faculty members (R-L) Dr. Amit Dwivedi and Dr. Ashish Kumar Bhatnagar.



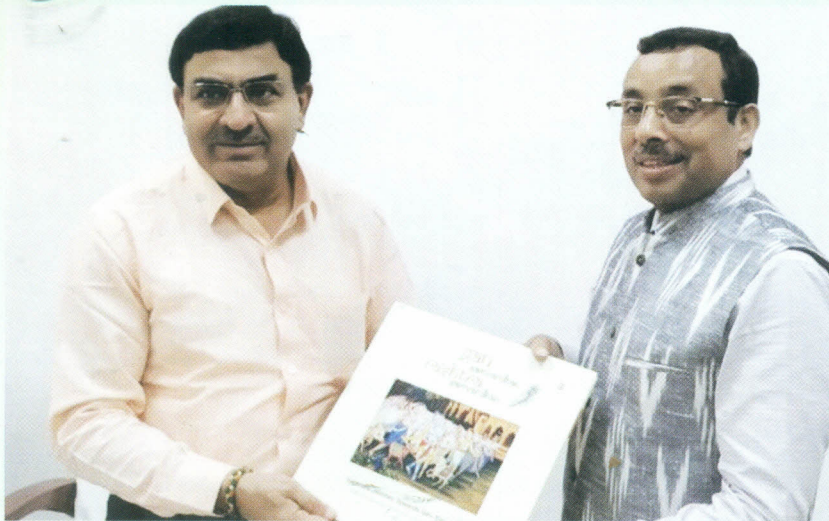
Dr. Amit Dwivedi presenting a docket comprising details on EDII's entrepreneurial initiatives, to Hon'ble Deputy Chief Minister of Uttar Pradesh, Dr. Dinesh Sharma



Dr. Sunil Shukla with Hon'ble Power Minister of Uttar Pradesh, Shri Shrikant Sharma



A result-oriented meeting of Dr. Sunil Shukla with Dr. Vallabh Kathiria, Chairman, Rashtriya Kamdhenu Aayog, Government of India; Dr. Kamal Taori, Rtd. IAS and Shri Pradeep Gandhi - Ex MP Chhattisgarh. The meeting explored possibilities of a collaboration between EDII and Rashtriya Kamdhenu Aayog, to develop cow based products, conduct capacity building programmes and undertake other related activities to float a sustainable cow based economy.



Hon'ble Shri Vallabh Kathiria presenting a book tracing Gujarat's Journey Towards Gau Sanskruti, to Dr. Sunil Shukla.

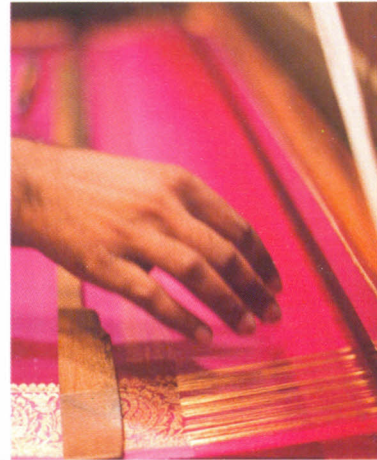


EDII signed an MoU with MSME - Technology Development Centre (PPDC), Agra (UP) to jointly launch National Business Academy (NBA) to promote entrepreneurship across the country with support of various Institutions, Colleges, Government Ministries and Departments. Seen during the MoU signing occasion are (R-L) Shri Ramaswamy Panneerselvam, Principal Director, Product and Process Development Centre (PPDC), Agra; Shri D. P. Srivastava, Dy. Director General, Ministry of Micro, Small & Medium Enterprises (MSME), Govt. of India; Dr. Sunil Shukla, Director-EDII; Shri Ram Mohan Mishra, IAS Additional Secretary & Development Commissioner, Ministry of MSME, Govt. of India and Shri Piyush Srivastava, Additional Development Commissioner, Ministry of MSME Govt. of India



Reviving the **GLORY** of the **HANDLOOM** Sector

...HAND MADE IN INDIA



- The project will be in implementation for 3 years and in its first phase six handloom clusters will be addressed across the country
- EDII and E&Y Join Hands to develop entrepreneurial competencies in about 5000 weavers, artisans and traders

India gets its identity from the word 'handloom'. Handloom has adorned India and has remained its distinct identity since time immemorial. Every state of India has its distinctiveness craftsmanship when it comes to handloom. But somewhere down the line, the handloom sector in India lost its sheen; it got coated with layers of obsolescence, non-competitiveness, lack of advancement and non-profitability, necessitating interventions to restore the sector's lost glitz and aura.

EDII and E&Y have joined hands to develop entrepreneurial competencies in about 5000 weavers, artisans and traders in six centres across the country to promote hand-made art of India. Bhuj and Surendranagar in Gujarat, Bargarh in Odisha, Kamrup in Assam, Maheshwar in Madhya Pradesh and Salem in Tamil Nadu are the selected handloom clusters

for the project 'Hand Made in India' (HMI) which will be implemented over three years.

The Institute has evolved a model for upgrading skills of weavers, introducing new age marketing strategies, ensuring increased credit availability, leading to better income and improved quality of life in selected handloom clusters. Special focus will be given to empower women involved in weaving and allied activities.

"Traditional weavers and artisans in the handicraft industry have long struggled to survive due to the advent of power looms. However, the charm of a hand woven fabric has never faded and there is more awareness among people about such products. To calibrate these artisans to newer markets and shift in customer's preference for sustainable products, we have initiated the Hand Made in India

(HMI) project. The aim of this initiative is to revive the lives of weavers by handholding them in developing entrepreneurial competencies. India is a land of diversity and from every region we can find different craftsmanship which requires special intervention and that is what we aim at evolving and implementing," said Dr. Raman Gujral, Sr. Faculty, EDII.

The project would concentrate on product development to capture larger and high end markets with special focus on exports. New collections and clothing line through product diversification, in collaboration with renowned fashion designers and fashion institutes will be introduced through this project. The weavers and artisans would be handheld to match steps with the contemporary trends so that they make a mark for themselves in the world of business.

EDII **OPENED** doors to the first ever **SSIP** **ANNUAL** Conference 2019

Primacies were Student Innovations,
Start-ups and Ecosystem



E DII opened doors to the first ever SSIP Annual Conference 2019 Primacies were Student Innovations, Start-ups and Ecosystem

Government of Gujarat, under Student Start-up and Innovation Policy (SSIP) Cell and Gujarat Knowledge Society (GKS) organized an SSIP 'Annual Conference' on 'Student Innovation, Start-ups and Ecosystem'. This conference, conducted during 6-7 June, 2019, at EDII Campus was first-of-its-kind in India to promote students' startup initiative. The idea is to make it a flagship programme under the SSIP, to be conducted every year with the primary objective of providing a platform to academic researchers, practising professionals and others to present their research ideas around the theme of startups and innovations.

Shri Bhupendrasinh Chudasama, Hon'ble Education Minister, Gujarat State was the Chief Guest at the inauguration of the Conference; while Smt Vibhavariben Dave, Hon'ble Minister of State for Women, Child Welfare, Education (Primary & Higher) and Pilgrimage and Dr J. N. Singh, Chief Secretary, Government of Gujarat were Guest of Honours. Smt. Anju Sharma, Principal Secretary,



“ *Be it any sector - agriculture, services or industry - innovative ideas have always stood out and guaranteed livelihood to people. Gujarat is ahead in creating and rolling multiple innovative and result - oriented schemes. Innovation and creativity are the hallmarks of Gujarat* ”

*Shri Bhupendrasinh Chudasama,
Hon'ble Education Minister,
Government of Gujarat*



The SSIP Annual Conference on Student Innovations, Start-ups and Ecosystem was inaugurated in the presence of (in the centre) the Chief Guest Shri Bhupendrasinh Chudasma, Hon'ble Education Minister, Government of Gujarat; (4th from R) Ms. Vibhavariben Dave, Minister of State for Women, Child Welfare, Education (Primary and Higher) and Pilgrimage Dept. GoG; and (from L to R) Dr. Sunil Shukla, Director, EDII; Smt. Avantika Singh Aulakh, CEO, GKS, Commissioner, Technical Education, GoG; Ms. Anju Sharma, Principal Secretary, Education Dept., GoG; Dr. J. N Singh, Chief Secretary, GoG; Prof. Anil Sahasrabudhe, Chairman, AICTE; Shri Kris Gopalakrishnan, Co-founder, Infosys and Chairman, Axilor Ventures and Dr. H Purushotham, Chairman, NRDC

Education Department, Government of Gujarat and Smt. Avantika Singh Aulakh, CEO, GKS Commissioner, Technical Education, Government of Gujarat were the key personalities behind organizing this conference. Other prominent speakers present at the inaugural session were Shri Kris Gopalakrishnan, Co-founder, Infosys and Chairman, Axilor Ventures; Prof. Anil Sahasrabudhe, Chairman, AICTE; Dr. H. Purshotham, CMD, National Research Development Corporation (NRDC) and Dr. Sunil Shukla, Director, EDII.

