CHAPTER III

INTRODUCTION OF MAHARASHTRA CENTRE FOR
ENTREPRENEURSHIP DEVELOPMENT (MCED)

As we have seen in the last chapter, the Entrepreneurship Development Programmes in Maharashtra were conducted first by NIMID and since 1984, MITCON entered in the field of EDPs. In 1984, a sub-committee was appointed by 'Udyog Mitra' (a body of members representing various governments and semi-government institutes related with entrepreneurship development activities and also representatives of associations of the entrepreneurs in Maharashtra) under the chairmanship of Shri P. D. Karandikar to consider various aspects of EDPs. One of the major recommendations of the sub-committee was to evolve a long term policy and to institutionalise the EDP activity in the State. So, the decision of forming a separate institute i.e. MCED was taken in 1984. However, the effective steps were taken in 1986 when the Governing Council was formed and started its meetings regularly. MCED actually started working from 1st October, 1988.

Management and Organisation:

MCED is funded by Five State Level Development Corporations viz. MSSIDC, SICOM, MIDC, MSFC and MELIRON, MITCON provides technical support and guidance from time to time. MITCON, in fact, had recruited and had trained 25
Trainer Motivators (generally as Project Officers) for subsequent employment in MCED. By training the trainers, MITCON has played lion’s share in the building up of MCED. MITCON got these trainers trained at Entrepreneurship Development Institute of India (EDI-I) Ahmedabad.

Though the Governing Council for this organisation was formed in 1986, till August, 1988, the activity, however, continued to be organised by MITCON. In August 1988, the appointment of Director for MCED was finalised. During August-September 1988, newly appointed director was holding dual charge that of Manager (HRD) of MSFC and Director of MCED. From 2nd October, 1988 he had started his activities from Ahmedabad as a full time Director of MCED.¹

As per Memorandum of Association, the management of the affairs of the MCED are entrusted with the Governing Council. The Governing Council is supposed to function and manage the affairs of the Centre in accordance with the rules and regulations in force from time to time. (The Governing Council has a provision of 16 members). Apart from five members representing five contributory institutes, MITCON and the Development Commissioner of Aurangabad, Vice-chancellor of Dr. Babasaheb Ambedkar Marathwada University, each member from IDBI, ICICI, IFCI, SISI, EDI-I, NIESBUD, SBI are also the members of the Governing Council. The Director of MCED is the convenor of the Governing Council. The Managing Director of MAVIM (Mahila Arthik Vikas

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Mahamandal) was co-opted in the year 1988-89. After starting of Small Industries Development Bank of India (SIDBI) one representative from this bank was also co-opted in the year 1991-92. From the year 1992-93 the Director of Technical Education, Maharashtra State was co-opted on the Governing Council.²

**Objects for which MCED is established** -

As per the Memorandum of Association the society is established to fulfil the following objectives:

i) To encourage, identify and select potential entrepreneurs and develop them for setting up industrial, commercial or servicing ventures with a view to accelerate industrial development and expand productive employment in the country and particularly in the State of Maharashtra.

ii) To provide training and instructions to potential and existing entrepreneurs, educated unemployed low income and under-privileged groups, women, village artisans and others in all aspects of establishing and running of an industrial or commercial venture such as management, motivation, finance, production, marketing, technology, accounts, labour/commercial/taxation laws, personnel, public relations, etc.

iii) To conduct various residential or other training programmes, courses, camps, seminars or workshops for imparting instructions in different disciplines covering various aspects of day to day management of an enterprise,
such as Store-keeping, Book-keeping and Accountancy, Costing, Advertising and Salesmanship, Servicing, Labour Laws, Industrial Laws, Taxation Laws, etc. and to undertake any other training programmes for self-employment and generation of employment opportunities.

iv) To conduct or sponsor research, to extend, sharpen and bring up-to-date the know-how in the field of entrepreneurship development and to undertake or sponsor research in techniques of industrial development.

v) To set up Training Centres for Entrepreneurship Development at various places in the State of Maharashtra and elsewhere.

vi) To provide consultancy anywhere in India and outside, independently or in association with any other institution or agency or individual in the field of selection of entrepreneurs, organising and conducting Entrepreneurship Development Programmes, training of instructors and other related aspects of entrepreneurship development.

vii) To run technical workshops and laboratories and industrial clinics for training and counselling of potential and existing entrepreneurs and for conducting research and dissemination of information and know-how.

viii) To establish, maintain and manage Production-cum-Training Centres, Common Facility Centres, Workshops, Halls, Hostels and any institutions for furtherance of the objects
of the Centre and to allow any other institution, body, agency or individual to use the facilities of such Centres at such rent or compensation or charge as the Governing Council may decide from time to time.

ix) To prepare syllabi of training courses and to hold examinations or tests and confer diplomas or grant certificates to the trainees, or participants.

