CHAPTER-III
Development of Entrepreneurship

3.0.0 Introduction

“When you want something all universe conspires in helping you to achieve it”

Paulo Coelho

Any nation can prosperous and progress only on growth and development of the people resides there. People are enterprising, bold and motivated enough to handle the risk and are streamed directly to the growth of the nation, are characterized as the entrepreneurs. Entrepreneurs are those who take calculated risks and to create businesses that are profitable and very successful. They are also not afraid to confront the status quo which is found in the society.

The word 'entrepreneurship' is derived from the French word “entreprendre” and the German word “unternehmen” means “to undertake”.

*Entrepreneurship can be defined as the propensity of mind to take calculated risks with confidence to achieve a pre-determined business or industrial objective. That point out the risk taking ability coupled with decision making.*

3.1.0 Historical Background

In 1981 Bygrave and Hofer defined it as the opportunities perceiver and creation of organisation. Joseph Schumpeter (1934) in his modern definition explained it as new combination namely as new product, new method, new market, new organisation and new source of supply. Adam Smith, David Ricardo and John Stuart Mill have only accepted the presence of the entrepreneurship activity. Marshall in 1890 was first formally recognised entrepreneurship as the driving force of the other factors of production.
The modern school of thought claims that the role of entrepreneur in society as the innovator. In India, the definition of ‘an entrepreneur being the one who undertakes to organize, own and run a business’ has been accepted in a National Seminar on Entrepreneurship organized in Delhi in 1975. Entrepreneurship is the future of the global economy. Accelerating entrepreneurship at country and abroad will make the world more interconnected and provide economic opportunity to developing countries.

The history of Indian entrepreneurship is full of irony ranging from heights of glory as pioneers of sea trading to the gulf of colonial ice over under British rule. Despite all odds, the fire was never extinguished from the natural genes of the Indian entrepreneur who survived to reappear whenever history accorded the opportunity. Encouraged by the initial success of the nineties even the government was more than willing to lend a supporting hand to the SMEs. The availability of a large and trained workforce at competitive prices the Indian enterprise looked most demanding and soon spread tentacles across the globe. The typical Indian ingenuity in tumbling costs and working harder ensured that SMEs in India could compete with MNCs on a level playing ground. Today Indian entrepreneurs are among the most successful and respected across the globe for their grit and wisdom.

The new era also had the huge advantage in terms of easy availability of capital. The economy was growing double figures year after year. Another boon for the Indian SMEs was the arrival of service oriented business concept which was strongly backed by technological advancements which facilitated outsourcing of work overseas. The Indian Entrepreneur had truly arrived on the global scene not only because of the government intervention but liberalization also plays important role in this.

3.2.0 Traits of Successful Entrepreneurship

Entrepreneurship quality may be inborn but to be successful in business there are certain techniques and traits which have to be acquired. There may be possible that a person posses certain sociological and psychological excellence but not everyone can bear with silver spoon. But with intense desire to learn, timely approach and proper technical training a person can reach to enviable position. Such as to get financial
assistance under Prime minister’s Rojgar Yojna (PMRY) one should undertake 10 days training by specified institute. Entrepreneur is a dynamic and multi-dimensional. The success of a business depends much upon the entrepreneur. Some of the basic features of the successful entrepreneurship are depicted in wheel below-

**Pictograph: 3.1 traits wheel of successful entrepreneur**

![Traits wheel of successful Entrepreneur](image)

Source: *James Stephenson* [www.businessdictionary.com/definition/entrepreneurship.htm](http://www.businessdictionary.com/definition/entrepreneurship.htm)

3.3.0 **Ways an Entrepreneur Stimulates the Economy**

Entrepreneur development is one of the important means to usher in economic and social transformation in the developing country. Industrialisation results from the interaction of technological change, innovation specialization and trade, good transportation and infrastructural facilities-
Investment –
Then entrepreneur has to invest in what is required for the economy. Economic progress will much depend upon his or her contributions. Any entrepreneur will invest in products and services which the people need.