Shri Bhupendrasinh Chudasama, Hon'ble Education Minister, Government of Gujarat, addressed the audience, with an emphasis on the significance of startups. He hailed startups as the 'solution to any problem.' "Be it any sector - agriculture, services or industry - innovative ideas have always stood out and guaranteed livelihood to people. Shri Narendra Modi, Hon'ble Prime Minister of India has worked hard to increase employment in all these three sectors since the time he was the Chief Minister of Gujarat state. Today, we can witness innumerable innovative ideas and start-ups in many fields. We hope to see India's youth as job givers and not job seekers. Education Department in Gujarat has conducted a series of interventions to



“SSIP is playing an equivalent role of SIP that is Systemic Investment Plan, which itself means to secure future with little investment every day in the present. That's what Government of Gujarat is intending to do through SSIP”

Smt Vibhavariben Dave,
Hon'ble Minister of State for Women,
Child Welfare, Education
(Primary & Higher) and Pilgrimage



“ Gujarat is blessed with tremendous entrepreneurial culture and an able ecosystem. The Government is proactive and is going all out to create a comprehensive structure comprising outcome based systems. ”

*Dr J N Singh, Chief Secretary,
Government of Gujarat*

create end-to-end ecosystem for student innovation and start-ups. These interventions have received attention from academia, industry and public policy makers at national and international levels, “said Shri Chudasama. The Hon'ble Minister also shared a few examples of unique start-up ideas which had helped society at large.

Dr J N Singh, Chief Secretary, Government of Gujarat said “Under Chairmanship of Shri Narendra Modi, Hon'ble Prime Minister of India and other senior cabinet ministers, Union Cabinet took an important decision to form a subcommittee primarily focusing on employment and skill development. Perhaps for the very first time, a high powered body has been made. The motive behind the formation of the body is majorly for employment generation among the youth. We are proud to have a potent democratic dividend. We are fortunate to be in Gujarat, a state which has tremendous entrepreneurial culture and an ecosystem where aid and assistance are easily available.”

Smt. Anju Sharma, Principal Secretary, Education Department, Government of Gujarat, stated that the Education department aims to benchmark the best performing ecosystem to instil a culture of excellence and drive collaborative competition in the ecosystem. “We will also be offering monetary and non-monetary awards/citations to attract more student led innovations,” she announced. She also mentioned that there are more than 100 colleges registered so far under SSIP in India; wherein 74 institutes are placed in phase 4. Under



A cross section of the audience at the conference at EDII



“Education department aims to benchmark the best performing ecosystem to instil a culture of excellence and drive collaborative competition in the ecosystem.”

*Smt. Anju Sharma, Principal Secretary,
Education Department,
Government of Gujarat,*

these, 400 innovative projects and more than 500 patents have been registered. Various start-up eco-channels such as, Start-up Programmes (for students in their first phase), Start-up SATHI (where the entrepreneurs can leverage best mentors for their start-ups), Start-up BLOOM (where more than 45 patents have been registered), Start-up MART (an e-commerce platform cum marketing space for start-ups), Start-up PROMOTION and Start-up MANAK (for facilitating certification related formalities) and many more have been introduced by the Government of Gujarat with an aim to ensure the best for budding entrepreneurs. She concluded her speech by mentioning that the Government of Gujarat is bringing a paradigm shift in higher education system which will help in job creation by the younger generation.

Shri Kris Gopalakrishnan, Co-founder, Infosys and Chairman, Axilor Ventures in his address said, “Entrepreneurship is a cultural behavior. In the Indian economy, 70% of the Start-ups are referred to as Small and Medium enterprises with an average of 20 employees. We also need significant start-ups in rural areas of the country for upliftment of these areas.”

Prof Anil Sahasrabudhe, Chairman, AICTE highlighted that in last 5 years there has been an extraordinary growth in terms of innovation

Innovation level of **INDIAN** youth entrepreneurs **HIGHEST** among Asia-Pacific: **GEM** Report

The Global Entrepreneurship Monitor (GEM) Survey is the largest annual study of entrepreneurial dynamics in the world. GEM was conceived in 1999 and has since been venerated for the credibility and coverage of its research. With the Indian Entrepreneurial Eco-system becoming robust by the day, the GEM-India Consortium is assuming a major role in probing the rapidly evolving nature and the level of entrepreneurship in India.



Dr. Pankaj Bharti,
Faculty-EDII &
National Team Member,
GEM India Chapter

"The GEM-India Consortium is spreading its wings to involve regional and state level entrepreneurs h i p

institutions to ensure maximum reach in researching the multiple dimensions of Indian entrepreneurship."

"India is now ranked 52nd on the Global Innovation Index (GII) 2019, a jump of 5 places over last year, and 29 places in the last five years - up from 81 in 2015. "

ET Online, July24, 2019,

- Indian Youth Entrepreneurs in the age group of 18-34 years have innovation level as high as 55% among nine countries surveyed in Asia-Pacific Region
- Only Australian Youth in similar age group had innovation level as high as India
- The fear of failure rate among Indian youth entrepreneurs was third lowest at 31.9%, behind Republic of Korea at 30.8% and Malaysia at 31.5%.

The GEM India Team (2015-18) comprises Entrepreneurship Development Institute of India (EDII), Centre for Entrepreneurship Development Madhya Pradesh (CEDMAP), Bhopal; and Jammu & Kashmir Entrepreneurship Development Institute (JKEDI). EDII is the lead institution for GEM India Team. EDII is the lead institution for GEM India Team. Gem India National Report 2017-2018 revealed some interesting

parameters related to Innovation level of Indian youth entrepreneurs.

The innovation level of youth entrepreneurs in India is highest among Asia and the Pacific region as per latest survey by Global Entrepreneurship Monitor (GEM) and Youth Co:Lab. As per survey, around 55% of Total Early-stage Entrepreneurial Activity (TEA) showed innovation-orientation for

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RURAL

Entrepreneurship:

The **BE-ALL** and **END-ALL**

23,606 enterprises established over 3 years

Entrepreneurial opportunities that leverage local resources can not just alleviate poverty and unemployment but can also ensure optimal use of local resources. India's villages offer immense scope in this space. As a National Resource Organization (NRO) for Ministry of Rural Development, Government of India's Start-up Village Entrepreneurship Programme (SVEP), EDII has been maximising

scope for development of rural entrepreneurship. SVEP focuses on promoting rural entrepreneurship by developing a sustainable model for Village Entrepreneurship promotion through integrated ICT techniques and tools for training & capacity building and enterprise advisory services. It also aims at developing local resources by training a pool of village level community cadre [Community Resource Persons – Enterprise

Promotion (CRP - EPs)] and building the capacity of the National Rural Livelihood Missions and SHG federations to monitor and direct the work of the CRP-EPs. The Institute is working in 42 blocks spread across 11 states of India.

Till date, 811 enterprises have accessed loans worth Rs. 2.79 Cr. from various financial organisations. Periodic meetings with bankers at the block, district and state levels, and engaging them in the decision making process in some blocks, has resulted in sensitizing bankers and raising possibilities of finance for eligible entrepreneurs.

23,606 enterprises have been promoted and Rs. 62.66 crores has been disbursed so far. The repayment rate on an average, across 34 blocks, is approximately 95%.



Understanding the nuances of enterprise creation



During base line survey meeting with Mr. Ram Kumar Singh, Chief Development Officer and Mr. Zeeshan Rizvi, Duty Commissioner in Hamirpur Dist., Uttar Pradesh

Udyog Aadhar is an initiative of the Ministry of MSME whereby a twelve digit Unique Identification Number (UIN) is provided to small and medium enterprises in India. This makes them eligible to receive a host of benefits, including credit linkages, ease in licensing and applicable concessions/subsidy.

983 SVEP entrepreneurs have been formally registered under Udyog Aadhar and efforts are being made to register more entrepreneurs.

