

CORE COURSE - XVII : ENTREPRENEURIAL DEVELOPMENT

Objectives of the course:

1. To provide a basic frame-work to start a small / medium scale business / Industrial Unit
2. Preparation of Project profile / Report on a line of manufacture / business / service unit of actual interest to the participant – bankable project report taking into account technical feasibility, financial viability, requirements of financial institutions / commercial banks etc.,

UNIT – I

“What is Business” & Definition of Entrepreneur / “Choosing the right line of Business” Statutory Requirements & Clearances.

UNIT – II

Requirements of Financial Institutions and Commercial / Banks Working Capital Management.
Guidelines for Technical Feasibility of a Project Proposal.

UNIT – III

Parameters for Financial viability of a Project Proposal.

UNIT – IV

Incentives & Opportunities provided by Government and its Agencies.

UNIT – V

“Better Projects” through SWOT analysis, Sensitivity Analysis, Contingency, Planning, Markets Research etc. Project Report Preparation & Filling of Application with financial Institution / Bank

References:

1. A Guide to small scale Entrepreneurs – Directorate of Industries & Commerce.
2. Guide to Entrepreneurers – Industries Development & SIPCOT.
3. How to Plan an SSI Unit – Mr.N.K.Vyas.
4. Part – III “What is Business” of the Book” People and performance – The Best of Peter Drucker in Management”.
5. For Entrepreneurs – What they do not teach in Harvard.