Employment –
An entrepreneur by setting up various businesses and establishments is generating employment in the economy.

Diversity in products and services –
An entrepreneur can provide various types of goods and services to the consumer. The latter has much to choose from. A consumer after all would like to have a good bargain, and if his or her choices are more than he or she can get these products or services at reasonable rates.

International trade –
An entrepreneur promotes international trade by selling his or her products abroad. Any entrepreneur would like a wider market.

Contributes to gross national product –
An entrepreneur makes much contribution to the national exchequer and to the national economy as whole. The GNP of the country is calculated based upon the total number of products and services available in a respective country.

3.4.0. Entrepreneurial Process

Entrepreneurship is the tracking down of market opportunities to produce innovative goods and services. Once the enterprise is established the entrepreneurial process works in effective way to growth and development. Entrepreneurial process is the judicial use of the scare sources of factor of production. The entrepreneurial process involve many steps-

- Deciding to became an entrepreneur
- Identifying and evaluating the opportunity
3.5.0 Development of Entrepreneurship

Entrepreneurship development is to provide the facilities, technical assistance, management training and consultancy, industrial information and more over it is a process to overlook entrepreneurial spirit and entrepreneurial characteristics of the people to be developed.

- Entrepreneurial Education
- Planned publicity for Entrepreneurial opportunities
- Identification of potential entrepreneur through scientific methods
- Motivational training to new entrepreneur
- Help & guidance in selecting product and preparing project reports
- Making available techno-economic information and project points
- Evolving locally suitable new product and process
- Liaison with local agencies with trained personnel for entrepreneurial counseling & promotion
- Creating entrepreneur forum
  - Recognition of entrepreneurs

Pictograph: 3.2

- Registration of units
- Arranging finance
- Providing land, shed, Power, water
- Selection of machinery
- Supply of raw material
- Getting licence
- Provision of common facilities
- Granting tax relief
- Offering management consultancy
- Help in marketing
- Provide information

- Help in Modernization/ diversification/ expansion/substitute production
- Diagnose extension/consultancy repayment sources
- Product reservation/new Marketing Avenue
- Quality testing & improvident services
- Need based common facility centre
- Additional financing for full utilization
Entrepreneurship is a key indicator of economic development of any country. As more and more of the population becomes involved in opportunity entrepreneurship and as more and more people leave necessity entrepreneurship (self-employment) the more we see rising levels of economic development. In other terms, the entrepreneurs are known as an economic agent - the "driving force of the market". Entrepreneurs create new businesses, and new businesses in turn create jobs, intensify competition, and may even increase productivity through technological change. High measured levels of entrepreneurship will thus translate directly into high levels of economic growth.

Entrepreneurs are the catalysts for the economic development. Entrepreneurship Development Programmes is a regular training activities to cultivate the latent qualities of educated unemployed youth (both men and women) by enlightening them on various aspects that are necessary to be considered while setting up small scale industries and other service or business enterprises. Over the years, these programmes have created confidence in youth, which has led to self-employment and creation of further wage-employment.

Entrepreneurship Development was first introduced to India through experiments conducted by Prof. McClelland of Harvard University in the state of Andhra Pradesh. The first systematic attempt of ED was started in Gujarat, when realizing the need for trained entrepreneurs who will have better chances of setting up a successful industrial unit, the state level financial and promotional institutions of Gujarat joined together to set up a centre for entrepreneurship development in Ahmadabad. Thereafter, the small industries extension training institute at Hyderabad, now known as NISIET, under the Ministry of Industry, Govt. of India, also started programmers for ED. In Kerala, the first entrepreneurship development program (ED) was organized in 1976-1977 at Alwaye.

