

Objectives of EDP:

The major objectives of the Entrepreneurship Development Programmes (EDPs) are to:

1. Develop and strengthen the entrepreneurial quality, i.e. motivation or need for achievement.
2. Analyze environmental set up relating to small industry and small business.
3. Select the product.
4. Formulate proposal for the product.
5. Understand the process and procedure involved in setting up a small enterprise.
6. Know the sources of help and support available for starting a small scale industry.
7. Acquire the necessary managerial skills required to run a small-scale industry.
8. Know the pros and cons in becoming an entrepreneur.
9. Appreciate the needed entrepreneurial discipline.

Besides, some of the other important objectives of the EDPs are to:

1. Let the entrepreneur set or reset objectives for his / her enterprise and strive for their realization.
2. Prepare him / her to accept the uncertainty in running a business.
3. Enable him / her to take decisions.
4. Enable to communicate clearly and effectively.
5. Develop a broad vision about the business.
6. Make him subscribe to the industrial democracy.
7. Develop passion for integrity and honesty.
8. Make him learn compliance with law.


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INDEX - Entrepreneurship Development Program

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Dr. Samrath Mittal presenting
Lecture in "EDP" on the topic
"How to start your Business:
Your legal requirements"



Dr. Parulj sharma presenting
Lecture in "EDP" on the topic
"Understanding Entrepreneurship"




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Dr. Himanshu Verma presenting
lecture in "EDP" on the topic
"Role of Entrepreneur in Economic
Development"



Dr. Pardeep Koushik presenting lecture
in "EDP" on the topic
"Entrepreneur: Qualities of a
Successful Entrepreneur"

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○ HOW TO START YOUR BUSINESS:
YOUR LEGAL REQUIREMENTS

By:

Saurabh Mittal (FCA)


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Starting your business can seem overwhelming. What do you need to do? Where should you start? To guide you through the process, we have developed two checklists outlining the ten basic steps to start your business.

- Starting Your Business Checklist: provides the steps recommended for starting a sole proprietorship or partnership.
- Starting Your Corporation Checklist: provides the steps recommended for starting a corporation.

The first three steps in our checklists include writing a business plan, researching your market, and finding funding to start your business.

Decide on a Business Structure

When you have determined the viability of your business concept and you're ready to set up your business, one of the first steps is to register your name. But before doing so, you must decide if you're going to be a sole proprietorship, a partnership, a corporation, or a society. Each has important implications for liability, taxation, and succession planning.

There are a few things to consider when setting up your business structure. The most common business structures in British Columbia include:

1. **Sole proprietorship.** If you plan to operate the business on your own, either under a business name or your own name
2. **Partnership.** If you plan to operate the business with one or more partners
3. **Corporation.** If you plan to operate the business as a separate legal entity, separate from yourself and your personal assets
4. **Society.** If you plan to operate a not-for-profit organization, in which any funds or profits will be used only for the society's purposes


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5. **Co-operative.** If you plan to operate a business that is owned and democratically controlled by the people who use and benefit from your services

A major difference between a corporation and a sole proprietorship or partnership is that in a corporation, no individual person is responsible or liable for debts (unless specifically outlined in a contract or legal document for your business). Also if any members of your business leave or are replaced, it won't affect the business as a whole and operations can continue, uninterrupted.

If you plan to operate a corporation, with the intent to sell shares of your business (for trade of services or investment) it is important to know the BC laws that apply. Read our [Seeking Investment? Know the Rules](#) article to find out more.

Refer to our [Business Structures Information Sheet](#) for an overview of the advantages and disadvantages of the most common business structures. If you're uncertain about which structure is right for your business, a lawyer or an accountant can help you choose.

For help finding a professional, refer to our [Lawyer & Accountant Referral Services](#) information sheet.

Register Your Business

When you operate your business under a name other than your own, you need to register that name because you will require proof of business registration to open bank accounts, apply for loans, and many other business start-up and business building activities.

Business registration is a two-step process:


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1. Submit your business name request. The first step in registering your business is the approval of your business name by submitting your name request either online at B.C. Registry Services or in person at Small Business BC.

Name approval prevents the use of names that are so similar as to confuse or mislead people, and it provides a record allowing the public to determine ownership of the company. Names are checked against the list of registered corporations in British Columbia to ensure there is no duplication. Under the Partnership Act, proprietorship or partnership (firm) names are not protected, meaning there could be multiple companies with the same name.

