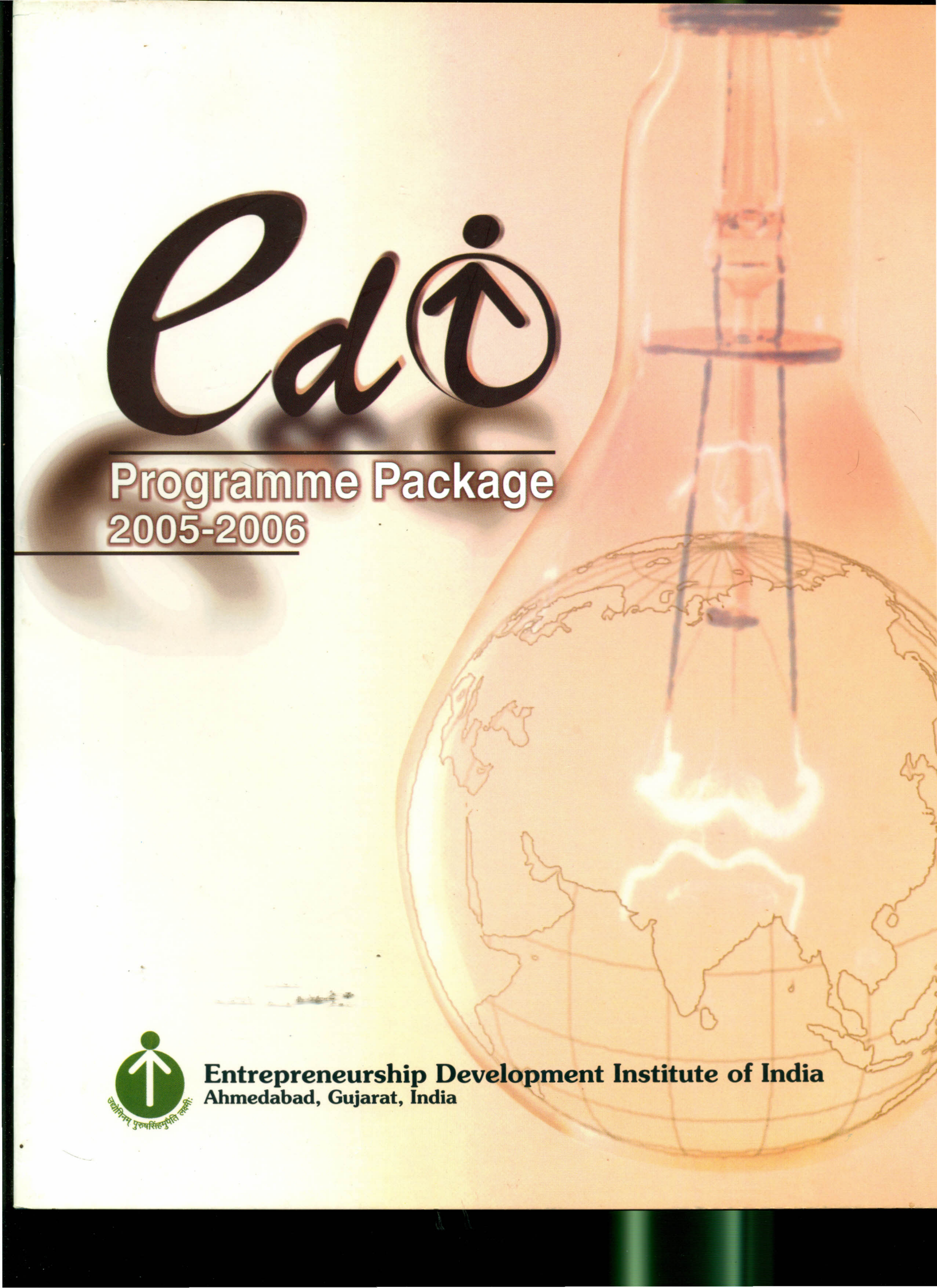


Programme Package
2005-2006

Entrepreneurship Development Institute of India
Ahmedabad, Gujarat, India





Dr. Kumar Mangalam Birla delivering the Convocation address.



PG students seen during the Convocation procession

The sixth Convocation of EDI-PG Programmes was organised on 18th September, 2004 with Dr. Kumar Mangalam Birla, Chairman, Aditya Birla Group, as the Chief Guest.

Seen during the Convocation are (4th from L) Dr. Kumar Mangalam Birla; (5th from L) Shri M. Damodaran, the then President of EDI and Chairman of IDBI; (3rd from L) Dr. Dinesh Awasthi, Director, EDI along with the esteemed members of the EDI Governing Board.

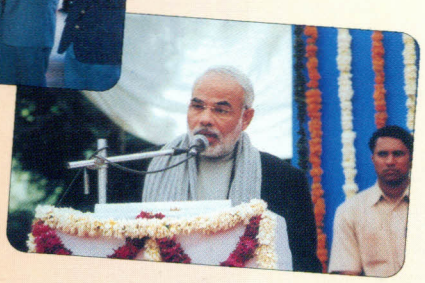


The Ministry of External Affairs, Govt. of India has assigned to EDI the prestigious task of setting up Entrepreneurship Development Centres in Cambodia, Lao PDR, Myanmar and Vietnam (CLMV nations). The Centre at Vientaine, Lao PDR has already been set up and was inaugurated by the Hon'ble Minister of External Affairs, Govt. of India, Shri Natwar Singh on 27th November, 2004.

Seen above is Shri Natwar Singh, the Hon'ble Minister, addressing the gathering. Also seen are (L-R) Dr. Dinesh Awasthi, Director, EDI and other dignitaries.



Hon'ble Chief Minister inaugurating the Centre.



The Chief Minister addressing the gathering.



Office of the Development Commissioner, Small Scale Industries, Govt. of India has set up the 'International Centre for Cluster Competitiveness and Growth' (IC^3G) at EDI. In addition to working in 14 clusters across 13 states of India, the Centre will also look into the needs and requirements of clusters at international level. The Centre was inaugurated on 18th January, 2005, by the Hon'ble Chief Minister of Gujarat, Shri Narendra Modi.

Seen during the inaugural function of the Centre are the Hon'ble Chief Minister of Gujarat, Shri Narendra Modi, (L-R) EDI Director, Dr. Dinesh Awasthi and Guest of Honour and Former EDI Director, Dr. V.G. Patel.

Governing Body Members of EDI as on 1st April, 2005

Shri V.P. Shetty
President-EDI &
Chairman
Industrial Development
Bank of India
Mumbai

Dr. Yoginder K. Alagh
Vice Chairman &
Professor Emeritus
Sardar Patel Institute of
Economic & Social Research
Ahmedabad

Shri D.P. Bagchi, IAS (Retd.)
Ex-Chief Secretary, Orissa
Gurgaon, Haryana

Shri N. Balasubramanian
Chairman & Managing Director
Small Industries Development
Bank of India
Lucknow

Shri J. Chandrasekaran
General Manager (SME)
State Bank of India
Mumbai

Shri Anupam Dasgupta, IAS
Secretary (SSI&ARI)
Government of India
Ministry of Small Scale Industries
and Agro & Rural Industries
New Delhi

Mrs. K. Rama Devi
President
Association of Lady Entrepreneurs
of Andhra Pradesh
Hyderabad

Ms. Ranjana Kumar
Chairperson
National Bank for Agriculture &
Rural Development
Mumbai

Dr. Sailendra Narain
Chairman
Center for SME Growth
& Development Finance
Navi Mumbai

Shri C.P. Philip
Chief General Manager
Industrial Development Bank
of India
Mumbai

Shri D. Rajagopalan
Principal Secretary
Industries & Mines
Department
Govt. of Gujarat
Gandhinagar

Shri P.H. Ravikumar
Managing Director & CEO
National Commodity &
Derivatives Exchange Ltd.
Mumbai

Chairman and Managing Director
IFCI Ltd.
New Delhi

Dr. Dinesh Awasthi
Director
Entrepreneurship
Development
Institute of India
Ahmedabad



President's Message

EDI welcomes

Shri V. P. Shetty
President-EDI &
Chairman-IDBI

The level of entrepreneurship in a country is a crucial determinant of its economic growth. Entrepreneurship, today is not an urban phenomenon alone, the rural areas also abound in natural and human resources, possessing unlimited potential for growth of entrepreneurship. However, in spite of its importance in country's growth process, "entrepreneurship" in India specifically, in the rural areas is in an evolving stage. Considering the large section of people living in the rural sectors, in India, there is a need to develop entrepreneurs at the grassroots level. This will reduce country's unemployment and poverty, and simultaneously boost rural development. EDI, in this context, has been playing a pioneering role in fostering the spirit of entrepreneurship in our country. Through its various activities, EDI is making a difference by building future entrepreneurs and hence contributing to nation building efforts. It gives me great pleasure to be a part of such initiatives of the Institute.

In order to drive country's economic growth, a mindset alone does not help achieve much; necessary skills and knowledge are required to create the basic foundation. EDI's activities and training programmes help aspiring youth realize their potential and develop it in a structured manner to contribute to economic development. EDI in future will be able to fill up the shortage of budding entrepreneurs, by nurturing more and more young, dynamic entrepreneurs who will acquire a significant role in putting our nation on a high growth trajectory.

To produce competitive entrepreneurs who meet the performance standards on the national as well as the global map, we need a social vision and I believe EDI has this dream vision. I am indeed privileged to be a part of this action and as the President of this Institute, I will carry forward the commendable work of my predecessors which will make our vision a reality.



The Institute & Its Mission

Entrepreneurship Development Institute of India (EDI), a wholly autonomous and not-for-profit institution, set up in 1983, is promoted by apex financial Institutions, the Industrial Development Bank of India (IDBI), IFCI Ltd., ICICI 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.

EDI's pioneering activities in entrepreneurship development training have established that people from all walks of life can become business owners. It has demolished the myth that entrepreneurs are born, and cannot be made. Through well-conceived training interventions and capacity building activities, over last 22 years EDI has equipped thousands of people with entrepreneurial skills. To pursue its mission further, EDI has helped set up twelve state-level exclusive entrepreneurship development centres and institutes.

EDI has been spearheading entrepreneurship movement throughout the nation with a belief that entrepreneurs need not necessarily be born; but can be developed through well conceived and well directed activities. This, in turn, led to the emergence of several training programmes, workshops and research projects under strategic thrust areas, thereby advancing the frontiers of theories and practices of entrepreneurship and effectively contributing to the nation's economic vitality.

Realising that such a gigantic task can only be accomplished with a collaborative effort, EDI has established linkages with a nationwide network of organisations and institutions committed to entrepreneurship development. Even though much has been realised, far more remains to be done and EDI continues with its mission of augmenting manifold the nation's aggregate capacity to develop its entrepreneurial potential.



Planning For the year 2005-06



Over the years, the Institute has formulated models, which have been successful and in some cases become replicable. EDI's entrepreneurial knowledge has led to many discoveries and challenges, which I am glad, have caught the attention of support agencies and policy makers.

Our expectations and objectives have always been realistic, yielding respectable results. And this, in spite of the fact that in some projects, requirements were in themselves conflicting. I guess the gruelling planning sessions at the beginning of the year gave an easy comprehension of the impending threats as also the opportunities, thus leading the way to focussed implementation strategy.

The year 2005-06 foretells mega upheavals and changes on the fronts of global business, technology and markets. Our planning for development reflects this understanding. For instance, instead of devising strategies for individual SMEs in a cluster, we look forward to scaling up the business of SMEs by addressing them in clusters. Innovations on several areas of a particular industry are more likely to lead to entrepreneurial performance. On the same lines, let me introduce here the DCSSI, Government of India supported 'International Centre for Cluster Competitiveness and Growth' set up at EDI. This Centre is an embodiment of modern, innovative and entrepreneurial approaches, and will facilitate development of clusters, nationally and internationally.

Tactical methodologies have also been planned for the Food Processing Sector, which now covers eighteen states of India. We look forward to creating a conducive environment for emergence, sustenance and growth of food processing units.