Consequently many entrepreneurial opportunities are emerging in various fields such as electronics, medicine, engineering, agriculture, communication, atomic energy, telecommunication, food technology, packaging etc.
The national financial institution like IDBI, IFCI and ICICI, also realized the essential requirement of ED for the successful development of industries, particularly in the small scale sector. Consequently, they started funding EDPs in association with State Governments. The EDII (Entrepreneurship Development Institute of India) at Ahmadabad and the National Institute of Entrepreneurship and Small Business Development (NIESBUD) were also set up in the early eighties for the same purpose. Now, the ED movement has taken strong routes in India. Different Entrepreneurship Development programmes is another step by the government to identify and careful training to the prospective youth to motivate them to be entrepreneur. There are some sequential categories toward the entrepreneurship-

EDPs could be classified into the following three categories:

- **Entrepreneurship Orientation and Awareness Programs**

  Entrepreneurship Orientation and Awareness Programs are organized at the first stage of inculcating entrepreneurship and are targeted to the pre-start-ups who may or may not start a business and are not actively engaged in launching their ventures. Entrepreneurship Orientation Programmes (EOPs) mostly focus on general information about entrepreneurship so that the students may start thinking in terms of taking up entrepreneurship as a career. Entrepreneurship Awareness Programs (EAPs) normally refer to short-term courses conducted for arousing interest in entrepreneurship as a career among participants who, in most of the cases, come from outside the education system but are willing to do something which may lead them to become their own masters, rather than serving somebody else.

- **New Enterprise Creation (NEC) Programs**

  An NEC program is defined as a comprehensive training package evolved to develop competencies in trainees/participants, which would lead to self-employment of the promoter, setting up of an enterprise creating further employment. The program aims at developing knowledge, skills and attitudes, etc. Single major objective of the NEC-EDPs could be stated as “creating” well-rounded entrepreneurs (preferably first generation) to take up the challenges of entrepreneurship.
3.6.0. Schemes to promote industrialisation

The Government has announced formulation of National Manufacturing Competitiveness Programme in 2005 with the objective to support the Small and Medium Enterprises (SMEs) in their endeavor to become competitive and adjust the competitive pressure caused by liberalization and moderation of tariff rates.

- Marketing support /Assistance to MSME;

The main objective of the scheme is to promote emerging technological and knowledge-based innovative ventures that seek the nurturing of ideas from professionals beyond the traditional activities of MSNIEs. Under this scheme 100 “Business Incubators' (IBIs) are to be set up under Technology (Host) Institutions and each BI is expected to help the incubation of about 10 new ideas or units.

- Enabling Manufacturing Sector to be competitive through quality management

It envisages MSMES to understand and adopt the latest Quality management system and Quality Technology Tools so as to become more competitive and produce better quality products at competitive prices. The adoption of these tools will enable the MSEs to achieve efficient use of resources, improvement in product quality, reduction in rejection and re-work in production and reduction in inventory.
Mini Tool Rooms proposed to be set up by Ministry of MSME under PPP mode (MTR)

Ministry of MSME, Government of India is implementing a scheme “Setting up Mini Tool Room & Training Centers under the PPP Mode”, by rendering financial assistance to Private Partners/States/State Agencies during XI plan. The Tool Room facilities are the backbone of manufacturing sector as they create dies, tools, moulds, jigs, fixtures, gauges and precision components without which the production units cannot operate at all. The objective of the scheme is to develop more tool room facilities i.e. technological support to MSMEs, by creating capacities in the private sector for designing and manufacturing quality tools and also to provide training facilities in the related areas

Building Awareness on Intellectual Property Rights (ipr)

The objective of the scheme is to enhance awareness of MSME about Intellectual Property Rights (IPRs) to take measure for the protecting their ideas and business strategies. Effective utilization of IPR tools by MSMEs would also assist them in technology up gradation and enhancing competitiveness.

These initiatives are proposed to be developed through Public-Private Partnership (PPP) mode to encourage economically sustainable models for overall development of MSMEs. Under this programme financial assistance is being provided for taking up the identities initiatives. Eligible applicants/beneficiaries will have to contribute minimum 10% of the GoI financial support for veiling assistance under the scheme.