Note: If you operate under your own personal name as a sole proprietor (self-employed person or independent contractor), you do not have to register your business. You can simply go ahead and register for a harmonized sales tax (HST) account, if applicable, and for your municipal business licence. In this case, the legal name of your business is your personal name.

2. Register your business. Once you have been notified that your business name has been approved, you have 56 calendar days to register your business name or complete your incorporation process.

If you do choose to register as a **sole proprietorship or partnership**, there are three options:

1. Online at the OneStop Business Registry
2. In person at Small Business BC
3. By mail to the B.C. Corporate Registry

To register as a **corporation**, there are three options:

1. Self-incorporation online at Corporate Online
2. Assisted self-incorporation using lawyer-prepared material, such as the Incorporation Kit for British Columbia by Simply Legal


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3. Incorporation through a lawyer. If you need a lawyer, you may wish to contact the Lawyer Referral Service.

Refer to our Step-By-Step Registration Sheet for more detailed instructions on how to register your business as a sole proprietorship, partnership, or corporation.

To register as a **society**, there are two options:

1. Refer to the B.C. Corporate Registry website to form a provincial society.
2. Refer to the Corporations Canada website to form a federal society.

If you have any questions about whether or not to incorporate as a society, you should consult a lawyer and/or an accountant.

To register as a **co-operative**, refer to the B.C. Corporate Registry website.

Since co-operatives are developed through consensus and members must have a say in major decisions on the democratic principle of "one member, one vote", they can be more complex to set up and to operate than traditional businesses. For more information about co-operatives, refer to the Canadian Co-operative Association (BC Region) website.

If you have any questions about whether or not to incorporate as a cooperative, you should consult a lawyer and/or an accountant.

Make Sure You Have a Business License to Operate

Most municipalities in British Columbia require that you register for a business licence, which gives you permission to operate your business on your premises (whether at your home or in a commercial space) within that municipality.

In some instances, you may be required to obtain a license in municipalities where you do not maintain premises, but do carry on business.


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Contact your local city hall, as well as each community in which you're doing business, to see which permits (including mobile business licenses), might be required for your type of business.

If your business is located in an incorporated municipality (city, town, village, or district), obtain a business license from the municipal business license office.

Please note that additional regulations from federal, provincial, and/or municipal governments might apply to your particular business and that you should consult the appropriate authority for more information.

Refer to our [Municipal & Registration Contacts List](#) for city hall license offices in the Lower Mainland, as well as contacts for the Corporate Registry.

Consider Registering for EI Special Benefits for Self-Employed People

Under the new Fairness for the Self-Employed Act, you can now choose to register for the Employment Insurance Special Benefits for Self-Employed People. The four types of special benefits are:

- Maternity benefits
- Parental benefits
- Sickness benefits
- Compassionate care benefits

If you register for this initiative, you will be required to pay EI premiums on your self-employment income, and you will have to wait 12 months before applying for benefits.


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Chapter 1

• Understanding
Entrepreneurship
By
Pankaj Sharma

Learning Objectives

- Define entrepreneurship
- Explain the role of entrepreneurship
- Distinguish entrepreneurial ventures from small businesses.
- Describe the evolution of entrepreneurship
- Identify today's broad trends in the field of entrepreneurship

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Definition of Entrepreneurship

An Entrepreneur

*One who
Organizes, Manages and Assumes Risk of a
Business or Enterprise*

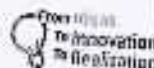
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Entrepreneurship

Entrepreneurship is a mindset


- Opportunity-focused
- Innovative
- Growth-oriented




*Can you add additional
Characteristics and/or Attributes...*

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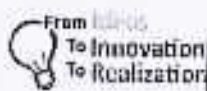
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The Promise of Entrepreneurship

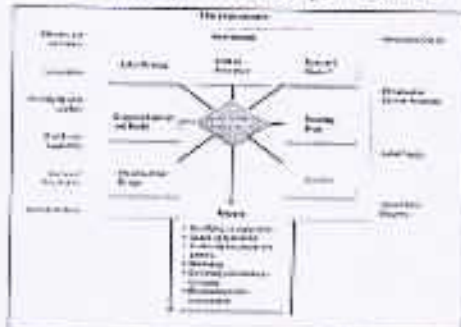
- An integrated input/output model
- The career assessment approach
- The new venture creation process