The Institute plans to infuse competitiveness at various levels so that overall capacities are built and an entrepreneurial behaviour is exemplified by almost all sections and class of people. It is high time that

entrepreneurship becomes a practice and a discipline. Working towards this, the forthcoming year will witness programmes for rural development, performance improvement of existing entrepreneurs, support system, faculty group, trainer-motivators, and youth & children. Introduction of the specialisation of 'Agri Entrepreneurship' in the Post Graduate Diploma in Business Entrepreneurship and Management will facilitate promotion of new enterprises in the burgeoning agricultural sector. An Entrepreneurship Development Programme in Gujarati, for the underprivileged, has been specially designed to trigger entrepreneurial talent in this class of people.

Embedding entrepreneurial spirit at all levels is the only strategy, which will in the present times prove dominant. Such a wholesome and consistent plan will only dispel uncertainties about entrepreneurship and lead to its acceptance as a tool to bringing about positive economic changes.

In keeping with the global responsibility vested in it, the Institute has taken upon itself the task of streamlining the process of Entrepreneurship Development in Cambodia, Lao PDR, Myanmar and Vietnam (CLMV) nations. This concept-to-completion approach towards setting up ED Cells in these nations will create an enabling system with dynamic individuals who will stimulate the process of economic growth.

Moreover, with the revival of UNIDO and Government of India supported 'Inter-Regional Centre for Entrepreneurship and Investment Training', EDI will create, in the developing world, a favourable entrepreneurial environment for entrepreneurs to flourish.

The coming year will, therefore, bring about a fundamental shift in the way people perceive entrepreneurship. Strategic competencies will be carved not just on the national grounds but also on the international plane. In developing this widespread entrepreneurial foresight, I would appreciate the support of EDI faculty group, which is the Institute's strength.



2005-06

A Glimpse into Achievements 2004-2005

Entrepreneurial talent is the most significant factor in the success of any venture. With the dawn of this understanding, efforts from policy makers and decision-making authorities have brought about a noticeable difference in the country's entrepreneurial scenario. EDI, in the last year through its strategies has brought about a sea change in the entrepreneurial environ of the country.

In **Entrepreneurship Education,** the 7th batch of the 1-year education programme of the Post Graduate Diploma in Business Entrepreneurship & Management (PGDBEM) and the Post Graduate Diploma in Management of NGOs (PGDMN) commenced with 95 more students ready to embark on an enviable career. The convocation of the sixth batch of PG students had a distinct aura with Dr. Kumar Mangalam Birla as the Chief Guest. In the Distance Education Programme, the strategy of entering into collaboration with educational institutions is gaining momentum, thus building capabilities at all levels. Collaboration with around 47 institutions speaks about the growing awareness of entrepreneurship.

The Institute's efforts to equip the teachers with requisite knowledge/skills to orient students towards entrepreneurship as a career option continued by way of organizing 3 regional Faculty Development Programmes (FDPs) in Entrepreneurship, thus training a total of 910 teachers, in the 44 programmes conducted till now, These were supported by Department of Science Technology, Govt. of India, As a new initiative, the Institute's Southern Regional Office started offering Competency Assessment Counselling to final year degree students, thereby sowing in them the seeds of entrepreneurship. The Summer Camps on Entrepreneurial Stimulation inculcated entrepreneurial intent and spirit in 75 more youths and children. Development of textbooks on entrepreneurship for the eleventh and the twelfth standards of the Gujarat Textbook Board is a feat worth highlighting.

In **Micro Enterprise and Micro Finance Development**, a host of SIDBI supported activities viz. a capacity building programme to enable NGOs to organize REDPs effectively at the grassroots; Rural Entrepreneurship Development Programmes; commencement of an Integrated EDP for Rubber sub-sector in Agartala (Tripura); NGO-Banker interface to smoothen credit flow to trained entrepreneurs and programmes on Financial Management & Accounting System of NGOs to streamline their functioning in this vital area, emanated a new ray of hope for the rural sector. Besides, as a part of support to SIDBI in its Rural Industry Programme (RIP) in Rae Bareli (U.P.), the Institute's Northern Regional Office organized a number of Awareness Generation Meetings at block level to spread information on the benefits of this programme among rural youth. The highlight of this area is the continuation of EDI's enduring relationship with Kudumbashree

Project, Kerala, for a period of 3 years to help existing micro entrepreneurs enhance their performance. In addition, sponsored by the National Institute of Agricultural Extension Management, National Bank for Agriculture and Rural Development, Small Farmers' Agri Business Consortium and the Ministry of Agriculture, the 8-week programme on Agri Clinics and Agri Business Centres trained 24 agriculture graduates.

Making the journey of existing entrepreneurs yet more meaningful and purposeful, the thrust area of **Performance Improvement of Existing Entrepreneurs**, saw a number of technological developments, ensuring overall improvement in quality and productivity in the Government of Gujarat sponsored project on Brass Parts and Components' Cluster at Jamnagar (Gujarat) and the Govt. of India/ICICI supported Engineering Cluster Development at Rajkot (Gujarat). Documentation of the cluster revival approach in the form of a published book will help sustain the impact.

With DST support, a 1-week training programme was organised for a group of 35 officers from STED organisations spread across the country to make them proactive in the changed economic scenario and develop in them skills in the areas of overall project formulation and appraisal, thereby enabling them to promote small/micro enterprises based on S&T inputs.

On the **International front**, efforts proved rewarding with the inauguration of the Entrepreneurship Development Centre in Lao PDR by the Hon'ble Minister of External Affairs, Shri Natwar Singh, on 27th November, 2004. This is a major step towards institutionalizing ED related activities in CLMV countries with active support from the Govt. of India and ASEAN Secretariat. The ITEC-sponsored international programme on 'Managing Micro Enterprise & Micro Finance Development' also received good response with 27 participants from 14 developing countries. In addition the International Trainers' Training Programme for NEC groomed 19 professionals from 13 countries. On the same lines, the Management Education Programme, supported by ITEC cultivated as also honed the intrapreneurial skills of 26 professionals from 14 countries. The Programme on Industrial Project Preparation and Appraisal sharpened the assessment skills of 25 functionaries from banks and financial institutions of six countries.

The setting up of the DCSSI sponsored International Centre for Cluster Competitiveness and Growth will induce dynamism in clusters at national and international levels.

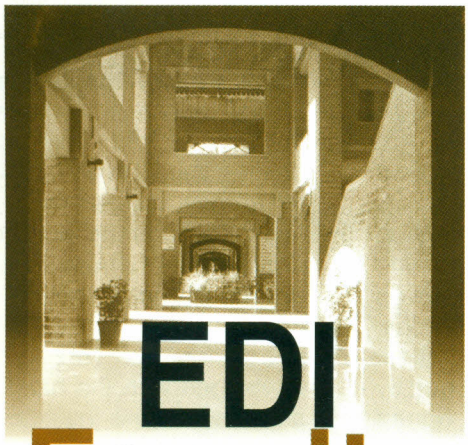
Under the **Centre for Research in Entrepreneurship Education and Development,** EDI hosted the Sixth Biennial Conference on Advances and Trends in Entrepreneurship Research. 80 research scholars and academicians participated in the conference which saw 72 paper presentations.

The mega project, **EDI-EU PERKS,** came to a conclusion on December 31, 2004 with almost all the activities completed as per target. A total of 8000 entrepreneurs have been trained, with 6330 enterprises having set up. With a view to providing continued support to trained entrepreneurs of this earthquake rehabilitation project, the beneficiary fund was meaningfully utilized in creating infrastructural facilities in the form of HAAT, Village Services Centres (VSCs) and Common Facility Centres (CFCs).

In the project sponsored by the Ministry of Food Processing Industries, Govt. of India, for **Promoting New Enterprises in the Food Processing Sector,** it is worth mentioning that the Institute could produce the desired impact in all the six states (Gujarat, Maharashtra, Uttar Pradesh, Uttaranchal, Bihar and Jharkhand) where the pilot project of conducting 100 EDPs was implemented. Further progress on this front is envisaged with the handholding support that the Institute's team is extending to the trained entrepreneurs in the process of setting up their enterprises. The impact making result prompted the Ministry to extend the project to cover four more states of Himachal Pradesh, Jammu and Kashmir, Punjab and Haryana. in addition to the eight states of North East India.

Having crossed milestones, EDI is gearing towards yet more challenging assignments which will see stronger institutionalisation of entrepreneurship in the coming year.

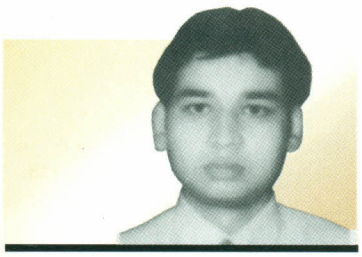




EDI Faculty



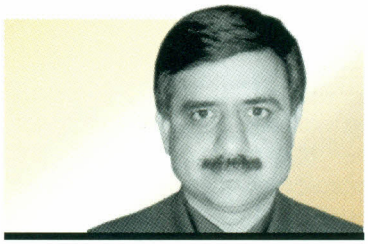
Dinesh N. Awasthi
Director, Ph.D. (Economics),
Gujarat University
An Economist with extensive experience in Entrepreneurship training, teaching and research. Worked extensively on policy issues related to SMEs. Worked with several multilateral agencies like ILO, UNIDO, UNDP, as a Consultant on several international assignments. He has 5 books and about 50 research papers to his credit. His areas of special interest are: policy research, evaluation studies, cluster development, small and micro-enterprise development, micro-finance and civil societies.



Manoj Chandra Bayon
B.E. (Mech. Engg.),
MBA (Marketing & Finance)
Experience in starting & managing own enterprise. Currently working in the area of Business Policy & Strategic Management. Trained at Indian Institute of Management, Ahmedabad (IIM-A) and has around 4 years of experience in research and teaching. His areas of interest are Strategy Formulation & Implementation (SFI), New Venture Strategies, Strategic Innovation, Entrepreneurship Education and the Interplay of Strategy & Entrepreneurship.



Jayashree Dubey
B.E. (Electrical),
MBA (Marketing & Finance)
About 8 years of academic experience in the area of Marketing Management, Production Management & Quantitative Techniques. Worked with Banasthali Vidyapith, Rajasthan, and had been associated with BITS Pilani as a Visiting Faculty in their Distance Learning Programme Division for NTPC employees. She has also delivered lectures in many EDPs for Senior Defence Officers in NIMA, Controller of Defence Accounting, Meerut Cantt. She has 3 research papers and 2 theoretical articles to her credit. Her areas of special interest are Sales Promotion, Advertising, Quality Management and Portfolio Management.



Raman Gujaral
M.Com.
Specialises in small enterprise development, various aspects of Industrial project Identification to Project formulation. 14 years of experience in the area of training and development of entrepreneurs. Has extensive experience of working on developing different modules on entrepreneurship development, Development orientation programme for support system officials, etc. Associated with various publications on entrepreneurship and Marketing of agro produce. Presently looking after the activities under EDI Northern Regional Office in Lucknow.



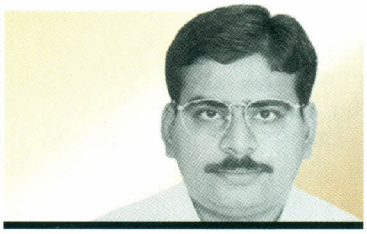
Prakash Jhurani
MA, LL.B., D.Lib.
Specializes in the rural development sector. About 6 years experience in areas, such as; rural development, project management, project implementation in the area of micro credit & micro enterprise development through cluster development approach. Implemented various projects with several agencies in the sector of small & medium enterprise development.



Sanjeev Kumar
MSC (NDRI), PGDRD, PGJMC
Specializes in the area of Rural Development. About 8 years experience at grassroots level in rural development, project management, co-ordination in the area of sustainable enterprise development (particularly farm and off farm activities) and promoting people's institution for sustainable impact. Has been engaged in conceiving, designing and implementing development projects for generating sustainable livelihoods through Poor Women Organised in SHGs.



Rahul Kumar
M.Sc. (Ag.), (RAU, PUSA),
PGDRM (IRMA)
Specializes in the area of Agronomy and Rural Management and provides extensive back up support by training in the field of Agri Business and in capacity building programmes of NGOs.