x) To assist the sponsors corporate bodies, government authorities and other agencies in assessing their entrepreneurial training needs from time to time, in drawing up and implementing appropriate programmes and projects relating to identification, selection, training and development of entrepreneurs to engage in the preparation of materials required in connection with the different activities of the Institute and for publication of books, periodicals, brochures, reports etc. on subjects relating to entrepreneurship development and to organise the publication of such materials.

xi) To grant affiliation to any organisation having the same or similar objects as the Centre and to set up regional centres to achieve decentralisation of its operations and to assist such Centres.3

Governing Council:

As mentioned in the 'Rules and Regulations' of the Centre, Governing Council shall be composed of the following
members who shall be sponsored by the respective organisations.

b] Managing Director, State Industrial and Investment Corporation of Maharashtra Ltd.
c] Managing Director, Maharashtra State Financial Corporation.
d] Chief Executive Officer, Maharashtra Industrial Development Corporation.
e] Managing Director, Maharashtra Small Scale Industries Development Corporation Limited.
f] Managing Director, Maharashtra Industrial and Technical Consultancy Organisation.

The above six members of the Governing Council shall be the permanent members by virtue of their posts. The Governing Council is also empowered to invite or nominate not more than ten additional members on the Governing Council for a maximum period of three years. The said additional members shall be taken up from the following groups of people -

1. Prominent educationalist / trainer.
2. Prominent entrepreneurs.
3. Representative of Industrial Associations.
4. Representative of All India Financial Institutions.
5. Representative of EDL-I, Ahmedabad.
6. Representative of Commercial Banks.
7. Representative of Promotional Corporations set up by the State Govt.
9. Individuals who have attained eminence through their outstanding contribution in any field.
10. Such officers of the Centre as may be decided by the Governing Council shall be the ex-officio member of the Governing Council.

The Governing Council shall have the power at any time to appoint any person, from above groups of persons, to be a member of the Governing Council, to fill a casual vacancy. Any member so appointed in the casual vacancy shall hold office only up to the date upto which the member in whose place he is so appointed would have held office.  

Executive Committee :-

Governing Council may set up a permanent standing committee called 'Executive Committee' to look after the day-to-day working of the Centre. The Executive Committee shall comprise of :-

a] Mg. Director, MSSIDC - Chairman
b] Mg. Director, MITCON - Member
c] Representative of IDBI, IFCI - Member
d] Director of the Centre - Convenor
The Governing Council, if it so desires, may nominate additional members on the Executive Committee.

The main functions of the Executive Committee shall be to take decisions on matters such as staff appointments, funds management, administration, membership, development programmes, Government liaison etc.

The Governing Council shall have the power to direct the Executive Committee to carry out such other functions as it may deem fit.  

**ACTIVITIES OF THE CENTRE (year 1988-89)**

Entrepreneurship Development Programmes and other Training Programmes:-

1. MCED organised 18-EDPS inclusive of one in Goa, at different places in Maharashtra. In all around 500 participants are trained. Few of the EDPS were conducted at growth centres taluka places like Shegaon, Baramati, Nandgaon, Malvan etc.

Of the 18-EDPs conducted the break-up has been as under:

- Tribal - 1
- S and T - 5
- Women - 3
- General - 9

2. The Centre organised 3-specialised programmes at Wardha (General), Aurangabad (Women), Nandgaon (General). These programmes were organised for those who could not be
accommodate in regular EDPs for want of capacity. For such aspiring candidates MCED organised special EDP. A model has been 1 week's classroom sessions followed by extensive field work of 15 to 20 days and finally again 3 to 4 days classroom sessions for Project Preparation, Counselling and Management Inputs.

3. The Centre organised a special programme called as 'Own Your Own Scooter Garage' at Bhandup, Bombay. It was supported by a voluntary organisation CASP-PLAN.

4. MCED organised a 'One day Seminar' at Aurangabad on 'Low Cost Automation' for Small Scale Industries on 20th January, 1989. After the end of the programme, participants decided to form the 'Quality Circle Group'.

**ACTIVITIES DURING THE YEAR 1989-90**

1. Entrepreneurship Development Programmes:

   MCED conducted total number of 23-EDPs and trained around 600 prospective entrepreneurs in the year 1989-90.

Of the 23 EDPs conducted the break-up has been as under:

- Tribal - 1
- S and T - 4
- Women - 4
- General - 14

In addition, two EDPs were conducted at Bombay and Alibag for Jawaharlal Nehru Entrepreneurs Chemical Park, Bombay.
2. Teachers Training Programmes (TTPs):

For the teaching staff of Science and Technology colleges and institutions, MCED conducted 'Teachers' Training Programmes'. Duration of these programmes were 10 days. Three such programmes (At Aurangabad, Nagpur and Bombay) had conducted with the aim of imparting basic knowledge of entrepreneurship to the teaching staff of colleges.

3. Entrepreneurship Training Programmes (ETPs):

District Industries Centre used to conduct these programmes. In the year 1989-90, for the first time, these programmes were conducted by MCED for Directorate of Industries. During this year, MCED conducted 47 programmes involving approximately 1200 participants.