Caste and Gender wise distribution of entrepreneurs promoted under SVEP is as follows: ▶

Caste	Female Entrepreneurs	Male Entrepreneurs	Transgender	Total
General	1918	1702	0	3620
OBC	5608	3966	0	9574
SC	2178	1828	0	4006
ST	4826	1717	0	6543
Minority	409	327	1	737
Total	14939	9540	1	24480*

* Total entrepreneurs trained

Training of Block Programme Managers (BPM-SVEP)

2 batches of Residential Training of eight days each, of Block Programme Managers, sponsored by Ministry of Rural Development, Govt. of India, were organized at EDII to develop necessary skills and knowledge for effective implementation of the SVEP at the field level. The 5th batch of SVEP BPM commenced on 21st May

2019 and concluded on 28th May 2019 and the 6th batch commenced on 18th June and concluded on 25th June 2019.

Field level training on SVEP software was also conducted for Community Resource Persons in 38 blocks of 11 states which helped CRP-EPs prepare business plans and track the progress of enterprises on the mobile app.

ACCELERATING Women Entrepreneurship... PROJECT UDAYA

The entrepreneurship landscape of the country is dotted with stories of grit and strength of women entrepreneurs. If entrepreneurship supports economic growth, it could well be believed that women are the major catalysts in this process. If a country's potential has to be harnessed, entrepreneurship needs to be encouraged with emphasis on creating enabling factors that accommodate both men and women potential entrepreneurs.

A 2015 study by McKinsey has shown that with equal participation of women in the economy, India's GDP can rise by 16-60% by 2025, which means an addition of \$2.9 trillion to the Indian economy.

EDII has been significantly contributing to women entrepreneurship and has closely dealt with the problems and concerns that are most often specific to women seeking to set up their businesses. Given this background and with the resolve to make a further meaningful contribution, EDII joined hands with TATA Communications Ltd. in



During the unveiling of the Project Logo; Shri C T Sadanand, Vice President, CS and CSR, TCL (Centre), Mr. Prakash Solanki, Faculty, EDII (second from left in front row), Mr. Prashant Kumar, Manager-CSR, TCL (second from right), Ms. Pallavi Barua, Executive-CSR, TCL (Center) and other dignitaries

Project Udaya, to promote entrepreneurship among women from SC/ST, weaker sections and SHG members for sustainable income generation through enterprise creation. The project will develop entrepreneurial capabilities among potential women beneficiaries; strengthen their knowledge, skills and behavioral attributes to initiate, plan and implement entrepreneurship development activities effectively. Participants¹ were also trained in business environment scanning,

identification & selection of business opportunities, commercial analysis of business opportunities and preparation of project report. The most tangible outcome of the project will be reflected in completely enabling trained women entrepreneurs to establish & manage their enterprise.

The project was launched on June 4, 2019 at Alibaug, Raigarh district of Maharashtra. Various esteemed dignitaries graced the launching ceremony with their presence. The



Mr. C T Sadanand, Vice President, Corporate Services and Corporate Social Responsibility, TATA Communications Ltd. addressing the participants during the project launch. Shri Sadanand, reposed faith in the work of EDII and motivated the participants to come forward to learn the nuances of entrepreneurship and bring about a conspicuous socio-economic change in their condition.



“The thriving start-up and entrepreneurial culture in India especially over the last decade, has brought about a conspicuous rise in the awareness and motivation levels of society at large. Generally people are inclined towards entrepreneurship as a career; all that steps forth as a deterrent is lack of proper training and counselling. Women in particular, have typical concerns which need a different approach. Women especially from disadvantaged groups, harbor entrepreneurial desire but certain distinct hindrances hold them back. This landmark project will address such issues to make sure that these women shine in the entrepreneurial world.”

- Mr. Prakash Solanki
Faculty – EDII & Project Incharge

PROJECT UDAYA GOALS:

- Identify viable Business opportunities and to develop project profiles
- Sensitize 900 women from the identified location through entrepreneurial awareness camps,
- Train 300 potential women participants through customized Women Entrepreneurship Development Programmes
- 150 enterprises will be established by trained women entrepreneurs
- 500 employment opportunities will be generated

Chief Guest for the event was Shri C. T. Sadanand, Vice President, Corporate Services and Corporate Social Responsibility at Tata Communications Limited. Other dignitaries present were Shri Prashant Kumar, Manager, CSR at

TCL; Ms. Pallavi Barua, Executive, CSR at TCL; Shri Anand Nimbekar, Lead District Manager, Bank of India, Lead Bank at Alibaug; Shri R M. Dabhade, Industries Inspector, District Industries Centre; Shri More, Officer, Social Welfare Department,

Govt. of Maharashtra and Shri Chandrasekhar Bhosle, Senior Vice President, MITCON. More than 85 women beneficiaries from Alibaug and nearer villages were present at the project launch.

Science & **TECHNOLOGY** Gain Firmer **FOUNDATIONS** in **ENTREPRENEURSHIP**

Entrepreneurship exposure aligns the capabilities of students with the demands of the markets. Entrepreneurial capabilities encourage independent thinking, foster creativity and nurture the spirit of innovation. Simultaneously, an amiable ecosystem has to be established with all stakeholders duly sensitised about the benefits of pursuing entrepreneurship, so as to spur entrepreneurial incidences in a big way. EDII in collaboration with Department of Science and Technology (DST), Government of India conducted different workshops and programmes to train and educate students on adopting entrepreneurship as a career. Faculty members of different academic institutions were trained to master the finer nuances of entrepreneurship so that they could impart effective learning to students. Over last four months, EDII's South Regional Office conducted five programmes on various subjects, viz; Entrepreneurship Awareness Camps (EACs), Entrepreneurship

Development Programmes (EDPs), Women Entrepreneurship Development Programmes (WEDPs), Technology based Entrepreneurship Development Programmes (TEDPs) and Faculty Development Programmes (FDPs). More than 1500 students and faculty members benefitted from these programmes. While Dr. Raman Gujral, Senior Faculty, EDII monitors activities under DST in the southern region, at the national level DST supported programmes are coordinated and directed by senior faculty member, Mr. S. B. Sareen.

- **Entrepreneurship Awareness Camps (EACs)**

Impressing upon students to pursue entrepreneurship is important to ensure long term results. Awareness Camps are proven ways to impact the mindset of students in favour of entrepreneurship. EDII conducted around 18 EACs in the period of 2018-19 which witnessed more than 1500 students from science and technology background and were taught various nuances of innovation and creativity in order to establish their own



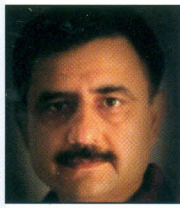
enterprise in the future. The three-day programme witnessed participants from various places in Karnataka and Tamil Nadu.

- **Entrepreneurship Development Programme (EDP)**

One-month EDP was conducted at the Syed Hameeda Arts and Science College, Tamil Nadu during March 11 – April 11 2019. 25 participants who enrolled in the programme were guided and mentored by some of the best experts in the field of entrepreneurship. The feedback was positive and majority of the participants expressed that they were inspired and learnt how to start their own enterprise. The programme addressed 'knowledge', 'skills' and 'attitude' so as to groom potential entrepreneurs and impart learning on entrepreneurial traits, markets, networking, policies and schemes, business opportunity identification, business plan preparation, technical parameters and related aspects.

- **Women Entrepreneurship Development Programme (WEDP)**

Given their unique management skills and abilities, women need to be provided with cordial conditions to set up



Training, mentoring, networking, and incubation are significant aspects of promoting entrepreneurship, and DST has made this task easy by facilitating all of these.

Dr. Raman Gujral, Sr. Faculty

EAC :	1531 students of Science and Technology introduced to entrepreneurship as career
EDP :	25 youth trained to be entrepreneurs
TEDP :	49 students trained in AI technology based entrepreneurship
WEDP :	58 women from S&T background trained in entrepreneurship
FDP :	25 faculty from Engineering Colleges trained in entrepreneurship development

their business. While a sensitized support system is greatly helpful, entrepreneurial training imparted to potential women entrepreneurs can go a long way in ensuring their growth as able entrepreneurs. WEDPs are targeted at driving in an understanding to women so that they overcome certain conditions, typical to them and choose opportunities that suit their schedules, comfort level, inclinations, likes and dislikes. As a part of DST-NIMAT 2018-19, two WEDPs of 4 weeks each, were conducted. EDII collaborated with We n We Visionary, a non-profit organization, Bangalore and Thiagarajar College, Madurai to conduct these workshops. The outcome of the two WEDPs was impact making with women not just learning how to do business

but also shortlisting and identifying opportunities, networking, preparing business plans and finalizing the nitty-gritty of setting up their enterprise. 58 women successfully completed the programme with 25 participants in the first WEDP and 33 participants in the second programme.