Umesh K. Menon
M.Com., MBA (Finance),
Grad. C.W.A.
Specializes in the areas of finance and accounts with 11 years experience in Government and Industry. Presently involved in counseling existing entrepreneurs for growth; training Bankers and Investment Promotion Officers in the area of project appraisal; teaching finance, accounts and small business management in PGDBEM course. As Project Director, Entrepreneurship Training and Information Exchange for Small Business in India and Europe (ENTRIXIE) Project, involved in partnership promotion between Indian and European Entrepreneurs.



Manoj Mishra

PDFM, FRI,
Dehradun

Specialises in the area of Rural Development. About 10 years of experience in providing support to social development, project management and co-ordination in the area of sustainable livelihood issues, Micro-enterprise Development (particularly farm and off-farm sector), Micro-finance, Social research methods and MIS for monitoring and evaluation. Is currently involved in conducting training in the field of agri-business, rural & small business consultants and providing capacity building support to NGOs for best practices in micro-finance.

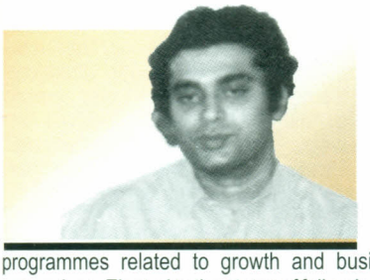


Sasi Misra

Ph.D. (Psychology),
University of California

Scholar, Harvard Business School, Visiting Professor, McGill University, Canada; University of Munich and Bamberg, Germany. Misra is an Alexander Humboldt Fellow (Germany), Shastri Indo-Canadian Fellow (Canada) and Commonwealth Faculty Research Fellow (UK). Currently, he is Editor of The Journal of Entrepreneurship. Has over 40 publications in refereed national and international journals.

Formerly, Senior Professor, IIM-Ahmedabad and Vice-Chancellor, Behrampur University.



V. Padmanand

M. Phil CRENIEO, M. Phil.,
Cambridge, UK, PGDMM

An Economist, specialising in business economics and management, applied macro economics and environmental economics. Currently engaged in research, consultancy and programmes related to growth and business strategy of small and medium enterprises. Elected to the status of fellow in national and international bodies.



Sanjay Pal

M.Sc. (Economics),
MBA (Marketing)

Specialises in Rural and Export Marketing. Is involved in Cluster Development Programmes. Conducted a study on the Dynamics of Growth and Stagnation of Industrial Clusters. Also actively involved in sub-sector programmes for enterprise development.



Tattwamasi Paltasingh

Ph.D. (Sociology of Education),
TISS, Mumbai

A sociologist with extensive experience in research, teaching and consultancy, Dr. Paltasingh was a former faculty member at Tata Institute of Social Sciences, Mumbai. Her areas of specialisation include: education, gender studies, developmental and policy research.



Anupriya Pandey

M.Com., Ph.D. (Commerce)

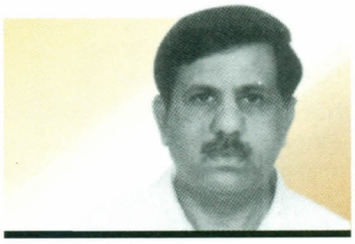
Specialises in managerial economics and finance. About 6 years experience in lecturership. Currently involved in review of EDP model to upgrade the existing EDP model against the backdrop of the changed economic scenario and to formulate an appropriate model for conducting effective and result-oriented EDPs.



Vinod Paratkar

B.Com., PGDM

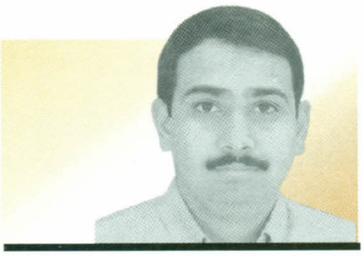
Involved for the last 16 years in research in HRM practices and Business strategies, cross cultural aspects, studies in fruit and agro processing industries, TBI in India, Potential Survey, Labour Market Survey for ILO, Training of Trainers & Teachers. Presently, advisor at the Lao PDR India Entrepreneurship Development Centre at Vietname, Lao PDR.



D.M. Parikh

B.E. (Mechanical), M.Tech.
(Ind. Mgt; IIT, KGP)

An engineer with Industrial Management Education at post-graduate level. Equipped with 27 years experience in industrial activities. About 7 years as an Industrial Engineer with exclusive experience on productivity improvement, line balancing as well as various diagnostic studies for facility improvement and improving efficiency of industrial resources. About 20 years extensive experience in all facets of Development Banking comprising project appraisal, financial services, merchant banking, recovery management and resource mobilization.



Amitsinh Parmar

BBA, MBA, DBF

Pursuing MS (Finance) from ICFAI University. Has more than 3 years of experience in different areas like Project Implementation, Financial Management and Finance Services (Life Insurance).



J.B. Patel

B.Sc (Chem.), B.Sc (Tech.)

More than 3 decades of experience in the areas of business opportunity identification, project formulation, project appraisal, counselling and guiding entrepreneurs. Conducted more than 10 international programmes and worked as an expert in a number of developing countries in the above fields.



Rajkumar Phatate

B. Com., MBA
(Marketing and Finance)

A seasoned entrepreneurship trainer/teacher with more than 20 years of experience in facilitating and training in the areas of new enterprise creation, capacity building of existing entrepreneurs and ETMs. His areas of interests include group enterprise development, cluster development, facilitating knowledge ventures, entrepreneurship education and performance improvement and growth of existing SMEs.



C.R. Patnaik

PGDM

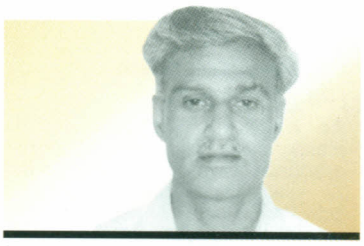
17 years of experience in conducting Rural Entrepreneurship Development Programmes. Currently involved in imparting behavioural input in REDPs.



N. Ramesh

M.Sc., Chemistry

Specializes in identifying business opportunities in the areas of Food Processing, Electronics and IT. 20 years of work experience as an Entrepreneur Trainer-Motivator.

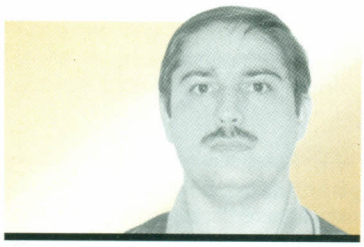


S.B. Sareen

Diploma in Textile Technology, D.I.M., D.I.M.O.(Hons.), D.M.M.

Has more than twenty years of experience in conducting entrepreneurship related training programmes on New Enterprise Creation, Business Counselling and Growth for Existing Entrepreneurs. Specialises in training Resource Persons (trainers) at national and international levels.

Presently looking after the national project on Food Processing Industries sponsored by the Ministry of Food Processing Industries, Govt. of India. Visiting Faculty at DA-IIT and NID. Member of State level Advisory Committee of SISI, Govt. of India. Member of the National Expert Committee of NSTEDB, Dept. of Science & Technology, Govt. of India.



Nabarun Sen Gupta

M.A., TISS, Mumbai

Specialises in subjects like Project and Strategic Management. His core competency is in developing training interventions and monitoring systems on Natural Resources particularly in the field of Irrigation and Forestry. He is associated with various national and international level development networks. Presently involved in teaching NGO Management Course.



Bipin H. Shah

B.Sc. (Chem.), MBA (Finance)

A business management specialist with 30 years of experience in consultancy and industry in the areas of project formulation and appraisal, project planning and implementation and enterprise management. Has been Managing Director of Gujarat Industrial & Technical Consultancy Organisation Ltd. and member of the Governing Council of CDC, Ministry of Science & Technology, Govt. of India. He is on Expert panel of EXIM Bank of India. Specialises in plastic industry and has exposure in chemical and pharma sectors. Represented India in Rotary Group Study Exchange programme to Scotland.



K.K. Shaw

B.E. (Hons.) Mechanical, PGBEM

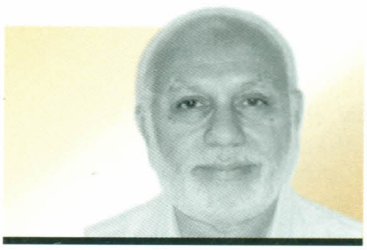
Specialises in the areas of design development of machines, plants, equipment and tools to improve productivity of engineering units. More than 35 years of experience in metallurgy, metal science, surface engineering and process planning of engineering equipments. Experience in transfer of technology from advanced countries for manufacturing high-tech aero-space equipments, machines tools and automobiles in India. Involved in technological upgradation of industrial clusters.



Sunil Shukla

Ph.D. (Psychology), Utkal University

Specializes in Entrepreneurship Education. Completed research studies on 'Curriculum of Entrepreneurship' and 'Entry Barriers to Entrepreneurship'. Teaches courses on Entrepreneurship, Behavioural Science, and Entrepreneurial Management; and conducts programmes on Entrepreneurial Adventures for young students, Family Business Succession, Management Education and Intrapreneurship for corporate executives.



B.B. Siddiqui

Ph.D. (Psychology), Gujarat University

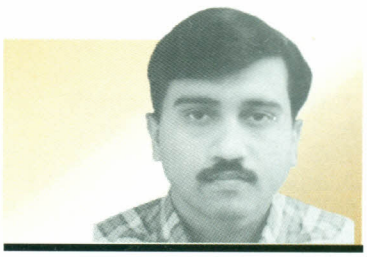
Specialises in Clinical and Organisational Psychology. Trained to conduct personal growth laboratory training programmes and group dynamics. Currently involved in programmes on HRD, Organisational Behaviour, Personality and Leadership Development. A registered Counsellor-Psychologist with Rehabilitation Council of India, New Delhi.



Kunal Sood

MBA (Marketing)

Specialises in the areas of Marketing. About 7 years of experience in cluster development approach for sustainable development of Small and Medium Scale Enterprises (SMEs). Currently engaged in training, consultancy and research related to clustering. Work experience in building mutually reinforcing inter-SME linkages and synergy between SMEs and private & public business development service providers; demonstrating group based initiatives; implementation of common business plans and capacity building of industry associations & SME networks. Presently on deputation to UNIDO.



Prakash Solanki

B.Sc. (Chem.), PGDPPT, PGDBM, PGDRD, LL.M.

Specialises in new enterprise creation and entrepreneurship development activities. 7 years extensive experience in entrepreneurship development through different ED activity models. Expertise in implementation of ED programmes and capacity building of NGOs. Presently involved in the national project on food processing industries sponsored by the Ministry of Food Processing Industries, Government of India as well as implementation of European Union sponsored project on Economic Regeneration of Kachchh and Saurashtra.



Pramod Srivastava

M.A. (Economics)

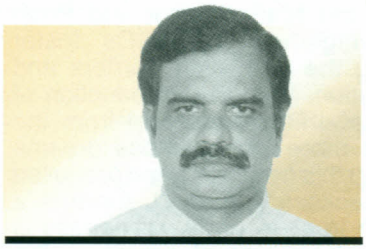
Specialises in promoting micro enterprises in rural areas and provides extensive back-up support to NGOs in their capacity building. Presently working in the N E Region.



P.N. Srivastava

M.Com.

Involved in successful organisation of REDPs in Bihar and Jharkhand. Total 13 years of work experience in providing training inputs in various programmes of EDI like REDP, EDP, TIP, NGO Banker Interface, IMCDS, RIP, STEDs, Sanitation Project for UNICEF and coordinating field projects.



V.S. Sukumaran

LL.B., PGDHRD, PGDTD,
PGDM, MBA (IGNOU

Currently involved in training potential as well as established entrepreneurs and providing resource support to NGOs. Also an expert in Group Entrepreneurship Development.



D.D. Trivedi

M.Com., B.A.

A Management Consultant, associated as a Distinguished Visiting Faculty with leading Management Institutions like IIM-A, MDI, UTI Institute of Capital Market. He is on the Board of Directors of a number of companies. He is actively involved in Non-Governmental Organisations working in the fields of micro-finance and micro-insurance. His areas of specialisation are Financial Management and Corporate Strategy.