- Promotion of ICT in Indian Manufacturing Sector (ICT)
- Technology and Quality Up gradation Support
- Design Clinic Scheme for design expertise to Manufacturing sector (DESIGN)
- Marketing Assistance and Technology Up gradation
- **Skill Development Programmes**

  MSME DI, Indore, has been organizing awareness as well as skill development programmes throughout Madhya Pradesh on different industry specific skills on short term and long term basis to the potential entrepreneurs so as to inspire them to set up their own enterprise. The various skill development and Awareness programmes conducted by this institute are Entrepreneurship Development Programmes

- **Cluster Development Programmes**

  The objective of this programme is to enhance the productivity and competitiveness of Micro and Small Enterprises Cluster. The DCI MSME provides financial assistance from 30% to 80% of the total project cost not exceeding Rupees one hundred million including Rupees one million for soft interventions depending on the average investment in plant and machinery, location of the cluster, developmental/quasi-developmental/commercial attributes etc.

- **Capacity Building Assistance Scheme for Industry Association**

  The basic objective of the Scheme is to strengthen the statistical database of the MSE sector with the help of industry Associations. The industry Associations will be provided financial assistance under the Scheme. This is a special Scheme for MSE industry associations in which financial assistance up to Rs 0.5 million or 50% of the project cost (whichever is less) is provided by the Ministry of MSME for purchase of computer, fax, office equipments, furniture etc. For organization of seminar and workshops, financial assistance up to Rupees one hundred twenty five thousand or 50% of the project cost (whichever is less) is provided.

- **Credit Linked Capital Subsidy Scheme for Technology Up gradation**

  The Credit Linked Capital Subsidy Scheme CLCSSI Scheme aims at facilitating technology up-gradation by providing 15% up-front capital subsidy with maximum limit up to Rupees 10 million worth of plant and machinery to specified industry sectors of MSEs for modernization of their enterprise.
- **The Credit Guarantee Fund Trust Scheme For Micro And Small Enterprises (cgtmse)**

  It has been launched with an objective to make available collateral-free credit (from Credit Guarantee Fund Trust operated by SIDBI) to the micro and small enterprise sector both for the existing and the new enterprises to expand or set up new unit respectively with a maximum limit of up to Rupees ten million.

- **ISO 9000/ ISO 14001 Certification Reimbursement Scheme**

  The objective of the Scheme is to improve quality and business process of MSMEs. Under the scheme, the individual MSE can be reimbursed through this institute 75% of the expenses incurred or Rs.75,000/- whichever is lower for acquiring Quality Management System (QMS) ISO 9000 certification/Environment Management System (EMS) ISO 14001 certification.

- **Assistance to Entrepreneurship Development Institutes**

  For strengthening training infrastructure in EDIs, assistance up to 50% or Rs. 50 lakhs whichever is less -for State Governments.

- **National Award Scheme**

  The objective of the scheme is to encourage MSEs to produce quality products conforming to national and international standards and to create a sense of confidence in MSEs Products with the domestic consumers & to enhance the image of Indian Products in export market. The National Award is given under three different categories.

  - For outstanding effort in Entrepreneurship
  - Research & Development Efforts
  - Quality in selected product category
➢ **Scheme for Micro Finance**

The Scheme is launched with an objective to provide Micro Credit to the families living Below Poverty Line. Under the Scheme, women by forming a SHG can avail the financial benefits up to 30% of their project cost.

➢ **Trade Related Entrepreneurship Assistance and Development Scheme for Women**

With a view to encourage women in setting up their own ventures, government implements a Scheme, namely, 'Trade Related Entrepreneurship Assistance and Development (TREAD)' . Under the Scheme the beneficiary are Women association, SHGs and NGOs wherein financial assistance provided by Government to NGO is 30% of project Cost and also of Rs.1.0 lakh for imparting training to women Entrepreneur.