4. Entrepreneurship Awareness Camps (EACs):

Entrepreneurship Awareness Camps were held in seven different science and technology colleges.

5. Entrepreneurs MEET – 89:

Though MCED started its activities in October 1988, the EDPs were going on in Maharashtra since 1981-82. MSFC, MITCON, MSSIDC and other agencies have conducted these programmes. MCED decided to take review of these programmes and organised a MEET of past EDP participants in Aurangabad during June 1989. All entrepreneurs who attended the MEET, formed their own 'State Level Association' known as 'Trained Entrepreneurs Association of Maharashtra' (TEAM).
6. Programmes on Household Entrepreneurial Activities for Women:

The Centre conducted training programmes of two days duration exclusively for women. Demonstration of certain activities which could generate income for housewives were shown.

7. Institutional Development Programmes:

MOED conducted eight programmes for staff of MSFC. It conducted programmes on project appraisal, disbursment, follow up, recovery and management with the focus of entrepreneurship.

8. Management Development Programmes:

The Centre conducted few programmes for existing small scale entrepreneurs.

a] Assessing and Monitoring Industrial Health:

This programme of five days duration was conducted at Mahabaleshwar in collaboration with National Institute for Entrepreneurship and Small Business Development (NIESBUD) the apex body in the field of entrepreneurship.

b] Value Added Management:

This was a One Day Programme conducted at Aurangabad on new Japanese Management Technique called 'Value Added Management'.

c] Computer Application in SSI:

This programme of two days duration aims at spreading awareness of applications of computers for the small scale
sector. Two such programmes were conducted at Bombay and Aurangabad respectively.

9. Vocational Training Programmes:

a] Own Your Own Scooter Garage:

MCED conducted a special type of programme with thrust on technical training with an entrepreneurial approach. A batch of 80 boys with the educational level of the 10th to 12th standard or drop-outs were selected. They were given on-the-job training for maintenance and repairs of two-wheelers. They were also given training on the managerial and entrepreneurial aspects of running a garage. Three such programmes were conducted by MCED at Bombay, Nagpur and Aurangabad respectively. The programme at Bombay was sponsored by CASP-PLAN.

b] Own Your Own Car Garage:

This programme along the same lines as the 'Own Your Own Scooter Garage' programme was conducted at Bombay. The total duration of the programme was six months. The programme was sponsored by CASP-PLAN.

c] Watch Repairing Programme:

The training of repairing and assembling watches was given in this programme along with entrepreneurship inputs of 30 days duration conducted at Bombay and was sponsored by CASP-PLAN.
10. Micro Entrepreneurship Development Programme:

This novel project was sponsored by CASP-PLAN Bombay. 400 families below poverty line were selected. Nearly all the families held from the slum areas in Bombay. All of them carry out some business activity at a very tiny level. The business consisted of vegetable vendors, egg vendors, waste paper collection, amongst other things. The objectives of the programme were to introduce entrepreneurial orientation and potentionalise these activities and if possible modernise the sophisticated activities and higher income level of the families. The secondary objective was to make them social responsible persons.

11. Six Months Certificate Course:

With the idea of developing managers for small scale sector, this course was launched on 1st October 1989. Since the small scale sector cannot employ MBA or other highly educated person, MCED thought that, some people can be trained in the skills and activities needed to the small scale sector entrepreneur.

12. Group Entrepreneurship Development Programme:

MCED is working on Group Entrepreneurship Project in Vaijapur Taluka near Aurangabad. Certain activities being carried out traditionally are being picked up. People are being given training on modernising their activities by mechanisation and by using improved techniques. They are also being trained to be more professional and
entrepreneurial in their approach. MCED has identified processing Sisal Fibre as one of the activities and has started identifying beneficiaries, train and help them setting up modern units.

13. Other Activities:

a) Annual Day: The First Annual Day was celebrated on 1st October 1989. Mr. G. S. Sandhu, Managing Director, MSSIDC, the Chairman Executive Committee was the Chief Guest. Others who attended the function included Mr. A. S. Dandekar, General Manager IDBI, Dr. P. H. Vaidya, General Manager ICICI, Dr. Chopane, Director, Technical Education, Govt. of Maharashtra, Shri. Bhanage, MD, Marathwada Development Corporation. On this occasion two new activities were announced - 1) Six Months' Certificate Course for developing Managers of Small Scale Sector. 2) MCED CLUB.

b) Debate Competition:

MCED in collaboration with Nisarga Mitra Mandal organised an eloguation competition for college students. The topics were: (1) Industrial Development and Nature Imbalances (2) Entrepreneurship Through Natural Resources. 7

ACTIVITIES DURING THE YEAR 1990-91

1. Entrepreneurship Development Programmes:

MCED conducted total number of 34-EDPs and trained around 900 prospective entreprenueurs in the year 1990-91. The break up at these EDPs has been as under.
Women - 03
Ex. Servicemen - 04
S and T - 08
General - 15
Horticulture - 01
REDP - 03

2. Development Programmes For Self Employment (DPSE): A 21 days programme specially meant for educated Unemployed Youth. The project cost is not expected to be more than Rs. 1.00 lakh. The participants are expected to avail of the SEEUY Scheme. During this year the total programmes conducted were 98 with nearly 3000 participants.