Mayank Upadhyay

ACWA

Specialises in the areas of finance, management accounting, project planning and strategic management with extensive experience in Development Banking and Commercial Banking. Involved in conceptualising and conducting a number of national and international programmes in corporate financial strategy formulation and management, investment decisions, risk analysis, and control systems.



Kirti Vakil

M.Com.

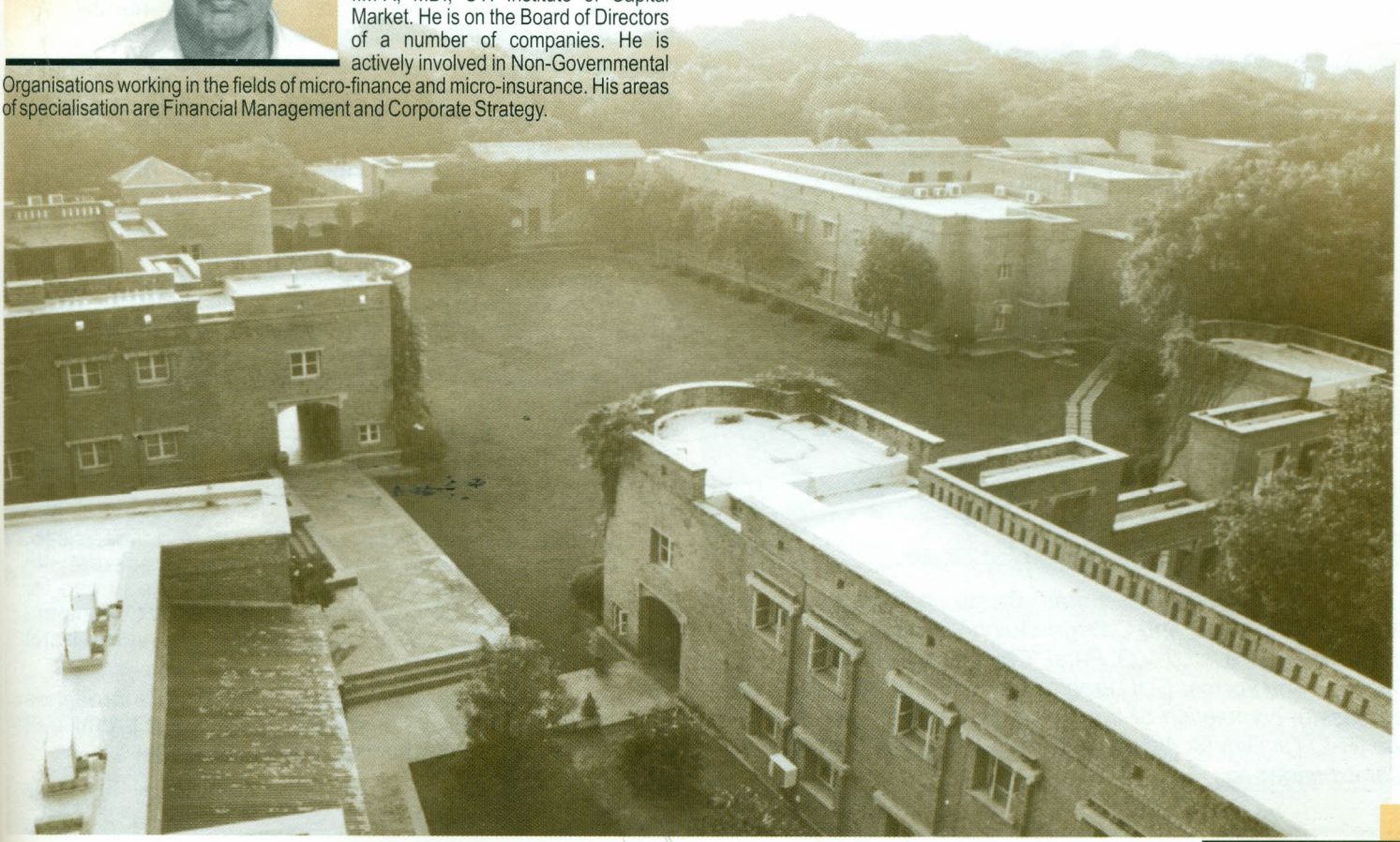
More than two decades of extensive field experience in promoting the concept of self-employment among youth at the grass-roots level. Specialises in Entrepreneurship Development Training. Expertise in Institutionalising REDPs through Voluntary Organisations.



Jignasu Yagnik

M.Sc., DCO, MBA

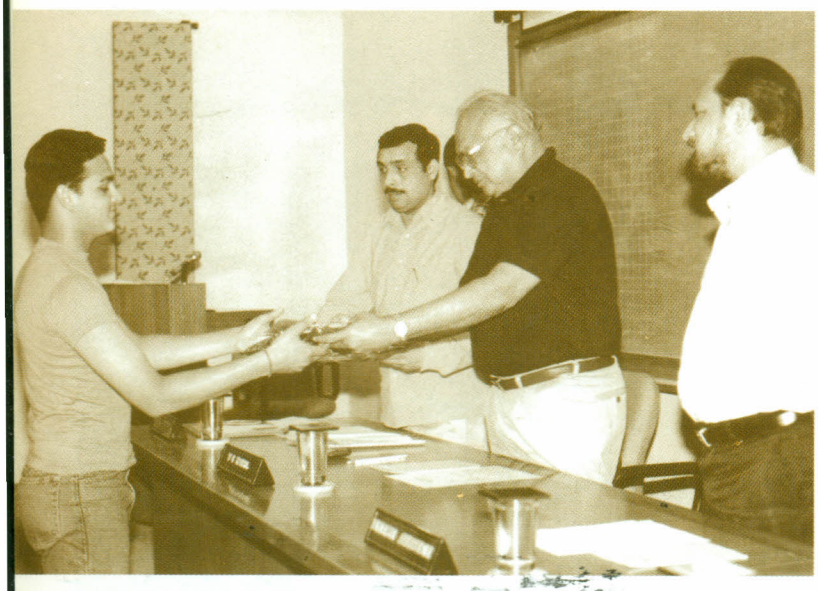
Specialises in the areas of information technology and statistical analysis. Associated with research and academics for more than 16 years. Involved in many state & national level research projects. Current interests include; data-base management, computer aided data analysis, data mining and e-CRM.



Entrepreneurship Education

Core Competence

- Capacity building of the faculty group from across the country to equip them with skills to teach the course 'Entrepreneurship' effectively at college and school levels
- Entrepreneurial orientation to youth and children.
- A key resource centre for NEC curriculum design, teaching material, textbooks and human resource development
- Developing youths to set up own enterprises through regular & distance learning programmes.



EDI conducted the Summer Camp on Entrepreneurial Adventures for HSC and College-Going Youths during 9-19 May, 2004. Seen here is Dr. V.G. Patel, Chief Guest of the Valedictory Function and Former EDI Director, handing over the certificate of successful completion of the Camp, to a participant. Also seen are (R-L) Dr. Dinesh Awasthi, Director-EDI and Dr. Sunil Shukla, Camp Leader.

Envisioning economic development along the lines of a 'job-seeking attitude' would simply mean being overzealous. This conventional mindset is no longer doing much good to countries. However, much of the anguish about economic development is taken care of, by the governments pushing their people to plunge headlong into 'entrepreneurship'. Institutions / Organisations of the state barely sustain the set structures which drive growth. For achieving a significant degree of growth, entrepreneurship is the answer.

Of late, management institutions have also woken up to the fact that entrepreneurship is the solution, and have incorporated it as a part of their curriculum. So with more awareness, will come more action in the field and with a prolific germination of training institutes in entrepreneurship, one can envisage the future in the hands of successful entrepreneurs.

The Institute's pioneering Post-Graduate Diploma in Business Entrepreneurship and Management and Post-Graduate Diploma in Management of NGOs foster entrepreneurs by eliminating the perceived barriers and impediments to venture creation. With the introduction of the new specialisation of agri-entrepreneurship from the year 2005-06, there will be more big business dreams crystallising. While success on this front has been propelled by government and other necessary support, there is a section of the society, which in spite of its willingness is unable to assume the role of engines of growth. .. the underprivileged lot. EDI, expanding its ambit of activities has accommodated a tailor-made programme on 'Enterprise Establishment and Management' in Gujarati for this community. To compound the results by enhancing outreach of an Entrepreneurship Development Programme is the Open Learning Programme in Entrepreneurship. With institutional collaborations and increasing number of learners, it is redefining targets, each day.

Effective leaders can lead to quick sensing of business opportunities, thus transforming it into a flourishing project. With entrepreneurship getting consolidated as a legitimate discipline, the Faculty Development Programmes, of the Institute have diversified into new levels, and trained teachers have taken charge.

An issue that warrants discussion and action, is the youth and their entrepreneurial orientation. It is believed that their core strengths must be honed and transformed into competitiveness at a young age itself. The Summer Camps on Entrepreneurial Stimulation for youth and children look forward to a starring increase of creative individuals in the next ten years. Accentuating the importance of entrepreneurs is urgent and needs to go hand-in-hand with activities. Awards to EDP created entrepreneurs and those who excel in application-oriented programmes like the EDI PG courses, go a long way in transforming mindsets of the booming job-seeking population.

To maintain a certain connectivity with the liberalised, globalised era, it is important to have entrepreneurs with knowledge and foresight. The training package in use for this purpose has to be up-to-date and aligned with constant research and probe. The Institute at short intervals, charts an agenda to this end.

The area 'Entrepreneurship Education' adopts approaches that dictate standards of a new economy on the premise of entrepreneurship, enterprise and entrepreneurs.

THRUST AREA : ENTREPRENEURSHIP EDUCATION

Sr. No.	Activity	Location	Duration/ Period	Target Group	Objectives & Outcome
1.1	**Educational Programmes**				
1.1.1	Post Graduate Programmes : (a) Post Graduate Diploma in Business Entrepreneurship & Management (PGDBEM) - 8th Batch (b) Post Graduate Diploma in Management of NGOs (PGDMN) - 6th Batch	EDI Campus	1 year	Graduates, Family Business Wards, Employees, NGO Nominees (for PGDMN)	Introducing a new specialisation viz., 'Agri-Entrepreneurship' in PGDBEM along with New Enterprise Creation and Family Business Management with a view to train and motivate students to set up their own enterprises, manage family businesses effectively and set up/manage an NGO.
1.1.2	Open Learning Diploma in Business Entrepreneurship (OLPE)	National	1 year	Under Graduates with three years of work experience & Graduates	To help learners acquire knowledge on setting up and managing their own business through distance education and personal counselling.
	Convention of OLPE Learners	East/ North East	1 day	OLPE Learners from targeted regions	An interactive forum to take feedback and gauge the progress of learners.
	Orientation Programme for OLPE Counsellors	EDI Campus	3 days	OLPE Counsellors (Existing and New)	To enhance their counselling & marketing skills.
	Impact Assessment Study of OLPE Learners	National	1 year	OLPE Learners from all over the country	To find out success rate in terms of start-up rate.
1.1.3	Certificate Course in Business Entrepreneurship & Management in Gujarati (2 batches)	EDI Campus	4 months each	Graduate Students	To provide training to students from deprived class, enabling them to start and manage their own business ventures.
1.1.4	Workshops on 'Entrepreneurial Competency Assessment'	Bangalore	1 day each	Final Year Degree Students	To assess entrepreneurial competencies among graduating students and strengthen them with an aim to create *'job providers'* instead of *'job seekers'*.
1.1.5	Part-time Certificate Course on Entrepreneurship	Bangalore	6 months	2nd Year Degree Students	To orient students towards entrepreneurship and its charms as also motivate them to become self-employed.
1.2	**Sensitization of Youth and Children : 'Catch Them Young'**				
1.2.1	14th National Summer Camp on Entrepreneurial Adventures for College Going Youth	EDI Campus	2 weeks 8-18 May, '05	HSC & College Students	To help youth identify innovative and challenging career options & plan it entrepreneurially.
1.2.2	Camps on Entrepreneurial Stimulation for School Children (3 Nos.)	EDI Campus, Patna & Trichur	1 week each 1-6 May, '05	12-16 yr. old Students (7th-10th std.)	To inculcate entrepreneurial values among children at a tender age. A forum to interact with parents as well .
1.2.3	Skill Development through Science & Technology	Northern Region/ North East Region	45 days To be decided	College/ B-School Students / S&T Graduates	To develop skills and create awareness among S&T students towards applying their knowledge and skills for employment generation.
1.3	**Capacity Building Programmes in Entrepreneurship Education**				
1.3.1	Faculty Development Programmes (4 Nos.)	EDI Campus Varanasi Kochi Bhubaneswar	2 weeks each	Teachers of Universities, Engg. Colleges, B- Schools etc.	To develop professional skills in teachers of higher education to counsel students to set up own enterprises.
1.3.2	Training Programme for Teachers of Higher Secondary Level	EDI Campus	2 weeks	Teachers of CBSE and State Education Board	To orient school teachers towards introducing entrepreneurship education effectively in the curriculum.
1.4	**Others**				
1.4.1	Bharti Centre for Entrepreneurial Initiatives	EDI Campus	1 year	PG Students, EDP Trained Entrepreneurs	To recognise EDP trained successful entrepreneurs and also motivate youth to take up entrepreneurship as a career option.
1.4.2	Best Alumni Award	EDI Campus	1 day	PGDBEM Alumni (NEC stream)	To recognise the most successful person from amongst the PG students in terms of setting up and managing own enterprise.