- **Technology based Entrepreneurship Development Programme (TEDP)**

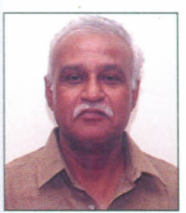
Technical Orientation strengthens the talent pool. Be it existing or potential entrepreneurs, technical skill upgradation, coupled with knowledge on entrepreneurship can ensure sustained successful performance. The potential

entrepreneur develops faith in his/her technical knowledge, derives motivation, nurtures a vision, belief and perception which drives effective action. Against this backdrop, EDII, southern regional office conducted two 6-week TEDPs. The focus area was Artificial Intelligence. 49 students were trained to be technically sound entrepreneurs during this programme.

● **Faculty Development Programme (FDP)**

Against the backdrop that faculty group can influence, train and motivate students to opt for entrepreneurship, EDII conducted FDP to train and develop 23 professionals in entrepreneurship development at Alagappa University, Tamil Nadu. This cadre of resource persons would play a crucial role in guiding and motivating young students from science and technology background to consider entrepreneurship as a career.

Post each programme, a feedback was taken which showcased that 75% of the TEDP participants felt confident about starting their own enterprise in Artificial Intelligence (AI) and 80% of women participants from WEDP programme were certain about starting their own enterprise. Most of the participants have identified their business opportunity and are ready with their business plan. EDII is handholding many.



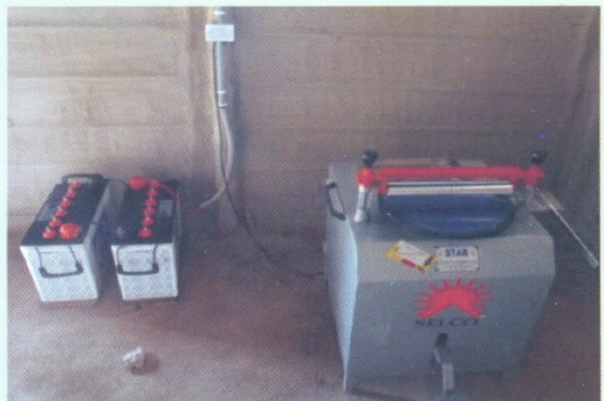
The youngsters are today beaming with technical genius and DST supported initiatives have given their creative bent of mind a new lease of life. Today, there are commendable number of technical enterprises that certainly place the country in the forefront.

Mr. S.B. Sareen,
Project Director, DST, NIMAT

Science and TECHNOLOGY Takes Mega LEAPS...

EDII's Northern Regional Office, under the Project, Innovation- Science and Technology Entrepreneurship Development (i-STED) of the Department of Science & Technology, Govt. of India, has made renewable energy based (Solar) interventions in non electrified and erratic power supply areas. With these scientific and technological interventions, EDII has been successful in transforming the business of several entrepreneurs. Interventions were made in food processing, metal smith and service sectors. The solar machines are Papad & Roti Rolling Machine, Milking Machine, Black Smith's Blower Machine, Motorized Sewing Machine and Off Grid power systems.

Papad & Roti Rolling Machine



Milking Machine



...contd from page #15 Innovation level of **INDIAN** youth entrepreneurs **HIGHEST** among Asia-Pacific: **GEM** Report

entering new markets or introducing new products, service or processes that are unique to market. Only youth entrepreneurs from Australia had similar level of innovation-orientation among total of nine countries studied by GEM consortium.

Innovation from the GEM perspective is often measured by examining R&D investment, intellectual property generation, and STEM (science, technology, engineering, and mathematics) education. The GEM survey adopts both a self-assessment (compared to local competition) and a classification based on the industry the entrepreneurs are active in.

According to survey, Indian youth entrepreneurs also had third lowest fear of failure at 31.9% behind Republic of Korea at 30.8% and Malaysia at 31.5%.

Remarking on the readings of the

survey, Dr. Sunil Shukla, GEM India Team Leader and Director, EDII-Ahmedabad said, "Over last few years, the start-up ecosystem in India has strengthened considerably across value chain, thereby providing them an opportunity to innovate and offer products and services that are new and unique for their consumers. The influx of capital from private equity and venture capital funds in Indian start-ups prove the growth of start-up ecosystem. The innovation level among youth entrepreneurs in India is not surprising when you look at number of successful enterprises that have come up in healthtech, edutech, fintech and foodtech using technology as key ingredient."

Dr. Amit Dwivedi, Faculty, EDII & National Team Member, GEM India Chapter and I said, "Innovation is a core driver of economic and business growth and job creation



*Dr. Amit Dwivedi,
Faculty, EDII & National
Team Member,
GEM India Chapter*

and must be one of the main areas for new policy on youth entrepreneurship. The findings of this report suggest that access to higher education leads to higher entrepreneurial attitudes and greater entrepreneurial intentions, perception of skills, and perception of entrepreneurial opportunities."

According to GEM, in a global comparison, innovation levels in Asia and the Pacific rank behind North America and Europe and ahead of Africa and Latin America and the Caribbean. 25.4% TEA in Asia and the Pacific regard their products or services as new to all or some customers and perceive few or no competitors with the same product on offer.

Gujarat **TOURISM** Takes a **DEEPER** Plunge into **ENTREPRENEURSHIP**

500 trainees acquire skills to set up enterprises in various areas connected with the Tourism Industry of Gujarat in 12 programmes, conducted under sponsorship support of Tourism Corporation of Gujarat Ltd. (TCGL), over last 4 months. EDII conducted these programmes at the behest of TCGL. Till date 2600 trainees have been imparted skills, with 57% success rate (they have either set up their enterprise or secured wage employment). EDII has set up a help desk to extend follow-up support so that more trainees come up with their enterprises.

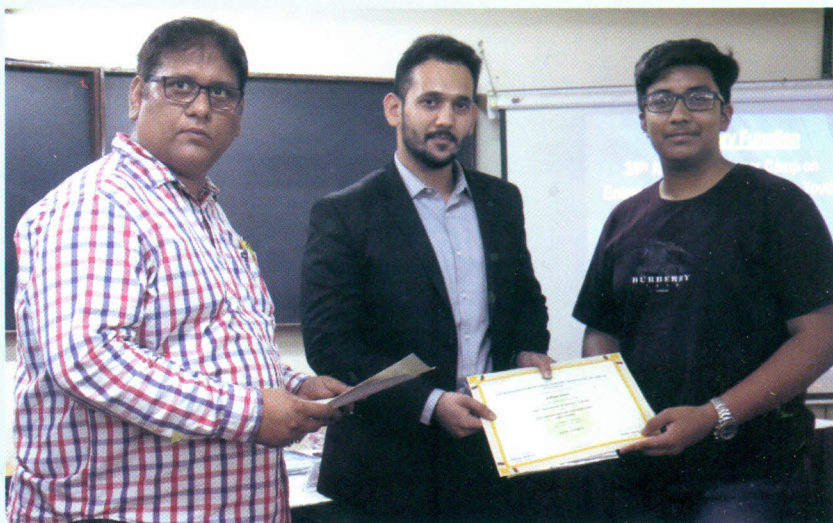


Seen here are Mr. Brijesh Dave, Project Coordinator and Mr. Prakash Solanki, Faculty -EDII during a classroom interaction

Imparting Entrepreneurial **EXCELLENCE** to Youths and **CHILDREN...**

The National Summer Camps

Over the past 26 years, EDII has been imparting unique exposure to children and youths through its National Summer Camps. The camps, till now have shaped entrepreneurial personalities of 2349 children and ----- youths across the country. The presence of values, traits, skills and attitude can make achievers, is what is emphasized through these camps. This year, the Institute announced four such residential camps, the 34th & 35th Summer Camps on Entrepreneurial Stimulation for Children and 35th & 36th Summer Camps on Entrepreneurial Adventures for Youth. While the prime objective of the Summer Camps on Entrepreneurial Stimulation for Children was to inculcate the 'Spirit of Enterprise and Achievement' in children so that they target higher achievements in life, the objective of the Summer Camps on Entrepreneurial Adventures for Youth was to impart entrepreneurial traits so that they discover their hidden potential and develop



At the Valediction of the 36th National Summer Camp on Entrepreneurial Adventures for Youth, Chief Guest Shri Aliasgar Hajoori, Managing Director, Sosyo Hajoori Beverages Pvt. Ltd. awarding certificate to a participant. Also seen is Camp Leader, Dr. Pankaj Bharti.

winning capabilities . Entrepreneurial motivation development exercises, evaluation and development of entrepreneurial traits and competencies, visits to institutions of high repute to analyse the process of creation, exposure to potential opportunities existing in industry and other occupations, career and psychological counselling and formal and informal interaction with successful entrepreneurs are

some of the focus areas of the camps.