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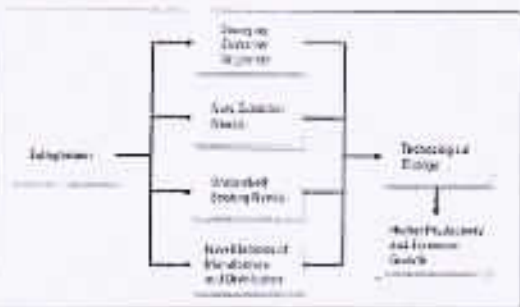
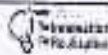
Figure 1.1: The Entrepreneurship Process



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Figure 1.2: Entrepreneurship and Technological Change



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Outcomes of Entrepreneurship

- Economic growth
- New industry formation
- Job creation

> Knowledge, Wealth, Philanthropy <

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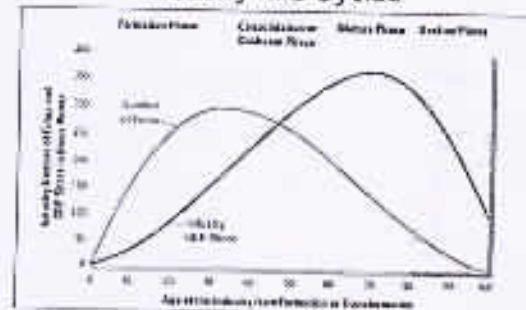
New Industry Formation

- New industries are born when technological change produces a new opportunity that an enterprising entrepreneur seizes.
- Disruptive or metamorphic technologies that destroy previous technologies and create new industries and display a different pattern of behavior.
- The pattern of growth, shakeout, stabilization, and decline of industry can be interrupted at any time by the entry of another disruptive technology.

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Industry Life Cycles



Source: Adapted from M. A. Cantor and J. Dunne, "Growth in 1990 and 1991: Update Estimates and Data Analysis," and Irving U.S. Economic Review, January 1990, pp. 1-10, October 1990.

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Job Creation

- The most recent data from 2014 indicate that small businesses created 1,990,328 net new jobs as compared to 994,667 for large firms.*

UCF Incubation Program

- Almost 1,700 jobs
- More than \$70,012,000 in earnings
- Nearly \$200,000,000 in total economic output.

*U.S. Bureau of Economic Analysis, Administrative Office of the U.S. Courts, "Economic Growth and Entrepreneurship in the 1990s."

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The Nature of Entrepreneurial Start-ups

- An entrepreneurial venture brings something to the marketplace.
- Three primary characteristics
 1. Innovative
 2. Value-creating
 3. Growth-oriented

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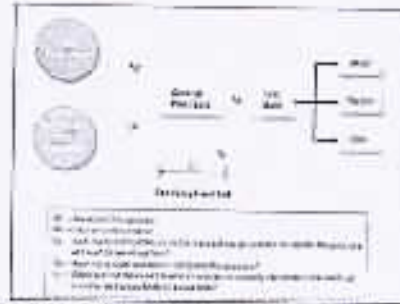
New Business Formation

- Entrepreneurs use *identifiable milestones* to *measure* their progress
 - Deciding to start a business
 - Researching the concept
 - Preparing for launch
 - Securing the first customer
 - Obtaining the business license
- And other activities which signal the business is in operation*

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Social, Political, and Economic Context of the Entrepreneurial Process



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New Business Failure

- Not all entrepreneurs succeed in growing their start-up into an established business.
- Survival has been attributed to sufficient capital, having employees, and the entrepreneur's intention in starting the business.

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Socially Responsible Entrepreneurship

- Today more than 85 percent of the company's employees are involved in philanthropy.
- One company uses the following mission: The mission is to "use Salesforce.com's people, technology and relationships to improve our communities, inspire youth to be more successful, support the world during times of extreme need, and promote compassionate capitalism."