Micro-Enterprise and Micro-Finance Development

Core Competence

- Capacity building of NGO functionaries to equip them with skills in :
  - Rural Entrepreneurship Development
  - Sub-sector focused Entrepreneurship Development
  - Group Entrepreneurship Development
  - Rural Marketing Management
  - Micro-Enterprise and Micro-Finance Development
  - Informal Micro-Credit Delivery System
- Artisanal Cluster Development by creating a cadre of Change Agents with skills to revitalize clusters
- Promotion of science & technology based rural enterprises



Seen above is Mr. Bhawar Puri, Chief General Manager, NABARD and Chief Guest of the inaugural function of the two-month Training Programme on 'Agri-Clinics and Agri-Business Centres', lighting the ceremonial lamp. Also seen are (R-L) Dr.Dinesh Awasthi, Director, EDI and Mr. Manoj Mishra, the Programme Director.

The issue of development has become increasingly challenging with the advent of the new age. Development, especially in India, will lose its grandeur and force if it overlooks the vast rural landscape of the country. With poverty and unemployment having become an unending regime in rural areas, development here, must entail implementation of a restructuring strategy to design anew the lives of rural folk. Institute's Rural Entrepreneurship Development Programmes train the rural populace to become entrepreneurs and build a brave new world for themselves.

In order to ensure positive results, sans a modicum of complexity, in this approach the Institute trusts its linkages with a network of NGOs, across the country. EDI trained NGO functionaries systematically implement the REDP model, ensuring that the most is made out of an unacceptable situation. The Science and Technology based Entrepreneurship Development Programmes command an even progressive outlook. Sub-sector based integrating EDPs target plummeting growth standards in some clusters thus developing them through training and counselling its entrepreneurs.

Capacity Building Programmes have evolved as meaningful implementations by removing the insurmountable hindrances in the workings of the NGOs.

Studies reveal that factors undermining economic growth of rural areas are transparent but have yet not been addressed completely. The one-month course of Rural Business Development Service Providers prepares a cadre of consultants who capture the growth-beating factors and evolve orders that ascertain growth. Extension services and counselling support befit the growing environment thus created.

Within the perspective of economic construction of rural India, the 6-week programme on setting up Agro-Clinics, aims at imparting constructive and viable alternatives on agri-technologies to agriculture graduates. Growth of agri-enterprises will inevitably lead to local employment besides individual prosperity.

Inappropriate marketing of rural products threatens advancement. Tacit knowledge and skills are necessary to transcend the conventional marketing mechanisms and devise new models. A comprehensive programme on this ensures that product reach is not constrained for want of marketing requirements.

The challenges and limitations of NGOs have always pleaded attention of the support system. Although their aims are intertwined, what creates a chasm is the inability to appreciate the other's stance, and this much to the disadvantage of the have-nots. The sensitisation workshops, such as the NGO-Banker Interface, bridge this gap by bringing them on a common platform.

Activities, in this thrust, are therefore, embedded in multiple contexts but on the common ground of rural development. Setting up of rural enterprises weaves its way through globally competent entrepreneurs and sound business ethics. Examination and re-examination of rural conditions lead to introduction of new training models and mechanisms, year after year.

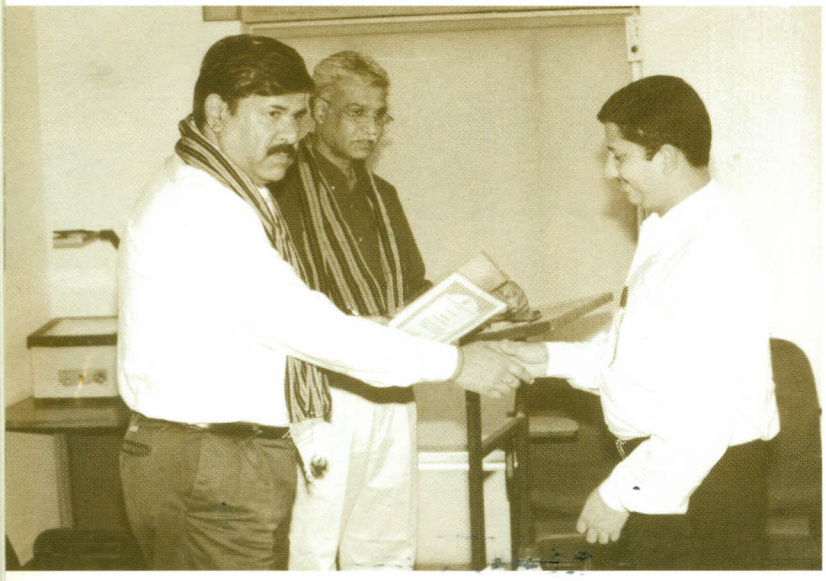
THRUST AREA : MICRO-ENTERPRISE & MICRO-FINANCE DEVELOPMENT

Sr. No.	Activity	Location	Duration/ Period	Target Group	Objectives & Outcome
2.1	**Rural and Micro Enterprise Related Programmes**				
2.1.1	SIDBI Technical REDPs (15 Nos.)	Regional	4-6 weeks each	Rural and Urban Youth	Promotion of micro enterprises in rural areas through NGOs.
2.1.2	Establishment of Science and Technology Entrepreneurship Development (STED) Projects	Firozabad Udhamsingh Nagar	4 year project	Artisans/ Entrepreneurs	To ensure setting up of at least 50 enterprises in a year, based on S&T inputs in each of the STED project.
2.1.3	Rural Industries Project (RIP) Support to SIDBI	Rae Bareli	5 years	Artisans/ Rural Folk	To extend support in the areas of marketing & technology to SIDBI assisted NGOs in the district of Rae Bareli (U.P.).
2.1.4	Skill-cum-Technology Development Programme using Science & Technology (12 Nos.).	Regional	3 months to 12 months	Artisans/ Entrepreneurs	To provide new technology and skills to artisans/rural entrepreneurs for enhancing their productivity.
2.1.5	Sub-sector based Integrated EDPs (3 Nos.)	Regional	4-6 weeks each	Entrepreneurs	To develop existing clusters through business counselling/technology upgradation with forward and backward linkages.
2.2	**Capacity Building Programme For Micro Enterprise and Micro Finance Development**				
2.2.1	Advanced Trainers' Training Programme for Professionals of NGOs (2 Nos.)	Regional	2 weeks each	NGO Functionaries/ RIP Agencies	To sharpen skills of NGOs for organizing REDPs.
2.2.2	Rural Business Development Service Providers / Consultants to Rural /Micro Enterprise Development	EDI Campus	8 weeks	Fresh Graduates / NGO Nominees/ Operating Consultants	To develop a cadre of micro enterprise consultants who could provide business development services to micro entrepreneurs and also extend professional support to NGOs.
2.2.3	Training Programme on Micro Finance	EDI Campus	1 week	Functionaries of NGOs/ SHPIs/ MFIs	To build capacities of NGO functionaries for implementing Micro Finance Delivery Projects in a sustainable manner.
2.3	**Professionalisation of NGOs**				
2.3.1	Training Programme on Financial Management and Accounting System of NGOs (2 Nos.)	Regional/ EDI Campus	1 week each	NGO Functionaries	To improve functioning of NGOs by streamlining their Financial Management and Accounting System.
2.3.2	Training Programme on Marketing of Rural Products (2 Nos.)	EDI Campus	1 week each	NGO Functionaries	To build capacities of NGOs for marketing rural products in an effective way.
2.3.3	Programme on Setting up Agro-Clinics	EDI Campus	6 weeks	Agriculture Graduates	To develop knowledge on latest technologies and management techniques, among agriculture graduates, for initiating new ventures in agro-sector.
2.4	**Sensitization of Environment and Support System**				
2.4.1	NGO - Banker Interface (3 Nos.)	Regional	3 days each	NGOs and Bankers	To sensitize bankers towards the needs of REDP trainees and help NGOs establish linkages with banks.
2.5	**Kudumbashree : An Integrated Development Approach for Entrepreneurship Development in Kerala**				
2.5.1	A package consisting of Sensitisation Workshops/ Trainers' Programme / REDPs/ Performance Improvement Programmes/ Business Counsellors' Programme, etc.	Kerala	3 years	Existing Entrepreneurs	An integrated package for development and sustenance of Group Entrepreneurship in Kerala.

ED Organisations & Support System

Core Competence

- Creation of an environment conducive to entrepreneurship by ;
  - sharpening skills of appraisal officers for entrepreneur assessment and project appraisal
  - equipping financial / institutional personnel with skills in financial and economic analysis of industrial and infrastructural projects
- Sensitization of the support system officials and support to state governments
- Capacity building of ED institutions
- Creation of a Cadre of Cluster Development Agents to revivify dormant yet potential clusters
- Help set up EDI-like Centres of Excellence



Mr. K.K. Maheshwari, Assistant Industrial Advisor, Ministry of Food Processing Industries, Govt. of India, presenting certificate to one of the participants of the Trainers' Training Programme for Food Processing Sector. Also seen is Mr. S.B. Sareen, Project Director.

Imparting entrepreneurship training is a means of empowering. And this process of empowerment takes its real meaning only when it covers in its ambit the advantaged and the poor alike. Entrepreneurship Development (ED) Organisations, across the country, are a sincere attempt to infuse power in society as a whole, by reaching the grassroots.

EDI, while giving sufficient attention to setting up ED institutions, also works towards sustainable human resource development. The pressures of the modern world require the trainers of ED organisations to be updated with the latest as only this can lead to purposive action. EDI trains them to pursue the modern world approaches to business.

The support system today is interconnected. Confusion in, and collapse of any support structure becomes the failure of more than one. Training, which has been overlooked to a large extent, has today become indispensable. Sensitisation workshops, training programmes, such as the ones on Project Appraisal and Entrepreneur Assessment for bank and financial institution personnel develops an eye for foreseeable results.

India can be a frontrunner in several sectors. Potential alone holds little meaning; it needs to be worked upon to draw out the competitive advantages. Food Processing is one such sector, which promises a balanced development.

EDI, the nodal agency, appointed by the Government of India, is devoted to building unique strengths and competitive advantages in the area of Food Processing. A series of EDPs and workshops at the 6 pre-identified states led to all round growth and exemplary success in terms of the start up rate. Success in this area, translated itself in the formation of a wholesome business environment and the extension of the project to cover 12 more Indian states. Implementation of the strategy for the Food Processing Project, by an EDI trained team from NGOs stood as the reason behind unlimited rewards. Also the ascending order of commitment from the support system was conspicuous on account of the regular sensitisation and stakeholders' workshops conducted by the Institute. To guard the EDP model from the dangers of inadequacy and inefficiency, regular reviews do a round. Regular improvements / changes in keeping with the demands, do away with any incongruity of the process.

The present day competition has ensued several bases for excelling as an entrepreneur. Until all these bases converge, emergence of a competent entrepreneur is near impossible. Training through ED institutions, and services of support system, to a great extent, possess the answer to these bases. EDI ensures their result-orientedness.