This year the 34th and 35th National Summer Camp on Entrepreneurial Stimulation for Children was conducted during 5-10 May and 26-31 May, 2019 respectively. The 34th Summer camp witnessed a total of 66 participants from 6 different states viz. Chattisgarh, Delhi, Gujarat, Maharashtra, Punjab and Uttarakhand while the 35th



National Summer Camp for Children witnessed 46 participants from 7 states namely Daman, Delhi, Gujarat, Madhya Pradesh, Maharashtra, Rajasthan and Uttar Pradesh.

35th and 36th National Summer Camp on Entrepreneurial Adventures for Youth, witnessed a total of 133 youths from 9 different states viz. Assam, Delhi, Gujarat, Haryana, Karnataka, Madhya Pradesh, Maharashtra, Rajasthan and Telangana. These were conducted during 13-22 May 2019 and 2 May-11 June, 2019 respectively.

Camp leader, Dr. Pankaj Bharti shared his insights about the camps. He said, "The camps were designed to enable the participants discover their entrepreneurial competencies and inherent strengths and weaknesses. We received a good mix of participants and divided them into different groups so that

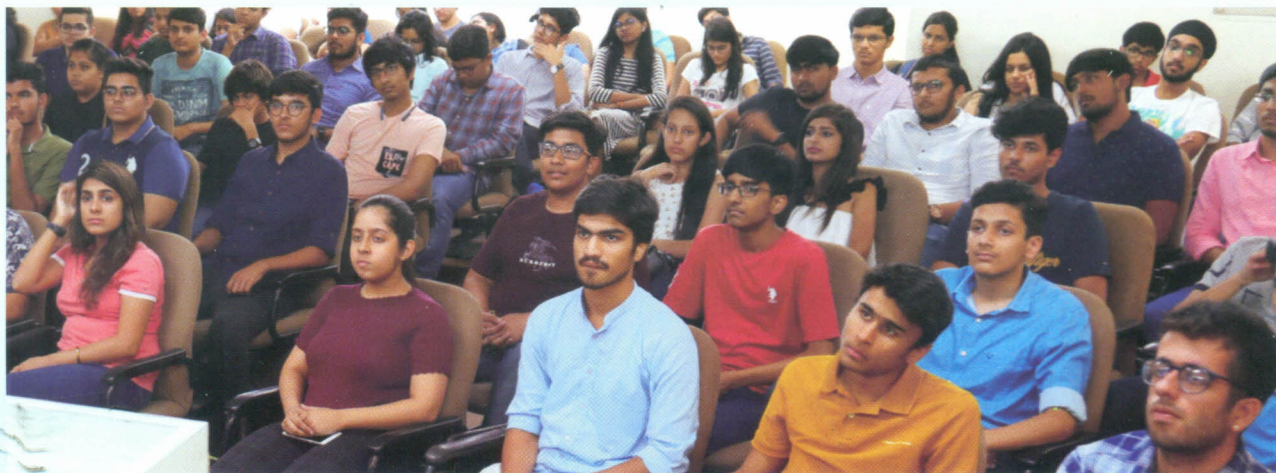
their unique abilities could be easily highlighted. The methodology of imparting training ensured complete involvement of each participant through means of simulation exercises, classroom sessions, puzzles and games, industry visits and interaction with mentors. I am positive that these camps will leave the children enlightened and confident towards achieving excellence in life and career."



- Shri Satyanarayan B. Dangayach, Former Managing Director of Sintex Industries and

esteemed governing board member at IIM-Udaipur, graced the valediction for 34th National Summer Camp on Entrepreneurial Stimulation for Children. Shri Dangayach was also associated with the earlier summer camps at EDII where

he had mentored children on the subject of entrepreneurship. His vibrant personality and energy had enabled the children to think-out-of-the-box and consider entrepreneurship as a career option. Sharing his association with EDII, he said, "EDII has defied the philosophy and the fact that people are born with entrepreneurial skills. Infact the institute has been creating entrepreneurs through result-oriented teaching methodologies. EDII has proved that entrepreneurs can be created through proper training and guidance. Back in the past, I had enrolled my son for the Summer Camp at EDII and once the camp got over he was pretty confident of the fact that he wanted to start his own business. So the day he completed his studies abroad, he came back to India to start



his own venture. Such is the impact of the summer camps at EDII."



- Dr. Navin Sheth, Vice Chancellor of Gujarat Technological University (GTU) graced the valediction

of 35th National Summer Camp on Entrepreneurial Adventures for Youth. Dr. Sheth congratulated the participants on their successful completion of the camp and shared his journey highlighting how a powerful personality and creativity could play a major role in a person's life. He said, "Back in my young age, there were no mentors or guides to help us; education was of prime importance and creativity was most often side-tracked. You all are fortunate to have been able to pursue your dreams and enhance your creativity through such

development activities like EDII's summer camp. Try and make the most of it."



- Shri Aliasgar Hajoori, Managing Director, Sosyo Hajoori Beverages Pvt. Ltd. graced the

36th National Summer Camp on Entrepreneurial Adventures for Youth as Chief Guest. Sharing his journey with the participants he traced the genesis of Sosyo and spoke about different strategies behind the company's success. He said, "I had always believed in two things – Brand Loyalty and Quality Control. One should be persistent, insistent and consistent in life and should always concentrate on overall performance. You should always be loyal to your work and passionate enough to take ownership in life and decisions that you have made.

As an entrepreneur, you should market your product well as if you are a salesman and not a founder. Your prime focus should always be on retaining your employees and customers. That, let me emphasize is the only mantra behind the success of an enterprise."

"The first ever summer camp began in the year 1994 and we were uncertain about its successful outcome but over the years we got to see humungous success with more and more children enrolling and learning skills that proved useful in life and in making career choices. These camps concentrate on instilling skills that groom children and youth to evolve into well-rounded personalities with their perspectives in focus."

**Dr. Sunil Shukla,
Director -EDII**

...contd. from page #14

The Conference witnessed a series of panel discussions on various topics pertaining to start-ups, innovation and technology. The first day of the conference had parallel sessions along two tracks – the Academic track and Practitioner's track. Along the academic track, researchers, experts and practitioners from across India and abroad, working on student innovation and entrepreneurship in academia, shared their learnings, papers and insights on developing innovations and start-up ecosystem. While along the practitioner's track, incubators, innovation centers, SSIP grantees, Start-up ecosystem enablers, academia and allied organizations were encouraged to present their efforts and insights on their work and practices. The core idea of this endeavour was to provide a platform to academic researchers and practicing professionals engaged in start-up

India efforts to share their experiences in pre-incubation, incubation, student innovations and start-up support efforts.

As a part of the Conference, in an insightful panel discussion, Dr. Sunil Shukla, Director-EDII, expressed his views on 'Start Early & Start Right.' Dr. Shukla emphasised on the importance of taking entrepreneurial steps early on, but hastened to add that this should be done only when armed with the right kind of training and motivation. Dr. Shukla talked about the risks of 'sinking the boat' and 'missing the boat'. He emphasised on learning the nuances of the trade before taking the plunge so as to enhance the rate of success as presence of entrepreneurial capabilities would greatly minimise the risk. Dr. Shukla placed accent on being innovative in the process of creation and implementation of a new idea. He termed innovation as

the cornerstone of sustained growth and success.

A Demo day for upcoming start-ups was also conducted wherein 12 start-ups came forward to pitch their ideas to the potential investors followed by paper presentations on 'Intellectual Property Rights' and 'Best practices in promoting student innovation'.

The conference also witnessed the launch of Mobile-based Attendance System and i-Hub film, along with unveiling of i-Hub brochure. 11 student start-ups, 5 young innovators along with 3 institutions, 3 universities and 10 mentors were presented with 'SSIP Prashansa Award'. A start-up exhibition was also conducted during the conference at the EDII campus wherein start-ups showcased their innovative products.