➢ **Rajiv Gandhi Udyami Mitra Yojna**

The objective of Rajiv Gandhi Udyami Mitra Yojana (RGUMY) is to provide handholding support and assistance to the potential first generation entrepreneurs. Who have already successfully completed EDPISDPIESDPNT programmes, through the selected lead agencies i.e. 'Udyami Minas' in the establishment and management of the new enterprise, in dealing with various procedural and legal hurdles and in completion of various formalities required for setting up and running of the enterprise.

3.7.0 **Entrepreneur's Institute in Madhya Pradesh**

In Madhya Pradesh there are three main institutions to impart such training. They are - Centre for Entrepreneurship Development Madhya Pradesh (CEDMP), M.P. Consultancy Organisation (MPCON) and District information centre (DICs). In addition, institutions like Samrat Ashok Technological Institute (SAIT), Vidisha, also impart training under PMRY. The beneficiaries under PMRY must be persons in the age group of 18 to 45, who must have read up to the VIII Standard. They include women, ex-servicemen, physically handicapped and those belonging to SC/ST/OBCs. The 10-days’ well-planned rigorous training covers both classroom and field training. The sessions include communication, motivation, financial accounting, marketing, insurance, taxation,
banking and project report. By undergoing such training, these persons develop competence and capacity to set up and run their own small units.

**Self-Help Group**

Yet another scheme for entrepreneurship is Self-Help Group (SHG) which enables the rural poor to earn their own livelihood besides participating in the process of development. The SHG scheme has been extensively used by voluntary agencies for a long time but has been incorporated in the conventional development programmes only recently. As of now, there are 2,60,000 SHGs in India of them 20,000 are in M.P.

**Scheme Started by Madhya Pradesh to promote Industrialisation**

- Mukhya Mantri Yuva Swarojgar Yojana (MMSY)
- Prime Minister's Employment Generation Programme (PMEGP)
- Deendayal Rojgar Yojna
- Rani Durgawati Anusuchhit Jaati/Janjaati Swarojgar Yojna
- Udyog Mitra Yojna
- MP Small Scale Industries Revival Scheme 2010
- Assistance Schemes for Textile (Power looms)
  - Electric Subsidy
  - Interest Subsidy
  - Weaving Training Programme
  - Special Package for Textile Projects

**3.8.0 Madhya Pradesh Industrial Policy-Incentives by Government**

Madhya Pradesh government provides Incentives to the industries for commercial Tax exemption up to 250% of capital investment in fixed assets for a period of 7 years or deferment up to 300% for a period of 9 years. No capping on quantum of tax concessions for Thrust Sector industries having at least Rs.1 crore investments in plant &
machinery Units set up in 'No Industry Blocks' to get same concessions as units in category 'C' districts. Additional investment on expansion by existing units is eligible for commercial tax concessions as available to new units. Additional concessions are available for certain categories of units:

**Incentives for investors**

- Entry tax exemption- up to 7 years
- Land subsidy for Mega Projects- 75% (on premium)
- Exemption for electricity duties to capital power plant up to 10 years
- Capital subsidy (MSME) – 15%
- Interest Subsidy -5%
- Quality certification – 50%

**Investor facilitation**

Combine application form for entrepreneur to get the necessary clearance in all the concerned department by applying to the apex-level / state level / district level committees.

### 3.8.1 Industrial Policy

**Objectives of the Policy**

- To accelerate the pace of industrialisation and make Madhya Pradesh a leading industrial state.
- To attract NRI and foreign investment by developing world class infrastructure.
- To chalk out special packages for removing industrial sickness.
- To create a congenial environment for the development of small, medium and large industries.
- To ensure balanced regional development by generating employment in the non-farm sector.
- To integrate the different employment-oriented schemes to provide employment opportunities on a sustainable basis.
➢ To make the state administration industry friendly by simplifying rules and procedures.

➢ To maximize employment prospects.