THRUST AREA : ED ORGANISATIONS & SUPPORT SYSTEM

Sr. No.	Activity	Location	Duration/ Period	Target Group	Objectives & Outcome
4.1	**ED Institutions**				
4.1.1	Bharti Entrepreneur of the Year Award	EDI Campus	1 day	First Generation Entrepreneurs Created out of EDPs	To establish the credibility & image of entrepreneurship development programmes and ED institutions.
4.1.2	Training Programme on Research Methodology	EDI Campus	1 week	State ED institutions, STEPs, ED Cells & NGOs engaged in ED related activities	The help Entrepreneur Trainer-Motivators acquire basic knowledge/skills to undertake research projects.
4.1.3	Trainers' Training Programmes to Promote Food Processing Units through EDP strategy (2 Nos.)	EDI Campus	2 months each	State ED institutions, NGOs engaged in conducting ED	To build the capacity of Entrepreneur Trainer-Motivators towards conducting 100 EDPs in order to promote food processing units in 10 states.
4.2	**New Enterprise Creation**				
4.2.1	100 EDPs to Promote Food Processing Industries in J&K, Himachal Pradesh, Punjab, Haryana, Gujarat, Maharashtra, U.P.,Uttaranchal, Bihar & Jharkhand in the food processing sector.	Regional	6 weeks each	Potential entrepreneurs willing to set up new enterprises in the food processing sector	To facilitate potential entrepreneurs set up enterprises in the food processing sector.
4.3	**Programme for Support System**				
4.3.1	State-level Stakeholders' Workshops for Promotion of Food Processing Industries (4 Nos.)	Srinagar Jammu Shimla Chandigarh	1 day each	Support System Network	To sensitize the support system for creating a conducive environment in four new states covered under the project. The workshop will bring together all relevant key players, viz., financial institutions, policy makers, NGOs and organisations engaged in promoting entrepreneurship.
4.3.2	Training Programme on Project Appraisal and Entrepreneur Assessment	EDI Campus/ Bank Training Centre	1 week	Project Appraisal Officers of Banks/Financial Institutions	20 officers would be trained in project formulation & appraisal to cater to the latest assessment needs.

THRUST AREA : INTERNATIONAL INTERACTIONS

(Cont... From Page No. 21)

Sr. No.	Activity	Location	Duration/ Period	Target Group	Objectives & Outcome
5.2.6	Training Seminar on Industrial Project Preparation and Appraisal	EDI Campus	6 weeks Feb. 20-Mar. 31, 2006	Appraisal Officers from financial institutions in developing countries	To upgrade appraisal techniques and improve decision making process so that there is improved viability and returns.
5.3	**Institutionalising ED Activities in CLMV Countries** * Business Opportunity Identification in Cambodia, Myanmar and Vietnam * Policy Framework for SME Sector : Advisory Services in Cambodia and Myanmar * Advisory Services to Evolve an Operational Framework for Small Industry Dev. Fund in Cambodia & Myanmar * Providing Advisory Services to EDCs set up in Cambodia, Lao PDR, Myanmar and Vietnam				A package of support services to sustain entrepreneurship development and investment promotion in CLMV

Strategic International Interactions

Core Competence

- Country capacity building in the areas of :
  - Project identification, formulation and screening
  - Identification of business opportunities and preparation of project profiles
  - New enterprise creation
  - Industrial project preparation and appraisal
  - Technology sourcing and evaluation
  - Enterprise upgradation / growth,

thus leading to installation of Investment Advisory Centre.



During the Valediction of the ITEC sponsored International Management Education Programme, seen on the dais is (Centre) the Chief Guest, Shri Lal Dingliana, Jt. Secretary (Technical Co-operation), Ministry of External Affairs, Govt. of India. Also seen are (R-L) Dr. Dinesh Awasthi, Director, EDI and Dr. Sunil Shukla, Programme Director.

The economic changes across the world foretell an era of unprecedented opportunities and challenges. In this golden age, entrepreneurship is the winning tool. But less number of enterprising people, especially in the developing world has kept it away from achieving spiralling progress in times when global strategies are being formulated, markets have been liberalised and deregulated. Entrepreneurship, if relied upon can give rise to a plethora of positive paradigms.

The international resource institute that it is, EDI has grounded the breadth and depth of entrepreneurship on distant foreign lands as well.

A host of problems of middle & high-level executives in organisations, relate to techniques of delegation, effective network within and outside, proper planning and control. For a positive and significant impact on performance, these executives need to be oriented so that they adopt fool-proof practices in tandem with the mainstream planning and execution.

The International Management Education Programmes supported by the Indian Technical and Economic Co-operation (ITEC), Ministry of External Affairs, Government of India, puts in place management practices and strategies, indispensable for advancement of organisations.

Working towards broadbasing entrepreneurship same cause are the Entrepreneur Trainer-Motivators, an assemblage of widening optimism, vision and profound knowledge. ITEC sponsored programme for Entrepreneur Trainer-Motivators (ETMs) imparts new skills to them so that they remove the bottlenecks of people possessing entrepreneurial qualities, by a well designed and navigated training-cum-counselling package.

That developing economies need greater number of people with entrepreneurial talent, needs no further emphasis. The Government of India and UNIDO have revived the Inter-Regional Centre for Investment Promotion and Entrepreneurship at EDI, so that emergence of entrepreneurship could be given a spurt in developing countries, thus creating a socio-economic environment favouring entrepreneurial careers and performance. Close on the heels is the Faculty Development Programme in Entrepreneurship facilitating a climate primarily charged with the need for achievement.

Absence of systemic hindrances to entrepreneurship go a long way in sustaining the development of entrepreneurial process. The pervasiveness of entrepreneurship necessitates its institutionalisation. Establishing ED Cells in Cambodia, Lao-PDR, Myanmar and Vietnam (CLMV) nations is a systematic step towards scaling the entrepreneurial environment in terms of its magnitude and intensity. Supported by the ASEAN Secretariat and the Government of India, the project reflects vision. Commissioning of the Centre at Lao-PDR is the first major feat.

The Institute's Rural Entrepreneurship Development Model, translating the entrepreneurial competence of the rural folk into enterprise creation has concretised itself in the developing world as well. Training programmes on Micro-Enterprise and Micro-Finance Development supervise the emergence of rural entrepreneurial talent.

Entrepreneurial competence prevails in all cross-sections of people, and across the world. Entrepreneurship Development as a means of rapid economic development is the fact of the day. The international activities of the Institute facilitate entrepreneurial ventures across the globe where the entrepreneur marches independently to assemble, organise, own and manage.

THRUST AREA : INTERNATIONAL INTERACTIONS

Sr. No.	Activity	Location	Duration/ Period	Target Group	Objectives & Outcome
5.1	**Institutionalisation of ED & Investment Promotion under IRC Project sponsored by GoI & UNIDO**				
5.1.1	Entrepreneurship Appreciation Workshop	Mozambique Lao PDR Sudan Yemen	1 day each	Key Policy- makers/ Planners/Heads of Lead Commercial Banks/Financial Institutions	To acquaint the delegates with various interventions to promote and strengthen SMEs, besides helping them understand the pre-requisites of an enabling environment to promote entrepreneurship in their countries.
5.1.2	Business Opportunity Identification (BOI) Process	Mozambique Lao PDR Sudan Yemen & India	2 months	Potential/ Existing Entrepreneurs	The exercise will lead to listing out of viable business opportunities relevant to local conditions, followed by preparation of at least 50 project profiles in each country,
5.1.3	Training of Master Trainers	EDI Campus	4 weeks	Professionals engaged in small business promotion in IRC targetted 4 countries	Developing a resource pool of trainers to facilitate New Enterprise Creation; assist existing entrepreneurs in taking their businesses to greater heights and help develop industrial/ artisanal clusters.
5.1.4	First Entrepreneurship Development Programme (EDP) for New Enterprise Creation	Mozambique Lao PDR Sudan Yemen	3 Phases stretched over 6 months	Potential Entrepreneurs	A group of 25 indigenous entrepreneurs will be developed to set up small business ventures in their respective countries.
5.1.5	Developing Resource Persons for Enterprise Growth	Mozambique Lao PDR Sudan Yemen	2 weeks	Professionals from financial institutions/ educational institutions/ Chambers of Commerce & Industry/ Government	Developing a resource pool of about 15 well equipped business counsellors in each location to counsel and support existing entrepreneurs for pursuing planned growth.
5.2	**Other Programmes**				
5.2.1	Faculty Development Programme (FDP) in Entrepreneurship	EDI Campus	6 weeks Jan. 09- Fab 17, 2006	Faculty from educational institutions in developing countries	To develop professional skills among teachers of higher education towards imparting learnings on entrepreneurship courses effectively.
5.2.2	Training Programme on Managing Micro Enterprise & Micro Finance Development	EDI Campus	6 weeks Nov. 07- Dec. 16, 2005	Senior Officials/ Functionaries of NGOs in developing countries	To develop a cadre of professionals in developing countries who could organize micro enterprise and micro finance programmes.
5.2.3	Management Education Programme	EDI Campus	6 weeks Sept. 19- Oct. 28, 2005	Managers of SMEs and entrepreneurs from developing countries	To sharpen managerial skills of entrepreneurs and senior executives of SMEs, leading to performance improvement of enterprises.
5.2.4	Small Business Promoters' Programme	EDI Campus	6 weeks Nov. 07- Dec. 16, 2005	Professionals engaged in Small Business Promotion	A comprehensive training package to train Entrepreneur Trainer-Motivators and Business Counsellors of developing countries for initiating, planning and implementing ED activities and to groom them for effective business counselling.
5.2.5	Gender-centric Entrepreneurship & Economic Development	EDI Campus	6 weeks Jan. 30- Mar. 10, 2006	Professionals engaged in Women Entrepreneurship Development related activities in developing countries	To provide participants an exposure to various innovative tools used in gender mainstreaming, thereby preparing them for initiating planned change process.

(Cont... on Page No. 1

International Centre for Cluster Competitiveness and Growth (IC^{3}G)

Core Competence

- Research and documentation on emerging issues and principles in cluster development, nationally and internationally,
- Platform for experience sharing, mutual learning, and deliberations on strategic and tactical methodologies of cluster development,
- Dissemination of information on small scale industrial scenario, cluster generic issues, WTO and policy implications, and patenting, etc. to create a conducive environment for emergence, sustenance and growth of clusters,
- Capacity building of Cluster Development Executives
- Sensitisation of policy-makers and planners.



Mr. K.K. Shaw, Faculty, EDI making a presentation to the Cluster Development Co-ordination Committee during the Performance Appraisal Meet in Rajkot. Chairing the Meet was Shri Suresh Chandra, AS&DC (SSI), Govt. of India. Also seen is Dr. Dinesh Awasthi, Director, EDI.

India's industrialization, dramatic shift in development processes and policies have opened up avenues to usher in radical changes on the industrial scenario, leading to global entry and acceptance of Indian products and services. Inadequate responses, half-baked changes and woeful lack of awareness have kept the Indian economy far behind its peak. Excessive reliance on traditional practices and age-old formulae have beset the Indian industrial scenario with innumerable problems, especially the small-scale industry sector. Step-matching with the changing economic environment has become urgent.

Traditional knowledge, the base of several Indian industries has not been supplemented by innovative researches and technologies, thus making this winning resource a reason for the fragile condition of several Indian clusters.

These SMEs, if addressed as clusters can gain advantages on the fronts of quality, technology, raw material purchase, common facility centre, competition, export, etc. SMEs, in clusters, experience the much required upsurge, amidst the demanding global scenario. India has a rich foundation of clusters and initiatives to boost the various functional areas of a cluster by pinpointing the anomalies that cloud them, can lead to their dynamism.

However, where it is important to find reasons for slowdown of clusters, it is also equally urgent to introduce result-oriented approaches and systems that help these clusters, not just grow but grow at a sustained pace. It is important to introduce a spectrum of activities, conduct researches on emerging principles and replicable models, disseminate information, ensure policy level interventions, etc. to introduce advancement in clusters, from a broader perspective. A centralized planning, implementation and control system in the form of an umbrella organisation will bring forth, in totality, the dynamics of turn-around strategies, activities, and advocacy.