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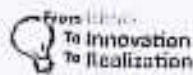
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The Entrepreneurial Revolution

- Free enterprise as foundation of entrepreneurial motivation
- Marc Andresson, Netscape Communications
- Howard Schultz, Starbucks



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The Entrepreneurial Evolution

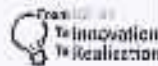
1980s	1990s	2000s	2010s	2020s
<ul style="list-style-type: none"> • Entrepreneurial Revolution • Entrepreneurial Spirit • Entrepreneurial Mindset • Entrepreneurial Culture 	<ul style="list-style-type: none"> • Entrepreneurial Revolution • Entrepreneurial Spirit • Entrepreneurial Mindset • Entrepreneurial Culture 	<ul style="list-style-type: none"> • Entrepreneurial Revolution • Entrepreneurial Spirit • Entrepreneurial Mindset • Entrepreneurial Culture 	<ul style="list-style-type: none"> • Entrepreneurial Revolution • Entrepreneurial Spirit • Entrepreneurial Mindset • Entrepreneurial Culture 	<ul style="list-style-type: none"> • Entrepreneurial Revolution • Entrepreneurial Spirit • Entrepreneurial Mindset • Entrepreneurial Culture

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Entrepreneurial Trends

- Women and minority-owned businesses
- Social responsibility
- The Internet
- Globalization



Can you think of additional trends...

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● Role of entrepreneur economic
development

By:

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The entrepreneur who is a business leader looks for ideas and puts them into effect in fostering economic growth and development. Entrepreneurship is one of the most important input in the economic development of a country. The entrepreneur acts as a trigger head to give spark to economic activities by his entrepreneurial decisions. He plays a pivotal role not only in the development of industrial sector of a country but also in the development of farm and service sector. The major roles played by an entrepreneur in the economic development of an economy is discussed in a systematic and orderly manner as follows.

(1) Promotes Capital Formation:

Entrepreneurs promote capital formation by mobilising the idle savings of public. They employ their own as well as borrowed resources for setting up their enterprises. Such type of entrepreneurial activities lead to value addition and creation of wealth, which is very essential for the industrial and economic development of the country.

(2) Creates Large-Scale Employment Opportunities:

Entrepreneurs provide immediate large-scale employment to the unemployed which is a chronic problem of underdeveloped nations. With the setting up of more and more units by entrepreneurs, both on small and large-scale numerous job opportunities are created for others. As time passes, these enterprises grow, providing direct and indirect employment opportunities to many more. In this way, entrepreneurs play an effective role in reducing the problem of unemployment in the country which in turn clears the path towards economic development of the nation.

(3) Promotes Balanced Regional Development:

Entrepreneurs help to remove regional disparities through setting up of industries in less developed and backward areas. The growth of industries and business in these areas lead to a large number of public benefits like road transport, health, education, entertainment, etc. Setting up of more industries lead to more development of backward regions and thereby promotes balanced regional development.

(4) Reduces Concentration of Economic Power:

Economic power is the natural outcome of industrial and business activity. Industrial development normally lead to concentration of economic power in the hands of a few individuals which results in the growth of monopolies. In order to redress this problem a large number of entrepreneurs need to be developed, which will help reduce the concentration of economic power amongst the population.


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(5) Wealth Creation and Distribution:

It stimulates equitable redistribution of wealth and income in the interest of the country to more people and geographic areas, thus giving benefit to larger sections of the society. Entrepreneurial activities also generate more activities and give a multiplier effect in the economy.

(6) Increasing Gross National Product and Per Capita Income:

Entrepreneurs are always on the look out for opportunities. They explore and exploit opportunities, encourage effective resource mobilisation of capital and skill, bring in new products and services and develops markets for growth of the economy. In this way, they help increasing gross national product as well as per capita income of the people in a country.

Increase in gross national product and per capita income of the people in a country, is a sign of economic growth.

(6) Improvement in the Standard of Living:

Increase in the standard of living of the people is a characteristic feature of economic development of the country. Entrepreneurs play a key role in increasing the standard of living of the people by adopting latest innovations in the production of wide variety of goods and services in large scale that too at a lower cost. This enables the people to avail better quality goods at lower prices which results in the improvement of their standard of living.

(7) Promotes Country's Export Trade:

Entrepreneurs help in promoting a country's export-trade, which is an important ingredient of economic development. They produce goods and services in large scale for the purpose earning huge amount of foreign exchange from export in order to combat the import dues requirement. Hence import substitution and export promotion ensure economic independence and development.