➢ Effective implementation of single window system through establishment of a Madhya Pradesh Trade and Investment Facilitation Corporation

➢ Promotion of different industrial clusters in the state, in view of availability of raw material, skilled labour and market

➢ Enhancement of infrastructure in the identified industrial clusters

➢ Revival of sick industrial units by granting special packages

➢ Setting up of an Industrial Infrastructure Development Fund

The policy also provides incentives through exemption from stamp duty, registration charges, entry tax, etc. for a specified period.

**Simplification of the approval process**

The state government has established District Trade and Industry Centres to facilitate new industrial investment in the districts. These centres will be responsible for coordinating and following up with other government agencies in the state for speedy approvals and clearances.

The state government also proposes to simplify the approval process for setting up industrial units in the state by empowering committees at district and state levels.

To promote a more conducive policy framework for various emerging sectors, Madhya Pradesh has formulated sector-specific government policies for information technology, tourism and biotechnology. Given below are some of the salient features of these policies.
3.8.2 Suggestions for New Industrial policy (Government of Madhya Pradesh)

- Service sector should be given importance. That consists of 50% of our economy. Tourism both eco as well religious tourism, BPO, Health services, financial services, IT related services should be treated priority bases.

- Proper training, guiding/counseling policies should be developed to widen the proficient and updated career for the youth.

- Madhya Pradesh Financial Corporation should be empowered with technical and professional management rather than bureaucrats.

- There should be proper Centre and state coordination to for industrial /service or infrastructure development in M.P.

- Infrastructure finance Development Corporation should be created to undertake various projects of the infrastructure development in M.P.

- M.P State Transport Corporation can be restart to provide efficient and subsidize transport services especially in interiors of M.P.

- State government may be suggested some participative projects by offering free land, sharing cost for the development of Railway services in M.P. As offered by Maharashtra government on Manmad- Indore railway line.

- The biggest hurdle in expeditious clearance /execution of the industrial projects continuous to be insensitive attitude of the bureaucrats. Performance accountability may be good measure for this.

- National body, Entrepreneurship Development Institute of India (EDII) has demanded entrepreneurship policy for states and has urged the governments to include entrepreneurship in the curriculum in all educational institutes at elementary education level.

- The present Madhya Pradesh government had floated a plan to launch a skill development policy last year, no progress has been made so far.
The educated youth from villages and sub-urban areas are dependent upon various industrial training institutes (ITIs) which are facing bleak future in absence of proper infrastructure.

3.9.0 Industrial Scenario in Madhya Pradesh

Madhya Pradesh provides excellent investment opportunities in various sectors of the economy. Conducive government policies add to the attraction for industrial investments. While the central location of Madhya Pradesh in the nation is also an added advantage Madhya Pradesh has attracted more than Rs.575981 crore as industrial investment proposals since Jan 2008.

Table: 3.3 Industrial Investments proposals in Madhya Pradesh vis-à-vis India (Rs Crore)

<table>
<thead>
<tr>
<th>Year</th>
<th>Madhya Pradesh</th>
<th>India</th>
<th>Share of MP</th>
</tr>
</thead>
<tbody>
<tr>
<td>2008</td>
<td>199159</td>
<td>1523852</td>
<td>13.07</td>
</tr>
<tr>
<td>2009</td>
<td>66669</td>
<td>1040259</td>
<td>6.41</td>
</tr>
<tr>
<td>2010</td>
<td>204286</td>
<td>1736322</td>
<td>11.77</td>
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<tr>
<td>2011</td>
<td>104527</td>
<td>1539728</td>
<td>6.79</td>
</tr>
<tr>
<td>2012</td>
<td>1340</td>
<td>179002</td>
<td>0.75</td>
</tr>
</tbody>
</table>

Source: PHD Research Bureau, Compiled from Department of Industrial Policy and Promotion, Govt. of India (http://www.phdcci.in/admin/admin_logged/banner_images/1374645092.pdf)
### Table 3.4 Large and medium sized industries in Madhya Pradesh