3. Management Development Programmes (MDP): These programmes aim at imparting modern management techniques to existing entrepreneurs. The disciplines include marketing, finance and personnel. The Centre conducted 8 programmes during this year.

4. Special Programmes for Micro Business: These programmes are meant for upliftment of families below poverty line. One such programme was successfully conducted at Bhandup, Bombay and one at Aurangabad. The activity included Tie and Dye and Batique sessions which were successfully completed in the year 1990-91.

5. Entrepreneurship Awareness Camps (EACs): These camps are organised for spreading awareness in the society about the entrepreneurship development
activities. Basic information is imparted. Seventeen such programmes were conducted during the year.

6. Vocational Training Programmes:

Keeping in mind the slogan 'Save Oil / Save Diesel', MCED launched an innovative activity:

'Diesel Engine Nozzle Care Training Programme.'

Other programmes were as follows:

a) Tie and Dye.

b) Four Wheeler Programme.

c) Watch Repairing Programme.

d) P.C.B. Manufacturing.

e) Home Appliances Repairing.

7. Entrepreneurship Awareness Programme for Women:

This programme aims at making the house-wives aware of possible income generating activities during their spare time. Practical demonstration is arranged of activities which can be feasible. 17 such programmes were conducted during the year 1990-91.

8. Entrepreneurship Appreciation Programme:

In order to acquaint all support system agencies with entrepreneurship development work, MCED arranges programmes known as Appreciation Programmes. It is expected that these programmes will equip the officers of various support system agencies to deal with the EDP participants in a more effective manner. MCED conducted two such programmes during the year 1990-91.
9. Certificate Course in SSI Office Management:

The duration of the course is 9 months. The target group is under graduate or graduates in any discipline. The course includes familiarity with the functions of the SSI management and personality development. The course includes practical training in industries. The programme is aimed at providing trained manpower for Small Scale Industries.

10. Trainers /Teachers Training Programme

Now a Days the special entrepreneurship development has been included in the syllabus of Engineering and Commerce discipline. However, The teachers in colleges are not aware of the various techniques of entrepreneurship development. In a course of 10 days an attempt is made to acquaint the teachers with certain aspects of entrepreneurship development training with emphasis on Achievement Motivation Training.

11. Entrepreneurs Meet:

The Entrepreneurs Meet 1990-91 was organised at Nasik on 24th and 25th January 1991. More than 400 participants attended the meeting. The meeting was inaugurated by Shri. Dandekar, Managing Director of Camlin India Ltd. Bombay. The chief guest was Shri. Vinay Bansal, (IAS) Development Commissioner (I). The meeting was jointly organised by Trained Entrepreneurs Association of Maharashtra (TEAM) and MCED. The valedictory function was presided over by Shri. A.
S. Dandekar, General Manager IDBI. Shri Subramanian, SIDBI was the chief guest.

12. Technology Transfer:
A special seminar on 'Technology Transfer' was organised in collaboration with National Research Development Corporation at Aurangabad on 28th and 29th Nov. 90. The objective of the seminar was dissemination of information on various technologies developed by research and Development Institutes under NRDC. The programme was attended by 120 participants and about 20 officials from support system, including IDBI. Scientists and Technocrats from NRDC and about 10 other National Research Laboratories participated.

13. Group Entrepreneurship Programme for Rural Industrial Activities:
This programme is conducted to encourage Group Entrepreneurship. Industrial activities are carried out by Swastik Mahila Co-operative Society Ltd. at Vailapur Taluka. A Co-operative Society of 20 Ladies has been formed.

14. Other Activities:
a) Annual Day -
The second Annual Day was celebrated on 1st October 1990. Shri. Shridhar Joshi (IAS) was the Chief Guest. The chairman of the function was Shri. Amitabh Chandra (IAS), Jt. Managing Director, MSSIDC.
b) News Clipping Services:

MCED has started giving services to various organisations and individuals in the field of news services. The service is rendered to avail latest data from newspapers, journals and magazines to existing SSI entrepreneurs, professionals, executives, managers and bankers.

c) Publications:

MCED publishes a monthly bulletin called "Udyojak" which features articles on Entrepreneurship Success stories of EDP participants, new project ideas and a brief resume of MCED’s activities and programmes.³