(8) Induces Backward and Forward Linkages:

Entrepreneurs like to work in an environment of change and try to maximise profits by innovation. When an enterprise is established in accordance with the changing technology, it induces backward and forward linkages which stimulate the process of economic development in the country.

(9) Facilitates Overall Development:


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Entrepreneurs act as catalytic agent for change which results in chain reaction. Once an enterprise is established, the process of industrialisation is set in motion. This unit will generate demand for various types of units required by it and there will be so many other units which require the output of this unit. This leads to overall development of an area due to increase in demand and setting up of more and more units. In this way, the entrepreneurs multiply their entrepreneurial activities, thus creating an environment of enthusiasm and conveying an impetus for overall development of the area.


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Entrepreneur: Qualities of a successful entrepreneur

By:

Pankaj Kaushik


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Chapter 3

Entrepreneurs: Key Characteristics and Skills

Are All Entrepreneurs Alike?

While entrepreneurs have in common certain characteristics and skills, there is a wide range of individuality among them. In sports, some athletes do well because they love a sport and are trained to play it. They have developed their skills. Others are full of natural talent and require much less special training. Still others simply find their own successful approach to playing a sport even though they may not have been trained.

Entrepreneurs are the same way. Some receive formal training or skill development. Others have a natural flair for it. Still others break every rule or devise very unusual approaches, but still succeed. Which do you think would be your style?

While there is no recipe for becoming a successful entrepreneur, certain **characteristics** are associated with entrepreneurial success. Here are several important ones.



Do What You Love


According to research, one of the most important qualities associated with successful entrepreneurship is **passion**. When people feel committed to what they are doing and when they care deeply about it, they stand the best chance of being successful at it. The heart must become an ally of the mind. Think about this popular business saying:

*If your mind can conceive it,
and your heart can believe it,
then you can achieve it!*

***If your mind can
conceive it,
and your heart
can believe it,
then you can
achieve it!***

Entrepreneurs typically care more about what they are doing than how much money they might make. They must earn an income, of course, or they cannot continue to be entrepreneurs; however, the amount they earn often is secondary to achieving their goals.


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If I Think I Can . . . I Can!

Another key quality of the successful entrepreneur is **self-confidence**. If you are thinking that you would like to be an entrepreneur, do you have confidence in your ability to succeed? Every entrepreneur encounters problems, and you have to believe you can overcome them.



If you feel you lack self-confidence, perhaps you're not fully appreciative of your past accomplishments. Think about all the things you've done. Have you participated in activities at school like music, art and sports? Have you held part-time jobs? Do you do chores regularly at home? When you think about all of the things you have accomplished, you will find that you have every right to be self-confident. Successful entrepreneurs believe not only that they are capable of success but also believe that they are worthy of success.

Entrepreneurs are **self-reliant**. They do not wait for others to tell them what to do. They are self-starters and feel confident making decisions.

Entrepreneurs have other qualities as well. To accomplish their goals and make their vision a reality, successful entrepreneurs must have **drive, persistence, the ability to complete tasks**, and be **willing to work hard**. Additionally, they are **opportunity-focused** and **forward-looking**. They are able to set both short- and long-term goals. They create a vision of what they want their future to be, and then they work to achieve it. These are some of the qualities that help them see problems as opportunities.

As we discussed earlier, entrepreneurs are **willing to take a risk**. While most people try to avoid risk,



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Entrepreneurs are self-reliant, opportunity-focused, willing to take risks and thrive on competition.

entrepreneurs understand that risk is a natural part of trying to achieve goals. Their self-confidence helps them accept the challenges of the risks they take.

Entrepreneurs tend to **thrive on competition**. While they may actively compete with others, they are more likely to compete against themselves. In other words, they are constantly trying to improve their own performance regardless of what others may be doing.



Although they may not realize it, most entrepreneurs are **creative**. This does not mean they paint pictures or write poetry (though it can), rather, it means they find innovative ways to problem solve. They always look for new and better ways to do things—ways that have not occurred to others. Believe in your ability to be creative. Experts tell us that the biggest block to creativity is *thinking you are not creative*.

nally, entrepreneurs are **willing to learn**. They are **information seekers**. They may already know a great deal, yet they recognize that no one knows everything, and that they can learn valuable information from others. Entrepreneurs who are not open to learning often compromise the degree of success they will be able to achieve.