(2nd from R) Dr. Kavita Saxena, Faculty-EDII participated in a Visiting Programme on 'Digital Transformation, ICT-centric Innovation' sponsored by the Friedrich Naumann Foundation for Freedom, Germany during May 4-11, 2019. The programme aimed at introducing the participants from India, Nepal, Bangladesh and Srilanka to the critical elements of a strong innovation ecosystem in Germany.



Strengthening Entrepreneurship among the **DISADVANTAGED** Groups Through Training and **RESEARCH**

Entrepreneurship Made Easy... Role Models Narrate Their Inspiring Stories

Working with Dalit Indian Chamber of Commerce & Industry (DICCI), EDII is all set to encourage entrepreneurship among Scheduled Castes (SC) and Scheduled Tribes (ST) youths at state and national levels.

The aim is to generate self-employment opportunities for these youths and train them on various aspects of setting up and managing an enterprise. EDII has conducted close to 70 programmes specifically for the SC-ST community, training close to 2000 potential

entrepreneurs from the community. Also, considering the significance of research in extending the boundaries of any discipline, EDII has introduced a specialization – **Tribal and Dalit Entrepreneurship** in its 4- year Fellow Programme in Management. The Institute focuses on entrepreneurial research that can produce insightful research in enterprise creation by SC-St youths. The course encourages scholars and

researchers to delve into aspects typical to the SC-ST community which keeps them away from taking the plunge into self-employment. Considering that research in entrepreneurship will help create a knowledge base, which will bolster future initiatives in the domain, EDII is also focusing on research in the field, including the specialization – Tribal and Dalit Entrepreneurship in its 4-year Fellow Programme in

- EDII is working closely with DICCI under the aegis of various ministries to encourage entrepreneurship among SC, ST youth
- Various programmes have been conducted for the SC / ST groups with appreciable success rate



Dignitaries at the Annual Meet of Dalit Indian Chamber of Commerce & Industry, at EDII.

Management. The objective is to produce insightful research in enterprise creation which facilitates newer initiatives in the domain of SC/ST entrepreneurship.

Opining on work in the area, **Dr. Sunil Shukla, Director, EDII** says, "As an academic stakeholder of start-up ecosystem, EDII's objective is to groom potential scholars in various facets of entrepreneurship and encourage inter-disciplinary studies in

management research. Fellowship programme will provide foundation of theoretical, empirical and applied aspects in major areas of Entrepreneurship. The inclusion of 'Tribal & Dalit Entrepreneurship' in Fellow Programme as an area of specialization will motivate SC / ST youths to take up empirical research work in entrepreneurship."

Mr. Milind Kamble, Founder Chairman, DICCI opines, "Over the last few years, SC / ST youths have

got into higher education and are equipped with lots of talent. We want to provide them a platform which helps them start their own ventures and convert their dreams into reality."

EDII's initiatives are targeted at intensifying the entrepreneurship movement through research and training, so that more and more people from different groups and communities accept it as a career.



There should not be any barriers to growth for anybody amidst a time which is most suited for entrepreneurship. Interventions that ensure inclusive growth should be the order of the day. The state government has put in place several well-structured and time tested projects to ensure that no single individual from any section of society gets left behind on his / her entrepreneurial journey for want of support and assistance

Shri Manoj Aggarwal, IAS
Principal Secretary, Social Justice &
Empowerment Department, Government of Gujarat

Grooming their Zeal and Passion into Worthy Feats

There is no dearth of talent in a country that is blessed with demographic dividend. All that the youths seek is a direction, a pathway that nurtures their inner will and passion to make it big. Youths from communities that have not had good opportunities are vulnerable and need a helping hand more than the others. Most of these youths aspire to adopt the most rewarding career, ie, entrepreneurship but are held back by powerful restricting factors. They need handholding, mentoring, knowledge and guidance to shelve their fears and march ahead with confidence. EDII, in its bid to contribute to building the entrepreneurial potential of youths from SC community of Gujarat, stepped forward to train them in entrepreneurship and in making them industry – ready under Entrepreneurship Development Programmes (EDPs) and Small Industries Management Assistants' Programmes (SIMAPs). Directorate of Scheduled Caste Welfare, Department of Social Justice & Empowerment, Govt. of Gujarat offered support by way of sponsoring 19 (EDPs) and SIMAPs. The centres selected for EDPs included Ahmedabad, Junagadh, Kachchh, Patan, Kalol,



At the Valediction of the Entrepreneurship Development Programme for SC Youth of Gujarat seen here is the Chief Guest Shri D. S. Ghadvi, Joint Secretary, Social Justice & Empowerment Department, Govt. of Gujarat addressing the gathering

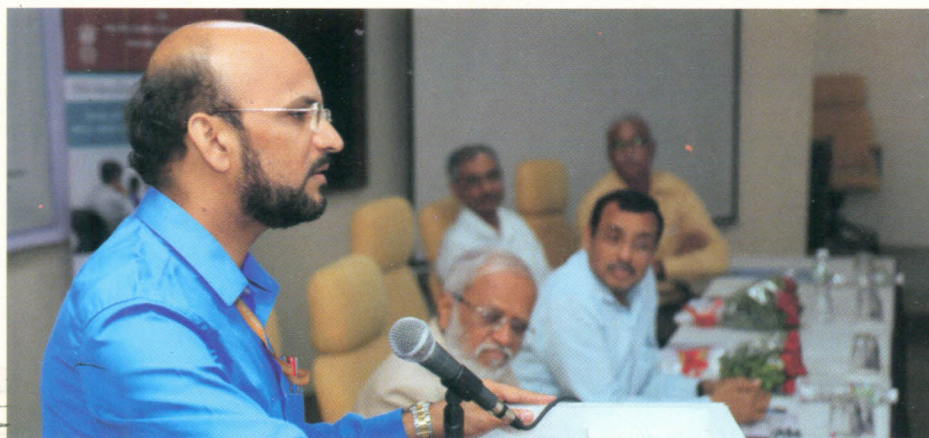
Gandhinagar Himmatnagar, Vadtal, Banaskantha, Ankleshwar, Amreli, Limbdi, Bardoli, Karjan, Bharuch, Chikhli, Anand, Modasa and Balasinor. The Centres for SIMAP included Ahmedabad, Kalol, Morbi, Vadodara, Sanand and Mehsana, Jetpur, Surat, Bharuch / Ankleshwar and Palanpur / Deesa. As of now EDPs have been conducted at Ahmedabad, Junagadh, Gandhinagar and Kalol while SIMAPs have been conducted at Kalol, Morbi and Mehsana. A total

of 232 participants have been trained; 118 in EDPs and 114 in SIMAPs.

Most of the participants have finalised their business opportunity and are amalgamating resources to commence their venture as per their business plan. Students have opted for projects in footwear manufacturing & trading, imitation jewellery, photography & videography, household services, biodegradable plastic bags, construction consultancy, event



Shri Devendra Singh, Head, Dr. Ambedkar International Centre, New Delhi seen with (l to r) Dr. Sunil Shukla, Director-EDII & (R-L) Dr. Piyush Sinha, Chief Mentor, Dr. Amit Dwivedi, Faculty & Mr. Rajesh Gupta, Faculty-EDII. EDII and Dr. Ambedkar International Centre, New Delhi have entered into an MoU to spearhead entrepreneurship research, training and capacity building.



At the Valediction of the Entrepreneurship Development Programme for SC Youth of Gujarat seen here is the Guest of Honour Shri Devendra Singh, Head, Dr. Ambedkar International Centre, New Delhi addressing the gathering

ENTREPRENEURSHIP DEVELOPMENT PROGRAMMES COMPLETED :

Sr. No.	Location	Start Date	Completion Date	No. of Trainees
1	Ahmedabad	27.05.2019	25.06.2019	27
2	Junagadh	27.06.2019	26.07.2019	30
3	Gandhinagar	02.07.2019	31.07.2019	30
4	Kalol	01.07.2019	30.07.2019	31

management, fresh vegetables export, pharmaceutical job work, Amul parlour franchise, sanitary napkin trading, corrugated packing box manufacturing, wall tiles trading, mineral water packaging services.



As Project Director, Mr. S B Sareen puts it, "The success of these programmes actually lay in the zeal of the participants. We were teaching and mentoring people who were eager to make the most of every minute. I am glad that we initiated this project. It has brought forth a lot of talent. The state will surely take a leap forward with such noble efforts."

