



# **Training of Trainers (TOT) on Entrepreneurship Development**

## **24<sup>th</sup> to 28<sup>th</sup> September 2018**



Conducted by:



**national institute for micro, small and medium enterprises**  
*(An Organisation of the Ministry of MSME, Govt. of India and ISO 9001-2015 Certified)*  
**Yousufguda, Hyderabad – 500 045**

## **RATIONALE**

Creating awareness of business opportunities, supporting potential entrepreneurs and assisting them in sustaining their enterprises is a major concern of agencies involved in accelerating economic development through entrepreneurship. Training these potential entrepreneurs is a crucial intervention in the whole process, a fact that, fortunately, is recognized by most of the agencies concerned with enterprise promotion.

However, an analysis of the variety of training programmes for entrepreneurs all over the world revealed that the package of training interventions often lack certain important elements, thus reducing the impact of training on the potential entrepreneurs resulting in high dropout and or low rate of success in entrepreneurship development programme. While the need for training is ever increasing, the paucity for effective trainers in entrepreneurship development is widely evident in many of the developing countries.

The proposed programme enables the staff of the training division to develop a total perspective of the complex process of developing the entrepreneurial abilities, managing capabilities and technical competence of potential entrepreneurs. In addition it also helps them to understand the typical demands of his / her role as a trainer and develop skills in curriculum planning and using an appropriate mix of training methods. Developing such potential trainers in entrepreneurship development is an important task before any developing country.

**Against this backdrop ni-msme with their vast experience in the areas of entrepreneurship research and training propose s to organize One week programme**

## **OBJECTIVES**

This programme aims at strengthening the effectiveness of entrepreneurship development programmes through building the capabilities of trainers. Specifically this programme aims at enabling the participants to:

- Understand and appreciate the total spectrum of entrepreneurship development process, Develop skills in organizing Entrepreneurial Motivation Training (EMT)

- Develop skills in designing curriculum based on training needs, Develop skills in choosing and using training/ extension methods for conducting EDPs
- Develop counseling skills required to guide and escort the trained potential entrepreneurs.

## **COURSE CONTENTS**

- ✓ Entrepreneurial Motivation Training Lab, Self analysis and developing behavioral competencies, Achievement & Motivation, Self Management. Dynamics of Entrepreneur & Entrepreneurship, Entrepreneurship Charms & Challenges, Characteristics of Entrepreneur: Attitude & Skill, Risk Taking Behavior, Communication & Presentation & Leadership.
- ✓ Concept of Group Entrepreneurship & Cluster Approaches for Micro Enterprise Development, Social Entrepreneurship and its importance in present scenario. Need and importance of Entrepreneurship Education the changing scenario.
- ✓ General Management: Quality Standards, Manpower Management, Time Management & Crisis Management, Financial Management : Costing, Pricing & Profit Making, Management of Working Capital
- ✓ Enterprise Planning & launching: Establishment of an Enterprise: Systematic Approach, Government Policy & Legal Formalities for Setting Up of Unit, Enterprise Growth, Product Diversification & Expansion, Sustainability of an Unit –Precautions
- ✓ Opportunity guidance on emerging entrepreneurial scope importance of curriculum planning on entrepreneurship in the education system
- ✓ Need & Importance of S and T Intervention on Entrepreneurship: Problems and Prospects, Support System for Entrepreneurship Development Support Schemes, Incentives & Subsidies, Support Institutions & Systems, Preparing bankable project reports & Filed visit to a successful enterprise.

**Methodology:**

Lecture, Discussions, Role plays, Interaction with successful entrepreneurs, Assignment both individually as well as group & presentation. Exposure / field visit /Panel discussion

**Target candidates**

Trainers from NGOs, Govt Department, Universities, S & T Colleges, Entrepreneurs, & Organizations involved in organizing Entrepreneurship and Skill Development Programmes for prospective entrepreneurs.

Venue	ni-msme campus
Date	24 <sup>th</sup> to 28 th September 2018
Duration	One Week
Time	9.30 to 5pm ( With Breaks for Tea and Lunch)
Fees	Residential : Rs 13,000+GST Rs 2340= Rs 15,340 Non Residential : Rs 10,000+GST Rs 1800= Rs 11,800  (Programme Fee should be remitted through Demand Draft in favour of <b>Chief Administrative Officer, ni-msme and payable at Hyderabad</b> well in advance of the programme)  Or Online at ni-msme.org

**For registration kindly bring with you;**

✚ One Passport size photograph, Aadhaar Card is compulsory as an Identity Card

**Contact person:**

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