EDI's, background, experiences and accomplishments in various clusters, across the nation, made the Office of the Development Commissioner, Small Scale Industries, Govt. of India set up the International Centre for Cluster Competitiveness and Growth (IC^3 G) at the Institute. EDI's experience, resources, expertise and network will be effectively marshalled to ensure that the Centre serves as a repository of knowledge, information and strategic plans.

THRUST AREA : INTERNATIONAL CENTRE FOR CLUSTER COMPETITIVENESS AND GROWTH (IC^3G)

Sr. No.	Activity	Location	Duration/ Period	Target Group	Objectives & Outcome
6.1	**Technology Upgradation as a part of Cluster Development Initiatives**				
6.1.1	Process for improving the quality of high speed steel through appropriate hardening	Jamnagar	3 months	Entrepreneurs	To improve the quality of steel.
6.1.2	Process for improving the efficiency of autoparts by application of special purpose tool	Rajkot	3 months	Entrepreneurs	To improve the quality of autoparts.
6.2	**Technology based Programmes & Workshops**				
6.2.1	Selection of appropriate construction material for piston rings and cylinders	Jalandhar	1 day	Existing SMEs in the cluster	To improve the performance of diesel engine.
6.2.2	Process cynidings for hardening to shallow case depths and glass hardenings	Jalandhar	1 day	Existing SMEs in the cluster	To improve life of fasteners used in machine tools and diesel engines.
6.2.3	Designing of catalytic convertors for minimising toxic elements from exhaust gases	Rajkot	1 day	Existing SMEs in the cluster	Diversification opportunities for entrepreneurs manufacturing diesel engines.
6.2.4	Relieving of internal stresses in grey iron castings	Rajkot	1 day	Existing SMEs in the cluster	To improve the quality of machine tools and electrical motor bodies.
6.2.5	Technology of tought tridings for enhanced fatigue life of castings	Rajkot	1 day	Existing SMEs in the cluster	To improve performance of autoparts.
6.2.6	Improving strength of material for performance of autoparts	Rajkot	1 day	Existing SMEs in the cluster	To define technology for better performance of autoparts.
6.2.7	Selection of bearing for machine tools	Jamnagar	1 day	Exisitng SMEs in the cluster	To improve quality of machine tools.
6.2.8	Defects in non-spheroid castings and corrective action for defect removal	Jamnagar	1 day	Existing SMEs in the cluster	To minimise rejection in production of castings.
6.2.9	Selection of appropriate material for submersible pumps	Jamnagar	1 day	Existing SMEs in the cluster	To improve quality and performance of submersible pumps.
6.2.10	Selection of appropriate material for cylinder liner	Jamnagar	1 day	Existing SMEs in the cluster	To improve life of diesel engines.
6.2.11	Aluminium alloy as a material of construction for improving performance of diesel engine	Jamnagar	1 day	Existing SMEs in the cluster	To improve performance of diesel engines.
6.2.12	Analysis of tolerance for machine tool components	Nagaur	1 day	Existing SMEs in the cluster	Cost reduction of machine tools.
6.2.13	Improving de-greasing practices in plating shops	Nagaur	1 day	Existing SMEs in the cluster	To improve quality of electroplating.
6.2.14	Sub-zero treatment of bearings to minimise distortion	Ludhiana	1 day	Existing SMEs in the cluster	To improve the life of bearing and thereby the overall performance.
6.3	**Establishment of Common Facility Centres for Cluster Development**				
6.3.1	Providing personal counselling to entrepreneurs	Jamnagar	1 year	SMEs in Brass Parts clusters	To solve problems of individual enterprises.
6.4	**Capacity Building**				
6.4.1	Training Programme of Cluster Development Executives for Clusters located in Gujarat	EDI Campus	3 months stretched over 3 phases	Officials of Govt. of Gujarat	Capacity building of officials of Govt. of Gujarat so that they get equipped to induce dynamism in various clusters of the state through appropriate interventions.
6.4.2	Training Programme on "How to work in Industrial Clusters"	EDI Campus	1 week	State ED Institutions, STEPs, ED cells & NGOs engaged in ED related activities.	To help ETMs acquire new knowledge towards working in industrial clusters thus enabling them to initiate such activities in their respective regions.
6.5	**Implementation of Holistic Cluster Development Methodology in selected clusters**				
6.5.1	Providing support to 14 select clusters through skill upgradation training programmes and workshops	13 States across India	Through-out the year	14 Selected Clusters	To induce dynamism in selected clusters

Centre for Research in Entrepreneurship Education and Development (CREED)

Research and Development

- Undertakes research in education, innovations in training methodology, impact of industrial policies, rural entrepreneurship and innovative credit delivery system in the field of entrepreneurship
- Dissemination of valuable research findings to the academic fraternity at large through 'The Journal of Entrepreneurship'.

The Centre has been vested with the responsibility of serving as a bridge between academia and training and consultancy in the field of 'Entrepreneurship'. Applied research and consultancy needs to be effectively supported by solid theoretical insights, if the entrepreneurship movement is to be institutionalised throughout the globe. The Centre encourages enquiries into education, innovations in training methodology, impact of industrial policies, rural entrepreneurship and innovative credit delivery system in the field of Entrepreneurship. Several research projects believed to be crucial to the growth of small & medium enterprises have been initiated by the Centre.

One of the major objectives of the Centre is to catalyse the process of building network of researchers and institutions in the sphere of entrepreneurship. 'The Journal of Entrepreneurship', the reputed academic publication of the Centre, has established its credibility and identity among scholars in India and abroad as a unique forum to disseminate their valuable research findings, both theoretical and empirical to the academic fraternity at large.

Further, the Centre, through its short term research fellowship programmes, encourages young researchers to make use of the intellectual and other resources at the Centre in their pursuit to extend the frontiers of knowledge of entrepreneurship.

CREED envisages to promote collaborative research endeavours with institutions and individuals outside the Centre. It organises a national seminar biennially, where scholars from across the country come together to share their views on issues related to entrepreneurship that are of contemporary relevance and interest.

Important Research Projects Completed

- Impact of New Economic Policies on SMEs
- Impact of GATT on SMEs
- Impact of Fiscal Incentives on Industrialisation in Gujarat
- Dynamics of Industrial Clusters in India
- Growth of Firms and Entrepreneurial Competencies
- Doing Business in India : Issues and Implications
- Constraints to Growth of Small Scale Firms
- National Evaluation of Entrepreneurship Development Programmes
- Evaluation of EDPs in North Eastern States
- A Critical Analysis of Entrepreneurship Development Programmes
- Micro-Enterprise Development in Himalayan Region : The Indian Experience
- Role of Small Business Associations in the Changing Economic Environment
- Promoting Entrepreneurship Through Training : An Assessment of Training Initiatives of MCED, Aurangabad
- Business Development Service Providers in India : A Study of Calcutta Metropolitan
- A Study on Entry Barriers to Entrepreneurship : As Perceived by Youth
- Entrepreneurship Curriculum for Vocational Education in Colleges



Addressing the guests is Dr. V.G. Patel, Former Director, EDI and Chief Guest of the inaugural function of the '6th Biennial Conference on Advances and Trends in Entrepreneurship Research'. Also seen are (R-L) Dr. Dinesh Awasthi, Director, EDI and Dr. Sasi Misra, Distinguished Fellow and Conference Convener.

THRUST AREA : RESEARCH IN ENTREPRENEURSHIP

Sr. No.	Activity	Location	Duration/ Period	Target Group	Objectives & Outcome
7.1	**Research & Teaching Material Development in Education**				
7.1.1	National Seminar on 'Approaches to Entrepreneurship Education & Development'	New Delhi	1 day	Educationists/ Policy-makers/ ED Institutions	A forum to enable stock-taking of various methodologies used in entrepreneurship education and training to spearhead entrepreneurship movement.
7.1.2	Teaching Material Development for PG Programmes	EDI Campus	1 year	PGP Students	Course material development for EDI-PG Programmes.
7.2	**Research, Documentation and Publication in Micro Enterprise & Micro Finance Development**				
7.2.1	Study on Dynamics of Transaction Cost in MFIs	National	9 months	Micro Finance Institutions	To understand the reason behind high transaction cost in credit delivery to poor and help develop a matrix for increasing the effectiveness in the delivery system.
7.2.2	Case Studies on Marketing of Rural Products (10 Nos.)	National	1 year	NGOs Involved in Rural Marketing	To document rural marketing strategies in NGOs, thus highlighting meaningful marketing interventions.
7.2.3	Diagnostic Study of Clusters (5 Nos.)	National	1 year	Handloom Sector	Empirical research to understand cluster concept and provide guidelines for direct financing of enterprises.
7.3	**Research in Performance & Growth of Existing Enterprises**				
7.3.2	Research Study on 'Emergence of Knowledge-based Entrepreneurship in Gujarat'	Gujarat	6 months	Knowledge-based Entrepreneurs	To understand the emergence and growth of knowledge-based entrepreneurship in Gujarat.
7.4	**Research & Dissemination in ED Organisations & Support System**				
7.4.1	Workshop on 'Role of Small Industry Association in the Changing Policy Environment'.	New Delhi	1 day	Office Bearers of Industry Associations	Office Bearers of industry association will be oriented towards the concept of Business Development Services (BDS) and the proactive role that they can play in a liberalised environment.
7.4.2	Review of EDP Model	EDI Campus	1 year	ED organisations & NGOs involved in conducting EDPs	To upgrade the existing EDP model against the backdrop of the changed economic scenario and to formulate an appropriate model for conducting effective and result-oriented EDPs.
7.4.3	Developing Cases on Service- based Projects	EDI Campus	1 year	PG Programmes, ED organisations, NGOs involved in conducting EDPs and potential entrepreneurs	For use as teaching material in training and the PG Programmes.
8.0	**Others**				
8.1	Journal of Entrepreneurship	-	Bi-annual	Academic Community	To share research findings with the academic community and enhance the boundaries of knowledge in entrepreneurship.
8.2	Short-term Fellowships in Entrepreneurship Research	EDI Campus	2-12 weeks each	Researchers	Upto 5 fellowships to ED trainers, teachers, researchers to work on specific themes. Travel, on-campus residence and library support will also be extended.

Achievements under Strategic Thrust Areas

ENTREPRENEURSHIP EDUCATION

Sr. No.	Activities under this thrust area	Achievements till March 31, 2005
1.	**One-year Post Graduate Programmes** (Launched in August 1998) Total Number of students enrolled in 7 batches	547
2.	**Number of Faculty Development Programmes (FDPs) in Entrepreneurship** - No. of teachers trained	**46** 925
3	**Number of National Summer Camps on Entrepreneurial Adventure for Youth 17-22 years)** - Students participated	**13** 418
4.	**Number of Summer Camps for School Children (12-16 years)** - Students participated	**19** 611
5.	**National Seminar on Current Researches in Entrepreneurship** - Delegates participated	**6** 269
6.	**National Workshop on Entrepreneurship Education in Vocational Schools & Technical Institutions** - Delegates participated	**1** 37
7.	**National Workshop on Approaches to Entrepreneurship Education** - Delegates participated	**1** 17
8.	**Number of 1-Day Orientation Programmes on Entrepreneurship Organised for Gujarat Schools** - Students participated	**142** 6900
9.	PG Students benefitted through a full-fledged Entrepreneurship Training Module	**15**