Entrepreneurs who are not open to learning often compromise the degree of success they will be able to achieve.

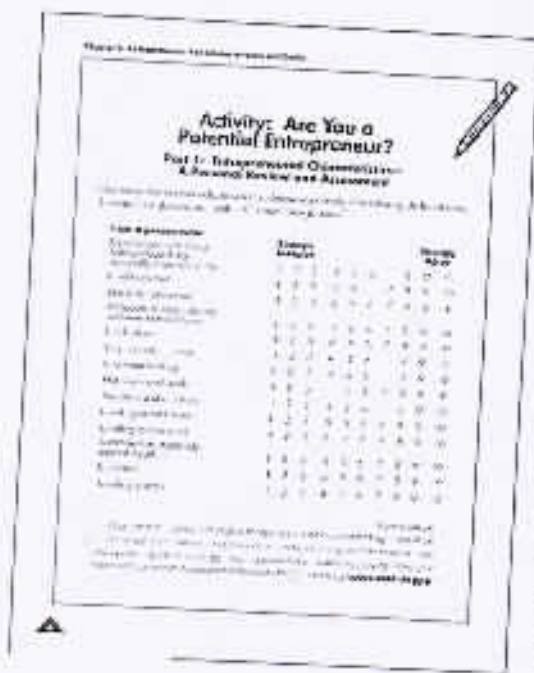
Entrepreneurship Is Not for Everybody—Or Is It?

Not everyone has the qualities it takes to be an entrepreneur or even wants to be an entrepreneur. Even people who possess the necessary qualities are not necessarily made happy by being entrepreneurs. People who have entrepreneurial characteristics are often happier working for someone else. They use their entrepreneurial skills to advance their own careers without taking the risks associated with being an entrepreneur. If you recognize that you have some of the characteristics discussed here but do not feel drawn to becoming an entrepreneur, you can find ways to further your goals or your chosen career by putting your entrepreneurial characteristics to work for you. Don't be surprised how much recognition you'll get for the good work you do.


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Activity: In your **Personal Journal**, turn to page 4 and complete the activity entitled **"Are You a Potential Entrepreneur? Part I: Entrepreneurial Characteristics—A Personal Review and Assessment."**

Some Entrepreneurial Skills You Must Have for Success

As with any sport, having the right attitudes and characteristics can carry you only so far. You also need the **skills** that will help you succeed. However, unlike personal characteristics and attitudes—which can often be hard or impossible to change—entrepreneurs **can**

acquire skills if they are willing to learn them. Additionally, they can hire people to work for them who have the needed skills. Either way, the following skills are important if the entrepreneur's business is to succeed

Ability to Plan: The ability to plan is a key skill for entrepreneurs. They must be able to *develop plans to meet goals in a variety of areas, including finance, marketing, production, sales and personal (hiring and maintaining productive and satisfied employees).*

Communication Skills: Entrepreneurs should be able to *explain, discuss, sell and market their good or service.* It is important to be able to interact effectively with your business team. Additionally, entrepreneurs need to be able to express themselves clearly both verbally and in writing. They also should have strong reading comprehension skills to understand contracts and other forms of written business communication.

Marketing Skills: A business's success or failure is very dependent on whether the business reaches the market (its potential customers), interests the market and *results in those in the market deciding to buy.* Many entrepreneurs who failed started with an innovative good or service that with proper marketing could have been very successful. Good marketing skills—that result in people wanting to buy your good or service—are critical for entrepreneurial success.

Entrepreneurs acquire skills if they are willing to learn.

Marketing skills—that result in people wanting to buy your product—are critical for entrepreneurial success.

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Interpersonal Skills: Entrepreneurs constantly interact with people, including customers and clients, employees, financial lenders, investors, lawyers and accountants, to name a few. The ability to *establish and maintain positive relationships* is crucial to the success of the entrepreneur's business venture.

Basic Management Skills: The entrepreneur must be able to *manage every component of a business*. Even if entrepreneurs hire managers to attend to daily details, they must understand if their business has the right resources and if those resources are being used effectively. They must ensure that all the positions in their business are occupied by effective people.