<table>
<thead>
<tr>
<th>Financial Year</th>
<th>No. of LMI's</th>
<th>Investment (Rs. in lacs)</th>
<th>Employment</th>
</tr>
</thead>
<tbody>
<tr>
<td>up to 31st March 2000</td>
<td>590</td>
<td>1978454.50</td>
<td>152270</td>
</tr>
<tr>
<td>2000-2010</td>
<td>136</td>
<td>563075.13</td>
<td>22409</td>
</tr>
<tr>
<td>2010-2011</td>
<td>18</td>
<td>56824.15</td>
<td>3793</td>
</tr>
<tr>
<td>2011-2012</td>
<td>13</td>
<td>1365432.48</td>
<td>3913</td>
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<tr>
<td>2012-2013</td>
<td>21</td>
<td>86236.01</td>
<td>2449</td>
</tr>
</tbody>
</table>

Source: http://www.mpindustry.org/financialyear_wise_lmi.asp

Indian entrepreneurship is well on its path of global domination and holds the promise to aid the national economy in terms of providing employment and bringing about development in rural areas. The changed and charged environment of entrepreneurship in the country motivates many brilliant young people to opt away from fat salaries in MNCs and work in their own ventures.

The new Madhya Pradesh government is also committed to “Growth with Employment”. To facilitate “Growth with Employment” the M.P. Govt. has taken bold policy initiatives & has drawn out strategies to ensure desired outcomes from these policy frame works.

Earlier days the investments used to follow trade but in the present global scenario trade is followed by pouring investments in opportunity areas. All recent reports from FICCI, World Bank, Mckinsey & others have confirmed that investments in Infrastructure, Manufacturing, and agriculture & Service sectors fuel growth.

It is advantageous to set up units in Madhya Pradesh because the land and knowledge workers are available at a very low cost. It is an industrially peaceful state with fewer law & order problems. As per the CMIE report September 2009, Investment proposals worth about Rs. 3, 19,418 crore ($67b approx) are in different stages of consideration in Madhya Pradesh. (mpnricentre.nic.in)

Never before has the investment climate been so upbeat.
To a great extent, the Industrial Policy 2004 is responsible for generating an atmosphere of confidence in industry. This is a new Madhya Pradesh, which truly means "Business". Whether in the field of infrastructure or manufacturing or the service sector, fresh investments are pouring into Madhya Pradesh.

On its part, the Madhya Pradesh Government is making every possible endeavor to market the State, invite investments, and offer incentives and conducive environment to facilitate fresh investments.

### 3.8.4 Support Agencies

- MP State Industrial Development Corporation (MPSIDC)
- MP State Trade & Investment Facilitation Corporation (MPTRIFAC)
- Centre for Entrepreneurship Development Madhya Pradesh (CEDMAP)
- Madhya Pradesh Laghu Udyog Nigam
- Audhyogik Kendra Vikas Nigam (AKVN), Bhopal
- Audhyogik Kendra Vikas Nigam (AKVN), Indore
- Industrial Infrastructure Development Corporation (Gwalior) M.P Ltd.
- Audhyogik Kendra Vikas Nigam (AKVN), Jabalpur
- Audhyogik Kendra Vikas Nigam (AKVN), Rewa
- Audhyogik Kendra Vikas Nigam(AKVN), Ujjain
- Centre for Research and Industrial Staff Performance (CRISP), Bhopal
- Madhya Pradesh Financial Corporation (MPFC), Indore
- Small Industries Development Bank of India(SIDBI), Bhopal
- Madhya Pradesh Consultancy Organisation (MPCON)
- Central Institute of Plastic Engg.& Technology (CIPET), Bhopal
- National Small Industries Corporation (NSIC), Bhopal
- MSME- Development Institute (Formerly known as SISI), Indore
- PHDCCI, CII, FICCI, FMPCCI, SOPA & All State, Division, District level Industries Associations
- Indo-German Tool Room, Indore
- Directorate of Boilers MP, Indore