EDI Library

MICRO ENTERPRISE AND MICRO FINANCE DEVELOPMENT

Sr. No.	Activities under this thrust area	Achievements till March 31, 2005
1.	**Number of REDPs Conducted** - Number of rural poor trained - Number of rural enterprises set up	**650** 16255 9102
2.	**Number of Trainers' Training Programmes Organised** - Number of rural trainers trained	**33** 825
3	**Number of National/Regional Workshops on RED strategy for NGOs** - Number of NGO officials sensitised	**19** 677
4.	**Activities on Informal Micro (IMCDS) : Credit Delivery System** Trainers' Training Programmes organised - NGO trainers trained Number of Workshops for CEOs of NGOs on IMCDS - Number of CEOs attended Number of NGO officials re-trained on IMCDS Refresher Course	**5** 134 **7** 182 60
5.	**Number of Capacity Building Programmes for NGOs on Sustainability** - NGO trainers trained	**3** 48
6.	**Number of Policy Sensitisation Workshops organised for Sustainability of NGOs** - Number of officials sensitised	**5** 275
7.	**Number of Programmes conducted on Financial Management & Accounting for NGOs** - Number of NGO officials trained	**10** 229
8.	**Number of Training Programmes for Developing Rural Business Development Service Providers** - Number of Rural Business Development Service Providers Developed	**4** 87
9.	**NGO officials trained in Advanced Training Programme on Micro Finance**	**22**
10.	**Number of NGO officials trained in Advanced Training Programme on Micro Finance Support to Rural Industries Programme (RIP) Project of SIDBI in the District of Rae Bareli (U.P.)** - Number of Local Youth Benefitted through Block-level Awareness Generation Meetings - Business Counsellors Developed - Number of Artisans/Potential Entrepreneurs benefitted through 2 EDPs - Number of NGO Functionaries Trained on Financial Management & Accounting System - Number of Bankers Sensitised through Orientation Programme	6800 25 48 15 35
11.	**International Delegations on Micro Enterprise Development :** - Sri Lankan delegates - From Nepal - Bangladesh	66 60 10

Achievements under Strategic Thrust Areas

PERFORMANCE AND GROWTH OF EXISTING ENTREPRENEURS

Sr. No.	Activities under this thrust area	Achievements till March 31, 2005
1.	**Succession Planning for Entrepreneurial Continuity (SPEC)**	
	• Number of programmes conducted	17
	• Number of successors groomed	274
2.	**Performance Improvement Programmes (PIPs) for Existing Entrepreneurs**	**96**
	• Entrepreneurs trained	3817
3.	**Small Industry Management Assistant Programmes (SIMAPs)**	37
	• Young graduates developed	868
4.	**Total Number of Growth-cum-Counsellors' Programmes Conducted**	**19**
	General Growth Programmes 9	
	Growth Programme exclusively for Women Entrepreneurs 1	
	Export-oriented Growth Programmes 7	
	Technology-oriented Growth Programmes 2	
	• Total number of entrepreneurs geared up	427
	• Total number of business counsellors developed	385
5.	**Growth-cum-Counsellors' Programmes in association with State-level ED Organisations**	
	• Entrepreneurs influenced	35
	• Counsellors developed	64
6.	**Total Number of Region/ Product-specific Export Workshops**	**5**
	• *Business with CIS countries :* Number of potential exporters developed	23
	• *Business with South Africa :* Number of potential exporters developed	55
	• *Software Exports* Number of potential exporters developed	37
	• *Business with Australia :* Number of potential exporters developed	13
7.	**Functional Programmes on Strategic Management**	**4**
	• Entrepreneurs trained	62
8.	**Intrapreneurship : Corporate Executive Programmes for Zydus-Cadila Group of Companies**	
	• Area Business Managers (ABMs) trained in 18 basic programmes	363
	• ABMs trained in 10 Theme-specific Programmes	210
	• Regional Business Managers (RBMs) trained	72
9.	**Workshops organised for Zydus-Neuro Sciences**	**3**
	• Executives of Neuro Science Division	33
	• Executives of Sri Lankan Division	12
10.	**Number of Executives of Developing Countries trained through International Management Education Programmes (MEPs)**	**81**

PEFORMANCE IMPROVEMENT OF ED ORGANISATIONS & ED PROGS.

Sr. No.	Activities under this thrust area	Achievements till March 31, 2005
1.	**Open Learning Programme in Entrepreneurship (OLPE)** Launched in January 1995	
	• Number of batches announced	**40**
	• Number of learners enrolled	3897
	• Number of S&T learners	2644
	• Number of Non-S&T category	1253
	• Number of women learners	732
2.	**National Trainers' Course**	**20**
	• Trainers developed	343
3.	**Functional Trainers' Programmes on**	
	• Entrepreneur Selection, Motivation, Counselling and Competencies	**4**
	• Professionals trained	50
	• Business Opportunity Identification & Guidance	**4**
	• Professionals trained	80
	• Project Report Preparation	**4**
	• Professionals trained	67
4.	**Capacity Building of Organisations : Trainers Trained**	
	• Central Silk Board	90
	• Khadi & Village Industries Commission	45
	• Kerala Horticulture Dev. Programme (KHDP), Cochin	52
	• Rural Dev. & Self Employment Training Institute (RUDSETI)	55
	• Indo Dutch Project Management Society (IDPMS)	22
	• Entrepreneurship Development (ED) Cells of Engineering Colleges	19
	• Tata Iron & Steel Company (TISCO) Ltd., Jamshedpur	8
	• Karnataka State Women Dev.Corpn.	22
	• Tamilnadu Corpn. For Development of Women	184
	• Kudumbashree, Kerala	19
5.	Number of 'Agripreneurs' trained through Training Programme on Agri-Clinics & Agri-Business Centres	49



EDI Dining Hall

Achievements under Strategic Thrust Areas

STRATEGIC INTERNATIONAL PROGRAMMES

Sr. No.	Activities under this thrust area	Achievements till March 31, 2005
1.	**Programmes for Training Entrepreneur Trainer Motivators (ETMs) for Developing Countries**	**18**
	• Total number of trainers trained	307
2.	**Number of Polytechnic Teachers trained as Resource Persons for Commonwealth Association of Polytechnics in Africa (CAPA)**	**18**
3.	**Number of programmes on Industrial Project Preparation & Appraisal for Developing Countries**	**16**
	• Number of appraisal officers trained	296
4.	**Number of Inter-Regional Workshops on Entrepreneurship for Policy-makers of African/ Asian/ Francophone and CHOGRM member countries**	**4**
	• Countries participated	35
5.	**UNIDO Project on Women Entrepreneurship**	
	• Number of women entrepreneurs trained	21
	• Number of women entrepreneur trainer-motivators trained	25
	• Number of financial/ appraisal officers dealing with projects of women entrepreneurs trained	22
6.	**Technical Training provided to Women Entrepreneurs of Developing Countries**	
	• Number of women entrepreneurs from Sri Lanka	20
	• Number of women entrepreneurs from Nepal	19
7.	**International Training Programmes on Micro Enterprise & Micro Finance Management**	**8**
	• Number of NGO professionals from developing countries trained	125
8.	**Achievements under UNIDO & GoI-sponsored Inter-Regional Centre (IRC)**	
	• Training Programmes on Industrial Project Preparation & Appraisal	7
	• Number of Appraisal Officers trained	119
	In Bahrain for Arab Region :	
	• Number of Professionals trained under Training of Trainers for New Enterprise Creation	27
	• Number of Potential Entrepreneurs trained for New Enterprise Creation	20
	• Number of Business Counsellors groomed for Growth of SMEs	12
	Activities in African Region :	
	• Number of Support System Officials attended the Preparatory Workshop on Interventions to Facilitate Investment Promotion organised in Mozambique	27
	• Number of participants in the Seminar on Project Identification, Formulation and Screening conducted in Mozambique	23
	• Number of professionals trained under Industrial Project Preparation & Appraisal organised in Mozambique	15
	• Number of Business Counsellors groomed in Mozambique for growth of SMEs	23
	• Number of Mozambican Entrepreneurs benefitted from Enterprise Upgradation Programme	14
	• Number of Trainers trained in Industrial Management Organised in Tanzania	15

ENTREPRENEURSHIP ENVIRONMENT AND SUPPORT SYSTEM

Sr. No.	Activities under this thrust area	Achievements till March 31, 2005
1.	**Entrepreneurs' Meet**	**11**
2.	**Number of ED Orientation Programmes for Officers of DICs/ Banks/ Financial Institutions**	
	• Number of officers sensitised	568
3.	**Number of Extension Motivation Programmes for Support System Officials**	**12**
	• Officers trained	240
4	**Number of FBEI Programmes for Credit/ Appraisal Officers of Banks/Financial Institutions**	**19**
	• Officers trained on the interview technique	342
5.	**Business Counsellors Programme for Small Industry Development Officers (SIDOs)**	
	• Number of officers trained	48
6.	**Intrapreneurship Programme for Govt. Officials of Jammu & Kashmir**	
	• Officials trained	26
7.	**NGO-Banker Interface**	**17**
	• Number of NGO-CEOs participated	255
	• Number of Bankers participated	246
8.	**Workshops on Women Entrepreneurship Gender & Entrepreneurship Dev. Under GPTP of GoI**	
	• Number of resource persons trained (5 states)	22
	• Number of workshops organised in 2 states (U.P. & M.P.)	4
9.	**Training Programme for developing Cluster Development Agents (CDAs)**	**6**
	• Number of support system officials trained as Cluster Development Agents (CDAs)	154
10.	**Training Seminar for Executives of Industry Associations**	**2**
	• Number of Executives Sensitised	33

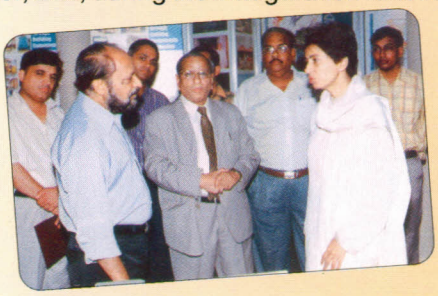


EDI Computer Centre



EDI conducted an International Seminar and Exhibition on 'Managing Low Cost and Innovative Housing Technologies during 22-27 August, 2004. This Seminar was organised in co-operation with the International Centre for Advancement of Manufacturing Technology (ICAMT), UNIDO and the Building Materials and Technology Promotion Council (BMPTC). Kumari Selja, Hon'ble Minister of State (independent charge) for Urban Employment and Poverty Alleviation, Govt. of India, inaugurated the event.

Seen here are (L-R) Shri M. Sahu, Project Director, ICAMT-UNIDO; Shri C.M. Bhandari, Joint Secretary, Ministry of External Affairs, GoI, Kumari Selja, Hon'ble Minister, Shri DBN Rao, Director General, BMTPC and Dr. Dinesh Awasthi, Director, EDI, during the inauguration function.



Hon'ble Minister, Kumari Selja having a word with Dr. Dinesh Awasthi. Seen in the Centre is Shri DBN Rao.

EDI has adopted concept-to-completion approach in the Ministry of External Affairs-supported task of setting up Entrepreneurship Development Centre in Cambodia, Lao PDR, Myanmar and Vietnam (CLMV nations).

As a part of it, the Institute conducted a five day Appreciation Workshop on Entrepreneurship Development for Policy Makers from ASEAN Countries during 19-23 April, 2004. 21 delegates from Indonesia, Philippines, Singapore, Cambodia, Lao PDR, Myanmar and Vietnam participated in this workshop.

Seen in the picture are the participants during a classroom session.





Dr. Dinesh Awasthi, EDI Director interacting with the participants.



As a sequel to the afore-mentioned Appreciation Workshop, the Institute conducted a capacity building programme in the field of Entrepreneurship for the newly recruited trainers in the developing nations of Cambodia, Lao PDR, Myanmar and Vietnam (CLMV). This 8-week CLMV Trainers' Training Programme on Entrepreneurship concluded on 27th August, 2004.

Dr. Pola Singh, Head of Initiatives for ASEAN Integration (IAI) Unit, was the Chief Guest of the Valediction and is seen here handing over a certificate to a participant.

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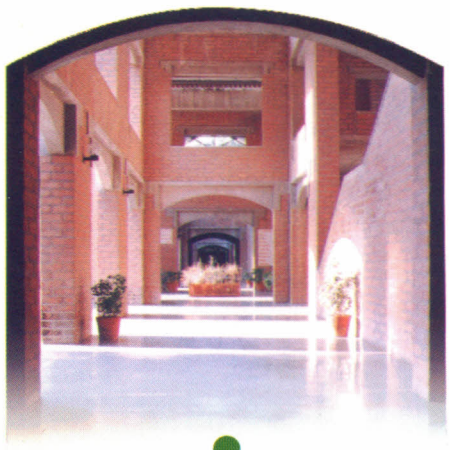
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