Knowledge, Skills and Attitude Bring Them into the Entrepreneurship Domain...

EDII conducted special Entrepreneurship Development Training Programmes for existing and budding Schedule Caste and Schedule Tribe (SC-ST) entrepreneurs under the sponsorship of National SC-ST Hub Scheme of Ministry of Micro, Small & Medium Enterprises (MSME). The

main objective of these programmes was to facilitate and train youths from scheduled caste and scheduled tribe communities towards setting up their enterprises and sustaining their operations.

A total of six programmes of one month each were conducted at the Institute, out of which two were residential and four were non-residential. The goal of these programmes was to enable the youth to imbibe skills to select businesses best suited to them and learn how to go about with the process of setting up and managing

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Entrepreneurship Development Programmes under National SC-ST Hub and Ministry of Micro, Small & Medium Enterprises :

1st Batch:	29 October – 07 December 2018	(24 participants)
2nd Batch:	24 Dec.2018 – 22 January 2019	(26 participants)
3rd Batch:	09 January – 08 February 2019	(26 participants)
4th Batch:	11 February – 08 March 2019	(26 participants)
5th Batch:	18 March – 13 April 2019	(22 participants)
6th Batch:	06 May – 01 June 2019	(19 participants)



Supported by
National Science and Technology
Entrepreneurship Development Board,
DST, Govt. of India

From Innovations to **SUSTAINABLE** Enterprises

CrAdLE – Centre for Advancing
and Launching Enterprises

Business incubators have been playing a crucial role in enhancing the entrepreneurial process. CrAdLE.....the business incubator, hosted at EDII with the support of National Science & Technology Entrepreneurship Development Board (NSTEDB), DST, Government of India has seen the inception of many a promising start up through their advisory, technical and administrative support services. CrAdLE's focus on technology and innovations elicit enhanced entrepreneurial responses from potential start-ups. Technical innovations, New Enterprise Creation & Growth are the buzzwords at CrAdLE. While the incubator has incubated 35 start-ups over 3 years; in the last three months some of the significant initiatives have been as follows:

Start-up Entrepreneurship Boot Camp at Indrashil University



Youths are the most impressionable. It is important to orient them to the benefits of taking the entrepreneurial path. The CrAdLE team conducted a session on "Start-up in College" at the Start-up & Entrepreneurship Boot Camp on 'Creating Entrepreneurial Driven Economy' at the Indrashil University. The team also moderated a Business Model Canvas activity to give a better understanding to the students about the nuances of entrepreneurship. Students from various institutes of Kalol, Kadi, Mehsana, Chatral participated in the programme.

Vardhman Envirotec Awarded as Green Enterprise 2019

CrAdLE incubated start-up, Vardhman Envirotech was awarded '**Green Enterprise 2019**' for providing Sustainable Water Solutions during the most prestigious National Green Mentors Conference 2019 supported by Climate Change Department, Government of Gujarat



Mr. Mayank Patel, CEO CrAdLE conducted a mentoring session on Financial Modelling & Unit Economics at GTU Innovation Council, on 15 May, 2019



EDII as knowledge & venue partner organised the SSIP Annual International Conference over 6th and 7th June 2019. Start-up Exhibition, Investor Pitch, Bootcamp, Demoday, paper presentation etc. were held during the event. CrAdLE organised & coordinated the bootcamp, investor pitch & demoday.



On 10th May 2019, CrAdLE hosted a roundtable meeting of Gujarat based technology business incubators where representative of iCreate, GTU incubator, IIT Gandhinagar incubation, GNLU, PERD, Anand Agriculture University Incubation Centre, IRMA's Incubation Centre (ISEED), Adani International Innovation Hub were present.

The meeting focussed on discussions around Start-up mentoring challenges, start-up industry connect related issues and also had brainstorming session on the ways and means that could accelerate the incidence of start-ups in the country.

A **SHOUT** Out to All Innovative and **CREATIVE** Minds

Ministry of HRD has formulated 'MHRD's Innovation Cell' which has been established at AICTE. With the mandate to work closely with Higher Education Institutions (HEIs) to encourage students to bring out their innovative and creative spirit so that innovative start-ups and entrepreneurial ventures could be the order of the day. MHRD's

Innovation Cell (MIC) is undertaking multiple major initiatives. As a part of it, it is currently implementing programs such as Atal Ranking of Institutions on Innovation Achievements (ARIIA), Smart India Hackathon (SIH) 2019 and formation of the Institution's Innovation Council (IIC) in more than 1000 Higher Educational Institutions.

Under this initiative, Regional Mentoring Sessions have been planned wherein more than 635 IICs have initiated ideation activities on campus and nominated more than 1600 Proof of Concepts. Day-long mentoring sessions on idea validation and business opportunity identification and model development across different cities in India, became prominent. The



Dr. Amit Kumar Dwivedi, Faculty - EDII conducted Regional Mentoring Session for 'Proof of Concept' at the University of Hyderabad. 220 Ideas for Tech-Startups were presented. Students from Telangana and Andhra Pradesh participated in the programme. The programme, coordinated by the MHRD Innovation Cell and AICTE, Govt. of India, was hosted by the University of Hyderabad. The mentors provided guidance to each and every startup idea and selected some outstanding Startup Ideas for the next level BOOT CAMP.



(2nd from R) Dr. Satya Acharya, Asso. Senior Faculty, EDII with (3rd from L) Dr. Abhay Jere - Chief Innovation Officer, Ministry of HRD, Govt. of India; (2nd from L) Mr. Dipan Sahu - Adviser to AICTE & other dignitaries at the inauguration of Regional Mentoring Session on 'Idea Validation and Business Opportunity Identification and Model Development' organized by AICTE, the Innovation Council and EDII as Knowledge Partner.

sessions have already been conducted in Mumbai, Pune, Chennai, Coimbatore and Chandigarh and are scheduled to be delivered in Hyderabad, Bangalore, Trivandrum, Ahmedabad, Delhi, and Kolkata.

As a Knowledge Partner, EDII is contributing to these mentoring sessions. submitted by various students across India. Students

present Proof of Concepts (PoCs) in front of industry experts and mentors who then determine the feasibility of converting the idea into a business model. Selected startups will get a chance to pitch their ideas at National Level meet which will be hosted in Delhi. It will also give them the opportunity for startup fund and exposure in International circuit like Canada & South Korea. EDII imparts mentoring in one-day

workshop along with other local mentors and startups to motivate the students to stride on their entrepreneurial journey. The workshop was hosted at EDII Campus on 9th Aug 2019 for the entire day. Around 90 Proof of Concepts and 60 faculty participated in the Workshop at EDII from Gujarat & Rajasthan.



This is a well thought out effort to incorporate entrepreneurship in the country's growth process. By impressing upon the minds of the youth, an effort is being made to promote a thriving entrepreneurial culture. Many technical brains and innovative ideas will see the light of the day.

*Dr. Satya Ranjan Acharya,
Asso. Sr. Faculty-EDII & Acting Chairperson, PG Programme*

Entrepreneurship **FORAYS** into Foreign **LANDS**

59 International Professionals from 22 Countries trained in Entrepreneurship and capacity building

Entrepreneurship has had an impact on every nook and corner of the world. Its advantages are unique as it compels an individual to rethink his/her innovative capability, generating indelible results for oneself and the economy. The Indian Technical and Economic Cooperation (ITEC) is a bilateral programme of assistance launched by the Government of India wherein close to 162 countries from Asia, East Europe, Africa, Latin America, the Caribbean as well as

Pacific and Small Island countries are invited to share the Indian development experience. The idea is to reach out to other countries by offering a helping hand through sharing of knowledge and opportunities.

Every year EDII undertakes focussed entrepreneurship and capacity building programmes for working professionals from different countries. Over the last three months, three International



At the Valedictory of the ITEC programmes of External Affairs, Govt. of India and (3rd from R) Dr. Sunil Shukla, Director EDII; (5th from R) Dr. Sanjay Pal and Dr. Kavita Sharma.

Capacity Building Programmes were conducted on subjects as varied as cluster development, entrepreneurial management, small business promotion and informal sector enterprises.

