

Entrepreneurship Development Programme (EDP) for Micro Entrepreneurs

Course Code NARQ40001-GEDP: Session Plan

Day	Session	Subject
1	I	Registration & Inauguration / About the Institute, rules & regulations of training / institute
	II	Rapport building and unfreezing – Ice breaking exercise
	III	Achievement Motivation - Confidence building
	IV	Need for self employment, Entrepreneurship Development (What, why & how?)
	Post Evening	Self Rating Questionnaire(SRQ) on Competencies - administering
2	I	Attitude and its impact on Entrepreneurship
	II to III	Entrepreneurial competencies – importance, explanation with examples, case study for identification of different competencies
	Post Evening	Self Rating Questionnaire(SRQ) on Competencies - evaluation
3	I	Problem Solving & Creativity
	II	Effective Communication
	III & IV	Ring Toss Exercise – Risk taking behaviour
4	I & II	Business Opportunity Guidance – Description of methodology, case study – group exercise, Selection of product / service
	III	SWOT Analysis
	IV	Market Survey – methodology, sources, nature of information to be collected
5	I to IV	Market survey – Collection of information, field work.
6	I & II	Market Survey – Report preparation, Presentation, Group Discussion and analysis
	III & IV	Systematic Planning & Efficiency Orientation – Boat building exercise
7	I & II	Banking - Deposits & Advances, Lending Schemes / Government Sponsored Schemes
	III & IV	Costing & Pricing, Fixed cost & Variable Cost, Breakeven point etc.
8	I	Time Management
	II	Working Capital and its Management
	III & IV	Business Plan Preparation – what, why & how? Plant format

9	I & II	Marketing Management / Packaging / Branding
	III & IV	Tower Building game – Eradication of Dependency Syndrome
10	I to III	Field Visit to units established & successfully run by first generation entrepreneurs (at least one service unit and one manufacturing unit)
	IV	Interaction with successful Entrepreneurs
11	I to II	Book Keeping & accountancy – cash book, sales & purchases, book keeping methodology
	III	Inventory Management
	IV	Whom to approach for What? Resource mobilization, supporting organisation
12	I & II	Business Laws – Taxation & related laws, legal aspects of weights and measures
	II	Leadership Qualities / Human Relations
	III & IV	IT factor in managing an enterprise, an impending need
13	I	Enterprise growth, product diversification and expansion
	II	Launching formalities – steps in launching of an enterprise, common crisis in business – pitfall and their controls
	III	Final Evaluation Test
	IV	Feedback & Valedictory