Personal Effectiveness: In order to handle the pressures of their busy lifestyles, entrepreneurs must have the ability to *manage time well and to take care of personal business efficiently*. Because first impressions are so important, entrepreneurs must also pay attention to such things as personal appearance and telephone skills. For example, think of the difference in the impression made by someone who answers the phone by saying, "Yacht?" versus saying, "Computer Support Services, this is Alex. How may I help you?" Additionally, entrepreneurs benefit a great deal by being aware of their own strengths and weaknesses.

Team Building Skills: Because entrepreneurs usually assemble a team of skilled people who help them achieve business success, they must be able to *effectively develop and manage the team*.

Leadership Skills: One of the most important leadership skills an entrepreneur must have is the ability to *develop a vision* for the company and inspire the company employees to pursue that vision as a team. The expression "people would rather be led than managed" applies especially well to an entrepreneurial venture.

If entrepreneurs possess every skill needed to ensure business success, for example, they still may look to outside experts for help in areas such as strategic planning, accounting and taxes, contracts and legal issues, and specialized marketing.




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Think about the skills necessary for successful entrepreneurship. What are your personal areas of strength? In what areas would you be most likely to need assistance from other experts? Entrepreneurs must have the ability to evaluate realistically their own skills and to know when to draw on the skills of others.

Activity: In your **Personal Journal**, turn to page 5 and complete the activity entitled **"Are You a Potential Entrepreneur? Part 2: Entrepreneurial Skills – A Personal Review and Assessment."**

	strength	improvement
1. Management skills	1 2 3 4 5	1 2 3 4 5
2. Financial skills	1 2 3 4 5	1 2 3 4 5
3. Marketing skills	1 2 3 4 5	1 2 3 4 5
4. Human resources	1 2 3 4 5	1 2 3 4 5
5. Research	1 2 3 4 5	1 2 3 4 5
6. Communication skills	1 2 3 4 5	1 2 3 4 5
7. Problem-solving	1 2 3 4 5	1 2 3 4 5
8. Creativity	1 2 3 4 5	1 2 3 4 5
9. Decision-making	1 2 3 4 5	1 2 3 4 5
10. Risk-taking	1 2 3 4 5	1 2 3 4 5

You may also want to find out if people who really know you well (special friend, family member, teacher) agree with you on what you believe are your major strengths and areas for improvement.

Activity: In your **Personal Journal**, turn to page 6 and complete the activity entitled **"Are You a Potential Entrepreneur? Part 3: Another Point of View."**


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List of Participants (2015-2016)

S. No.	Name of Student	Father's Name	Mobile Number	Course
1	ADESH KUMAR	SATISH KUMAR	8126204811	BBA-III
2	ANUPAM MALIK	RAKESH MALIK	9627883040	BBA-III
3	ARPIT DESHWAL	CHANDRA MOHAN DESHWAL	8057605928	BBA-III
4	ASHISH GAUTAM	RAJENDRA SHARMA	9917915016	BBA-III
5	ASHISH KUMAR	DHARAM PAL SINGH	9045611217	BBA-III
6	GAURAV SAINI	BHANU PRATAP SINGH	9412678936	BBA-III
7	GAUTAM NAIN	PRAVLEN KUMAR	8273540508	BBA-III
8	HINA SINGH	SURENDRA SINGH	8006481830	BBA-III
9	KM. KALPNA	SUBHASH CHAND		BBA-III
10	KM. NEETU	RAJVEER	9690909361	BBA-III
11	KM. PARKARTI SHARMA	NET RAM SHARMA	8755356697	BBA-III
12	KM. SHALINI GARG	YOGESH GARG	9012895800	BBA-III
13	KM. ANAMIKA RATHI	PRAMOD KUMAR	7500015796	BBA-III
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15	KM. ARCHANA DEVI	RAJESH SHARMA	8864957903	BBA-III
16	KM. SONAM	SAMANDAR SINGH	9568666020	BBA-III
17	KM. NISHU PAL	BHOPAL SINGH	9548281262	BBA-III
18	KOMAL	KAMAL KUMAR	8869873830	BBA-III
19	PRIYANSHI CHAUHAN	BHEEM SINGH CHAUHAN	8273371374	BBA-III
20	RAVI DESHWAL	HARISH MOHAN	9758075152	BBA-III
21	SAMRA FURKAN	FURKAN AHMAD	9638185285	BBA-III
22	SAWANT KUMAR	PRADEEP MKUMAR	9634115070	BBA-III
23	SHAKIB ALI	ABDUL SATTAR	9927251284	BBA-III
24	SHUBHANSHI RATHORE	BHAGAT SINGH RATHORE	9837790221	BBA-III
25	SONU SINGH	MAHIPAL	8755605688	BBA-III
26	VARSHA	JITENDRA SINGH	9627005736	BBA-III
27	VIMAL CHAUDHARY	SURENDRA KUMAR	9536243400	BBA-III
28	VINAY SHARMA	ARVIND SHARMA	9897176878	BBA-III
29	AMIT MALIK		9927718164	CA-STUDENT
30	ANSHIKA CHAUDHARY	VINOD KUMAR CHAUDHARY	9897644608	CA-STUDENT
31	ADITYA AHLAWAT	AMARPAL SINGH		BBA-II
32	ANUSHKA GUPTA	PANKAJ GUPTA	9997659370	BBA-II
33	BRIJESH KUMAR OZHA	JAGDISH OZHA	7060394977	BBA-II
34	CHANDAN KUMAR OZHA	SUVESH OZHA	7500067841	BBA-II
35	DEEPAK PRASAD	AMRESH RAUT	7895975125	BBA-II
36	HEMANT CHAUHAN	NARENDRA SINGH CHAUHAN	9536490512	BBA-II
37	MOHIT CHAUDHARY	VIRENDRA SINGH	8909188422	BBA-II
38	SAMBHAV JAIN	AJAY KUMAR JAIN	9897626110	BBA-II
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Department of Business Administration