These six-week programmes were scheduled from March 4 to April 12, 2019 where a total of 59 participants from over 20 different countries received training. The programmes received a mix of participants from varied sectors like



Participants of an ITEC sponsored international programme seen with senior officers from Ministry of External Affairs (6th from R) Mr. Dinkar Asthana, Addl. Secretary; (7th from R) Mr. Pankaj Singh, Advisor-Infrastructure; (8th from R) Mr. Hemendra Sharma, Director-DPA-II; (5th from R) Director EDII, Dr. Sunil Shukla and ITEC Programme Directors



h from R) Chief Guest, Dr. Devyani Khobragade, IFS & Joint Secretary, DPA-II, Ministry
 Guest of Honour Shri Kartikeya Sarabhai, Founder & Director of Centre
 Shukla, Director-EDII and ITEC Programme Directors (R-L) Dr. Saji Kumar;

government organizations, funding agencies, NGOs, business and industry, educational institutes, financial sectors etc.

This year, the programme on Informal Sector Enterprise, Entrepreneurship & Local Economic Development received 28 participants from 13 countries viz., Botswana, Chile, Ethiopia, Kenya, Mauritius, Namibia, Niger, Nepal, Samoa, Sri Lanka, Tanzania, Turkey and Zambia. Briefing on the programme, Dr. Kavita Saxena, Programme Director said that the focus was on providing necessary knowledge and skills to design and implement Local Economic and Development Strategies. She explained that they were also equipped with skills, tools and techniques to assess the state of territory/locality by identifying the strong elements, opportunities, weaknesses and threats, thereby imparting

outcome based market-oriented strategy perspective.

The study tour of 4 days was also conducted where the participants were taken to relevant industries and exposed to different aspects of informal sector and LED in the Indian context. They also visited CrAdLE - EDII's incubation centre and interacted with its CEO-Mr. Mayank Patel to understand the various levels at which an incubator works to ensure self sustenance of enterprises. At the end of the programme, participants prepared and presented an Action Plan highlighting the initiatives they would like to take, back home, based on the learning from the programme. Overall, the programme received excellent feedback and the participants suggested continuing with such programme so that their fellow officials could also get benefit from the programme.

The Cluster Development Executives (CDEs) Programme received 12 participants from 7 countries viz. Argentina, Ethiopia, Kenya, Krygyzstan, South Sudan, Sri Lanka and Zambia. With Dr. Sanjay Pal, as Programme Director, the programme focused on improving the knowledge and skills of participants to impart learning on successful implementation of a Cluster Development Programme. "The participants learnt about developing a long term vision for the cluster, value chain analysis and business profiling. They were also taught on how to establish Common Facility Centre (CFC) under Private-Public-Partnership (PPP) approach. I am delighted to share that we have received excellent feedback for the programme," remarked Dr. Pal.

The programme Industrial, Infrastructure and Sustainable Project Preparation and Appraisal received 19 participants from countries viz. Egypt, Ethiopia, Kenya, Nigeria, South Sudan, Sri Lanka, Tanzania, Uzbekistan and Zimbabwe. The participants comprised officials from industry and economic ministries, investment promotional agencies, chambers of commerce and industry, development bodies, development financial institutions, commercial banks, business and management development organization and academicians, among others.

Dr. Saji Kumar, Programme Director said, "The objective of the programme was to help participants identify industrial, infrastructure and sustainable opportunities that would lead to improved viability, returns and effective investment decisions. This programme will help participants improvise their decision making skills by updating their knowledge in various areas of the project."

The six-week programmes comprised four weeks of classroom training and two weeks of study tour. Field visits formed a major component of the course as they helped participants understand various facets of Indian economy and culture. The visits included tours to different industries based in Gujarat like Madhur Dairy (Gandhinagar), GIFT City (Gandhinagar), Naroda Industrial Estate (Ahmedabad), various Common Facility Centres and the like.

The valediction for these programmes took place at EDII campus on April 12, 2019. The Chief Guest for the Valediction Ceremony, Dr. Devyani Khobragade, IFS & Joint Secretary, DPA-II, Ministry of External Affairs, Govt. of India and the Guest of Honour was Shri Kartikeya Sarabhai, Founder & Director of Centre for Environment Education.

At the valediction, Dr. Sunil Shukla, Director, EDII congratulated the participants for having completed their six weeks with the institute and

assured them with institutional support in the future. Emphasizing on objective of ITEC programmes, Dr. Shukla, said, "The prime objective is to develop a cadre of hardcore professionals who will work for the promotion of economic activities in developing countries. The focus has been on equipping the participants with new tools and techniques to lead potential entrepreneurs for new enterprise creation as also to facilitate growth of existing small enterprises, thereby intensifying and strengthening the efforts of policy makers and planners towards economic development of their respective countries".

Dr. Devyani Khobragade, IFS & Joint Secretary, DPA-II, Ministry of External Affairs, Govt. of India conducted a brief interaction with the participants wherein she asked them to voice their opinions and share their experiences about the programmes. She said, "While India has been making an attempt, through these programmes, to share its experiences in the domains of entrepreneurship,

SME development, cluster competitiveness, banking and growth of informal sector enterprises, we are glad that in return we also get to learn about the practices and structures of several developing countries." Ms. Khobragade congratulated the participants and urged them to make good use of the training received.

Speaking on the need for such capacity building programmes, the Guest of Honour, Shri Kartikeya Sarabhai, Founder & Director of Centre for Environment Education said, "These programmes are critical as they encourage new thinking and questions for enterprising minds. Circular economy has as many job opportunities as traditional economy. Some traditions in each one of our countries can be transformed into business, if done differently."

The participants were happy with the curriculum adopted and the inputs imparted. They felt confident about replicating the training model in their country.

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Knowledge, Skills and Attitude Bring Them into the Entrepreneurship Domain...

the same. The programme offered guidance, support and information on new technology, market research, government schemes, project report preparation, maintaining financial accounts, networking opportunities in addition to field visits to industries. EDII also assisted participants in raising funds from various financial institutions and government which paved ways for many new business opportunities thereby empowering them socially as well as economically.

The last batch of these six Entrepreneurship Development Programmes concluded on June 1, 2019.

A total of 143 participants have been trained from more than 20 different districts of Gujarat. Mr. Prakash Solanki, Programme Director and Faculty – EDII expressed happiness on having successfully conducted the programmes. He says, "We are overwhelmed that so many youths have received training under these programmes. As an inbuilt dimension of the programme, the participants are also provided with handholding support and guidance for one year. This ensures that they successfully set up their enterprise and start generating revenue at the earliest."

Djibouti in East Africa: On the **TRAJECTORY** of Harnessing Entrepreneurial Mindsets

Dr. Sunil Shukla, Director, EDII and Dr. Sanjay Pal, Sr. Faculty, EDII visited Djibouti during 22-25 June 2019 to assess the entrepreneurship and leadership ecosystem prevalent in Djibouti and to understand the resources and activities of the newly established Mahatma Gandhi Centre for Leadership and Entrepreneurship (MGCLE) including an assessment of the scope for its further development.

During the visit, the Delegation met H.E. Mr. Ilyas Moussa Dawaleh, Honourable Minister of Finance, Government of Djibouti, Hon'ble

Ambassador of India, Mr. Ashok Kumar, Mr. Sreejan Shandilya, Second Secretary, Embassy of India, Djibouti, Ms. Oubah A. Malow, Director General, Mahatma Gandhi Centre for Leadership and Entrepreneurship, Mr. Youssouf Moussa Dawaleh, President, Chamber of Commerce and Industry of Djibouti, Mr. Jacky Kayiteshonga, Country Head, Exim Bank, Dr. Madina Daher, Vice-Chancellor, and Dr. Hassan Ali, Dean of Institute of Industry, University of Djibouti, Mr. Ahmed Hamid Al-Dheeb, CEO, CAC Bank.

It was observed that the Mahatma

Gandhi Centre for Leadership and Entrepreneurship has the required infrastructure for undertaking activities for promoting entrepreneurship and leadership in the country. EDII would, therefore, undertake capacity building of the Centre to increase the scale and scope of its activities in order to cater to the increasing requirements of Djibouti. EDII's intervention would help in not just capacity building but would also ensure institutionalization of entrepreneurship and leadership development initiatives through MGCLE.



◀ Post insightful interactions with H.E. Mr. Ilyas Moussa Dawaleh, Hon'ble Minister of Economy and Finance, Incharge of Industry, Govt. of Djibouti; Mr. Ashok Kumar, Hon'ble Ambassador of India in Djibouti and Dr. Sunil Shukla, Director-EDII presenting a memorabilia.



▲ Dr. Sunil Shukla during detailed discussions with Ms. Oubah A. Malow, Director General, Mahatma Gandhi Centre for Leadership and Entrepreneurship, on spearheading entrepreneurial initiatives in the country



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