ACTIVITIES DURING THE YEAR 1991-92

<table>
<thead>
<tr>
<th>sr. No.</th>
<th>Type of Programme</th>
<th>No.of Target Prog.</th>
<th>Target Group</th>
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<tbody>
<tr>
<td>1</td>
<td>Entrepreneurship</td>
<td>16</td>
<td>General</td>
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<tr>
<td></td>
<td>Development programme (EDP)</td>
<td>08</td>
<td>S and T</td>
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<tr>
<td></td>
<td>(For motivation and equipping potential entrepreneurs to set up their own units)</td>
<td>02</td>
<td>Women</td>
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<td>02</td>
<td>Horticulture</td>
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<td>Product Based</td>
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<td>Sp. Sand T</td>
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<td>2</td>
<td>Rural Entrepreneurship Development Programmes (REDPs) / Development programmes for Self Employment (DPSEs)</td>
<td>135</td>
<td>General</td>
</tr>
<tr>
<td></td>
<td>(for motivating and equipping potential entrepreneurs to setup tiny scale units / take up self-employment)</td>
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</tbody>
</table>
3) Teacher’s Training programmes
(for orienting teachers in colleges to spread the awareness about entrepreneurship amongst students)

4) Entrepreneurship Awareness camps
(for spreading awareness amongst students about entrepreneurship)

5) Vocational Training Programmes
(For equipping college dropouts to take up self-employment/ set-up units through integrating technical training with entrepreneurial development input)

6) Entrepreneur’s Meet
(for understanding conceptual problems and evolving effective strategies by bringing Trained Entrepreneurs and Govt. officials on a common platform)

7) Entrepreneurship Awareness programmes for women
(for spreading awareness of entrepreneurial activities amongst house-wives)

8) Management Development Programmes (MDPs)
(for developing management skills of existing and potential entrepreneurs)

Other Activities:

A) Staff Training -

1) All trainers are given intensive refresher inputs twice a year. In the year 1991-92, two training programmes
were held. The first was from 8th April to 14th April and the second was held from 1st October to 5th October.

2) The Director and Sr. Trainer attended a seminar on Entrepreneurship at Lucknow between 2nd and 5th June 91. The Director attended a Symposium by WASME at Delhi where he presented a paper on "Entrepreneurisation of the Society".

3) Trainers and 6 staff members attended external training programmes / seminars organised by various organisations.

b) Udyojak and other publications:

1] The monthly Marathi publication "Udyojak" was commercialised in the month of December 1991.

2] MCED published a book titled "Swayamrojgar anid Udyojakata Vikas". The book was written by a trainer.

c) Other Achievements:

1] MCED lent faculty support for the Achievement Motivation Training to MPCED, Madhya Pradesh and EDC, Goa.

2] MCED conducted Entrepreneurship Building Programme at Sinnar and Ichalkaranji on behalf of MITCON. The programmes were sponsored by NSIC.

3) MCED hosted the Western Regional Seminar for Mass Employment Generation through Science and Technology (MEGSAT). The programme was sponsored by DST, New Delhi.

4) MCED for the first time, organised programmes for Society Entrepreneurisation with the help of Zilla Parishad and Social Welfare Department in Gadchiroli. MCED has helped
to establish regular Vocational and Entrepreneurial Guidance Centre under the auspicious of Zilla Parishad and has started imparting Personality Development Entrepreneurship Awareness related training for school children, young men, women and adults.  

**ACTIVITIES DURING THE YEAR 1992-93**

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<tr>
<td>1</td>
<td>1) Entrepreneurship Development Programmes (EDPs)</td>
<td>15 General</td>
<td>General</td>
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<td>(For motivating and equipping potential entrepreneurs to set up their own units)</td>
<td>07 General</td>
<td>03 S and T</td>
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<td>01 Women</td>
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<td>02 Plastics</td>
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<td>01 SC / ST</td>
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<td>2</td>
<td>2) Development Programme for Self-Employment (DPSEs)</td>
<td>102 General</td>
<td>General</td>
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<tr>
<td></td>
<td>(for motivating and equipping potential entrepreneurs to set up tiny scale units / take up self-employment)</td>
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<td>3</td>
<td>3) Teacher's Training Programmes</td>
<td>03 Teachers</td>
<td>Teachers in college</td>
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<td>(for orienting teachers in colleges to spread the awareness about entrepreneurship amongst students)</td>
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<td>4</td>
<td>4) Entrepreneurship Awareness Camps (for spreading awareness amongst students about entrepreneurship)</td>
<td>08 College</td>
<td>College Students</td>
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<tr>
<td>5</td>
<td>5) Vocational Training Programmes</td>
<td>02 PCB Assembly</td>
<td>Home</td>
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<td></td>
<td>(for equipping college dropouts to take up self</td>
<td>02 Appliances</td>
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<td>employment)</td>
<td>01 T.V. Repair</td>
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employment/set up units 01 Motor Rewinding
through integrating 01 Computers
technical training with 10 Tie and Dye and
entrepreneurial development Leather
inputs) 01 Sisal Fibre

