

**COURSE : III B.COM (CA)**  
**SEMESTER :VI**  
**SUBJECT :ENTREPRENEURIAL DEVELOPMENT**  
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## **UNIT: II**

**SYLLABUS :** Entrepreneurial development programme (EDP)-  
meaning ,objectives-special agencies giving entrepreneurial  
development programmes -NSIC,DIC,NISI.

### **Meaning of entrepreneurial development Programme(EDP):**

EDP may be defined as a programme designed to help a person in strengthening his entrepreneurial motives and in acquiring skills and capabilities necessary for playing his entrepreneurial role effectively.

## **Objectives of EDP:**

- To promote first generation businessman and industrialist
- To create awareness about availability of resources
- To promote small, cottage and local industries
- To engage self employment tendencies
- To provide knowledge about government plans and programs
- To make a successful entrepreneur
- To provide training to operate business
- To create awareness about marketing
- To develop entrepreneur in all areas of the country
- To remove doubts of entrepreneur, give solutions and suggest remedies of problems.

## **Specialized Entrepreneurship Development Agencies:**

- Small Industries Service Institutes (SISI)
- Small Industries Development Organizations (SIDO)
- National Small Industries Corporation(NSIC)
- Small Industries Extension Training Institute
- Entrepreneurship Development Institute of India
- Institute for Rural Management and Administration
- National Alliance of young entrepreneurs(NAYA)
- Maharashtra centre for entrepreneurship development(MCED)

## **NSIC:( National Small Industries Corporation)**

The NSIC was established in 1995 by the Central Government with the objective of assisting the small industries in the government purchase programmes.

The corporation provides a vast-market for the products of small industries through its marketing network.

It also assists the small units in exporting their products in foreign countries.

## **DIC:(District Industries Centres)**

DICs provide full assistance to the entrepreneurs who are going to start business on their own and in their regional places.

These DIC programs can take over the responsibilities in order to promote cottage and small scale industries at district level effectively.

## **SISI:(Small Industries Service Institutes )**

The SISIs are set up one in each state to provide consultancy and training to small and prospective entrepreneurs. The activities of SISs are coordinate by the industrial management training division of the DC,SSI office (New Delhi).

## **Phases of EDP:**

1. Initiation & Preparation
2. Pre Training Preparation
3. Development of actual training
4. Training
5. Support & Follow-Up
6. Post Training

## **Stages of EDP:**

- Stage 1: Entrepreneurial Interest
- Stage 2: Generate Ideas For Screening
- Stage 3: Venture Screening
- Stage 4: Develop & Refine the Concept
- Stage 5: Determine Resources Required
- Stage 6: Acquiring Necessary Financials
- Stage 7: Developing the Business Plan
- Stage 8: Implementing and Manage
- Stage 9: Growth or Exit.

Books Referred:

Entrepreneurship Development in India by Dr.C.P Gupta Dr.  
N.P.Srinivasan