DATE: 12/12/2015

“ENTREPRENEURSHIP DEVELOPMENT PROGRAM”

REPORT

EDP is a programme meant to develop entrepreneurial abilities among the people. In other words, it refers to inculcation, development, and polishing of entrepreneurial skills into a person needed to establish and successfully run his / her enterprise. Thus, the concept of entrepreneurship development programme involves equipping a person with the required skills and knowledge needed for starting and running the enterprise.

Objective of the program:

The objective of this programme is to motivate an individual to choose the entrepreneurship as a career and to prepare the person to exploit the market opportunities for own business successfully. These objectives can be set both in the short-term and long-term basis.

Content of the Program:

The course contents of such Entrepreneurship Development Programmes are designed to provide useful information on product/process design, manufacturing practices involved, testing and quality control, selection and usage of appropriate machinery and equipments, project profile preparation, marketing avenues/techniques.

Lay out for the Program

First Session:- 10:00am -12:00am


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Topic Covered by:-

Dr. Saurabh Mittal - How to start your business: your legal requirements

Dr. Pankaj Kumar - Understanding Entrepreneurship

Second session:- 12:30pm-2:30pm

Topic Covered by:-

Dr. Himanshu Verma - Role of entrepreneur economic development

Dr. Pankaj Kaushik - Entrepreneur : Qualities of a successful entrepreneur

PRESENTATION OF CONTENT :

- Making effective Power-point presentations and content organizing – importance and making it effective

WORKSHOP METHODOLOGY :

- Group activities, role plays and exercises with stimulated discussions.
- Personalizing the training inputs: The participants would be asked to make an action plan with respects to the various issues discussed.

OUTCOME :

It is a **programme** meant to **develop** entrepreneurial abilities among the people. The **EDP** is basically designed to instill and infuse **entrepreneurial** motive and spirit among people and cultivating and nurturing the skills and capabilities necessary for playing successfully his/her **role** as an **entrepreneur**.

Conclusion

The overall objectives of EDP are mainly to help in rapid industrialisation by supplying skilled entrepreneurs. At the same time, it also industrialises underdeveloped areas. The performance of small and medium scale industries are expected to improve by this and therefore providing a huge scope of employment generation in these sectors. This programme primarily aims at providing self-employment to the young generation.


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Summary:

Time : 10:00AM-2:30PM

Date : 12/12/2015

**Eminent Speakers) - Dr. Saurabh Mittal
Dr. Pankaj kumar
Dr. Himanshu verma
Dr. Pankaj Kaushik**

Council


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