6) Entrepreneurship Awareness for Women
(for spreading awareness of entrepreneurial activities amongst housewives)

7) Management Development programmes (MDPs)
(for developing management skills of existing and Potential entrepreneurs)

8) Certificate Course in SSI management
(for developing managers at SSI)

under
graduates

9) Organisation Development Programmes (ODPs)
MIDC (06)
MSFC (03)

Staff and Officers of
Industrial Development
Corporations

10) Other Programmes:
A) Business Opportunity Guidance 01
B) Competent Management 02
   Assistance programmes
C) Workshop on Simulation 01
D) Skill Development Programme 01
E) DIC Inspectors’ Prog. 01
F) Entrep. Building Programme 02

OTHER ACTIVITIES:

1) Survey of Sindhudurg, Raigad and Ratnagiri districts was carried out to assess the possibility of industrial development.

2) Surveys for “Marketing of DRDA products through KVIB” for KVIB in Ratnagiri and Latur districts. Survey Reports finalised and submitted to KVIB.
3] Department of Science and Technology, Govt. of India assigned MCED to host the MEGSAT (Mass Employment Generation through Science and Technology) meeting at Aurangabad for the second year in succession.

4] For the first time, MCED organised industrial visit to Delhi for the participants at its Pune and Nasik EDPs and other interested.

5] In Sindhudurg district, MCED organised a 2 day Women EAP and these women have formed "Mahila Co-operative Society" which has started its production activities in Sindhudurg district.

6] For the first time, MCED made an effort to organise a Salesmanship Course at Nagpur. The Programme was organised for the newly recruited Salesman of M/s YUCON Services.

7] MCED organised an Elocution Competition on subjects related to Entrepreneurship Development first at the Regional level basis and the final round of state level was held at Aurangabad. This was organised in collaboration with Marathwada University, Aurangabad and sponsored by NIRLEP group of Industries, Aurangabad.

8] MCED organised an Achievement Motivation Training (AMT) Workshop at Aurangabad to discuss the need of AMT in EDP.

9] MCED organised a Seminar-cum-Exhibition for the development of vendors for ancillary items required by VIDEOCON, MELTRON, ECIL etc. The samples were also displayed
in the exhibition by VIDEOCON, MELTRON, ECIL and CEDT. This was followed by a non funded EDP based on products required by these organisations.

10] MCED organised one day programme on ‘‘Role of Supervisory Staff in Emerging Industrial Scenario’’ at Aurangabad. The faculty for the programme was Prof. Vijay Rao, Director of National Institute of Human Dynamics, Pune.

11] MCED conducted an Entrepreneurship Development Programme for Science and Technology target group at Nasik sponsored by DST. 12 participants of this programme formed a Registered "MCED Prerit Co-operative Society Limited" at Nasik.

12] A programme was launched by MCED in Aurangabad on Economic Construction Utility based on the technology developed by Shri. Koranne of M/s. Susaji Udyog Pvt. Ltd., Hyderabad. The said company has developed a simple hand operated machine for production of mud blocks for construction. The training programme included training in operation and production of blocks on these machines, detailed instructions on construction activity using these blocks and also practical exposure of construction activity using these blocks.

13] MCED organised meeting of listeners of Udyog Sadhana Programme of All India Radio, readers of Udyojak Magazine of MCED and past participants of EDPs in consultation with AIR/DEIS/MITCON at various places.

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OTHER MATTERS:

Staff - Training:
1. All trainers are given intensive refresher inputs twice a year.
2. The Executive Director attended a Workshop held at EDI-I, Ahmedabad. The workshop was basically for the evaluation of EDPs.
3. Four trainers and five Staff members attended external training programmes / seminars organised by various organisations.

ACTIVITIES DURING THE YEAR 1993-94

<table>
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<tbody>
<tr>
<td>1</td>
<td>Entrepreneurship Development Programmes (EDPs) (For motivating and equipping potential entrepreneurs to set up their own units)</td>
<td>35</td>
<td>General(26) S and T (3) Electronics(2) Poultry (1) Computer(1)</td>
</tr>
<tr>
<td>2</td>
<td>Development Programme for Self-Employment (DPSEs) (for motivating and equipping potential entrepreneurs to set up tiny scale units / take up self-employment)</td>
<td>145</td>
<td>General</td>
</tr>
<tr>
<td>3</td>
<td>Entrepreneurship Awareness Camps (for spreading awareness amongst students about entrepreneurship)</td>
<td>16</td>
<td>College students</td>
</tr>
</tbody>
</table>
4) Vocational Training
Programmes (VTPs)
(for equipping college
droppouts to take up self
employment set up units
through integrating
technical training with
EDP inputs)
   a] Two wheeler (4)      i] Rexin (1)
   b] Computer (6)         j] Screen Printing (3)
   c] Electronics (1)      k] PCB Mfg. (2)
   d] Beauty Parlour (2)   l] Leather (3)
   e] Tie and Dye (3)      m] Nursing (1)
   f] Mushroom (5)         n] Jewellery (1)
   g] Fruit Processing (1) o] MPM (6)
   h] Sisal Fibre (2)      p] Home Appliance (3)

5) Entrepreneurship Awareness
Programmes for Women
(for spreading awareness of
entrepreneurial activities
amongst housewives)

6) Management Development
   programmes (MDPs)
   Performance Improvement
   Programmes (FIP)
   (for developing management
   skills of existing and
   Potential entrepreneurs)

7) Entrepreneurship Awareness
   Programmes (EAP)

8) SSI Office Management
   Certificate Course
   (for developing managers at SSI)

9) Trainers Training Programmes

10) Organisational Development
    Programmes (DDPs)

11) Exhibitions/Seminars

12) Other Programmes :
    A) Business Opportunity Guidance
    B) Tech. Trans
    C) Improve your memory
    D) MKT / Sales Rep. Prog.
    E) PMRY

General  44
Ladies  19
Potential/Existing Entrepreneurs  09
Under graduates  03
Staff/officers MIDC/MSFC  19
Genrarl  06
OTHER ACTIVITIES:

1) MCED organised in Aurangabad, MSFC Branch Manager's Conference.

2) MCED launched a programme at Bombay called Udyojak Prasar Abhiyan. This Programme is primarily meant for the students who may not be able to attend classes everyday. The programme was held every Sunday at Ruia College, Bombay. It is expected that as a result of this programme, students will consider "Entrepreneurship" as a possible choice.

3) The Nasik Regional Office of MCED and Directorate of Industries organised a Seminar on New Industrial Policy of Government of Maharashtra. The seminar was supported by Nasik Industries Co-operative Estate (NICE) and Institute of Chartered Accountants, Nasik.

4) MCED organised an Elocution Competition on subjects related to Entrepreneurship Development for the second year in succession.

5) On the occasion of MCED's fifth anniversary, MCED organised a meeting of the Chief Executives of CEDs / IEDs in India.

6) A detailed proposal was forwarded to DST for Latur and Osmanabad districts where the earth-quake struck. DST has sanctioned Rs. 15.00 lakhs for creation of 375 jobs for earth-quake affected peoples in this area.

7) MCED participated in an Exhibition "NIMA INDEX" at Nasik.
8) MCED participated in an Industrial Exhibition 'MAHA-EXPO' at Aurangabad.

Other Matters:

Staff Training:

1] All trainers are given intensive refresher inputs twice a year. The external faculty engaged included Dr. N. P. Singh, Director ASEED Delhi and Shri. Manohar Nadkarni, Bombay.

2] 19 Trainers and 9 Staff members attended external training programmes organised by various organisations.  

**ACTIVITIES CONDUCTED DURING THE YEAR 1994-95**

<table>
<thead>
<tr>
<th>sr. No.</th>
<th>Type of Programme</th>
<th>No.of Prog.</th>
<th>Target Group</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Entrepreneurship Development Programmes (EDPs) (For motivating and equipping potential entrepreneurs to set up their own units)</td>
<td>35</td>
<td>General(16)</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>General(11)</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>Ex-ser(1)</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>Plastic (1)</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>Poultry (1)</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>Chemical(1)</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>S and T (4)</td>
</tr>
<tr>
<td>2</td>
<td>Development Programme for Self-Employment (DPSEs) (for motivating and equipping potential entrepreneurs to set up tiny scale units / take up self-employment)</td>
<td>164</td>
<td>General</td>
</tr>
<tr>
<td>3</td>
<td>Entrepreneurship Awareness Camps (for spreading awareness)</td>
<td>18</td>
<td>College students</td>
</tr>
</tbody>
</table>
amongst students about entrepreneurship)

4) Vocational Training Programmes (VTPs)
(for equipping college dropouts to take up self employment set up units through integrating technical training with EDP inputs)

5) Entrepreneurship Awareness Programmes for Women
(for spreading awareness of entrepreneurial activities amongst housewives)

6) Management Development programmes (MDPs)
Performance Improvement Programmes (PIP)
(for developing management skills of existing and potential entrepreneurs)

7) SSI Office Management Certificate Course
(for developing managers for SSI)

8) Trainers Training Programmes

9) Organisational/Institutional Development Programmes (IDPs)

10) Programmes Under Prime Ministers Rozgar Yojana (PMRY)

11) Other Programmes:
(Plan Plus Programmes)
A) Business Opportunity Guidance 02
B) Personality Development prog. 03
C) Seminars 02
D) Entrepreneurship Awareness prog.11
E) Udyojakata Vikas Abhiyan 01

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OTHER ACTIVITIES:

1. MCED organised a training programme at Aurangabad on JIT/KAIZEN during 28th-29th June 1994. 12 participants participated in this programme. The faculty for this programme was Col. Ramesh Pathak from Pune.

2. MCED organised a training programme on Selling Techniques at Aurangabad on 29th June 1994. Around 12 participants participated in this programme.

3. MCED is planning to form an industrial Health Club at Aurangabad.

The First Meeting of the industrial health Club was held at MCED, Aurangabad on 23rd December 1994 for which Shri M. S. Nadkarni from Bombay was present.

4. MCED, for the third year in succession, in collaboration with Dr. Babasaheb Ambedkar Marathwada University, Aurangabad and under the sponsorship of NIRLEP Group of industries, Aurangabad organised an Elocution Competition on the subjects related to Entrepreneurship Development.

5. An Industrial Tour of the participants of the EDPs organised at Nasik and Jalgaon was taken to New Delhi (IITF), between 18-11-94 to 29-11-94. Total 20 participants participated in this. Worthy to note is that the participants got good exposure and some of the participants even booked their machineries.

6. MCED has entered into franchise contract with 8
Computer institutions all over Maharashtra for conducting computer programmes. Computer franchise at 3-4 districts is in progress.

7. Programmes under MRCP - During the year, MCED actively participated in the prestigious Maharashtra Rural Credit Project (MRCP) Programme. MCED's role in the project has been envisaged as improving the enterprise and entrepreneur selection process and accelerating the process of promoting micro enterprises by planning Entrepreneurship Development Training Programmes (EDPs) and Entrepreneurship Awareness Programmes (EAPs) for main and suplimentary income generating group respectively.

8. MCED in collaboration with Development Education (International) Society and All India Radio has been participating in the Udyog Sadhana Radio Programme for past two years. This programme has received a very good response from the listeners of this programme. A meeting of all CEDs/IEDs, All India Radio, MITCON was organised by DEIS in Pune on 30/31st January 1995 wherein experience at various locations was shared. Shri Abid Hussain of Rajiv Gandhi Foundation, Delhi was present for the same among others.

9. MCED from the year 1993-94 has been assigned to conduct programmes under Prime Ministers Rozgar Yojana. These programmes are sponsored by Small Industries Development Organisation, Govt. of India, through Directorate of Industries to MCED. Since, the target of these programmes
is more, MCED was asked to train the Trainers of NGOs for conducting these programmes. MCED, during the year 1994-95 conducted 3 such Trainers Training programmes and trained 79 trainers for conducting PMRY programmes.

10. PROGRAMMES CONDUCTED IN EARTHQUAKE AFFECTED AREA:

Immediately after the earthquake, MCED started its activities aimed at training the earthquake affected people for self employment development through Vocational Training Programmes of women consisting of 242 beneficiaries. Total 9 programmes were conducted for men beneficiaries comprising of 215 beneficiaries. Thus the total number of programmes becomes 17 and the beneficiaries 457. These programmes were sponsored by Deptt. of Science and Technology, Govt. of India, New Delhi under MEGSAT Scheme.

11. UDYOJAK:

UDYOJAK a Marathi Monthly Magazine of MCED is receiving good response from the readers all over. The present print order of Udyojak is around 15000 copies per month. The Diwali number of Udyojak 1994 bagged the Prestigious ‘‘Darpan Award’’ instituted by ‘‘Mumbai Vrittapatra Lekhak Sangh.’’ This award was presented to MCED on 20th December 1994 in a function held at Bombay. Udyojak recovery and subscription has improved substantially during last one year.
FOLLOW-UP:

As a continuous activity, follow-up work of past participants is carried out by MCED. Till March 95 the figures of follow-up results for the candidates trained are as under.

<table>
<thead>
<tr>
<th>Name</th>
<th>Total Participants of the Progs.</th>
<th>Partici-</th>
<th>Unit %</th>
<th>Unit Expe</th>
<th>Total Expected</th>
<th>US +</th>
<th>Rate %</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td>Started</td>
<td></td>
<td>Trained</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>EDP</td>
<td>205</td>
<td>5459</td>
<td>31%</td>
<td>1693</td>
<td>982</td>
<td>2675</td>
<td>49%</td>
</tr>
<tr>
<td>DPSE</td>
<td>685</td>
<td>22753</td>
<td>14.74%</td>
<td>3356</td>
<td>1308</td>
<td>4664</td>
<td>20.5%</td>
</tr>
<tr>
<td>VTP</td>
<td>161</td>
<td>3358</td>
<td>43%</td>
<td>1443</td>
<td>1042</td>
<td>2485</td>
<td>74%</td>
</tr>
</tbody>
</table>

OTHER MATTERS:

1] All Trainers are given intensive refresher inputs twice a year. In the year 1994-95, two such training programmes were held. The first was from 18th to 19th April 1994 and the second was held from 29th to 31st October 1994.

2] 4 Trainers and 4 Staff members attended external training programmes organised by various organisations.
REFERENCES

1) Maharashtra Centre for Entrepreneurship Development: Memorandum of Association, Articles of Association and Statutes.

2) Ibid.

3) Ibid.

4) Ibid.

5) Ibid.


