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Introduction:

Entrepreneurs are considered as agents of economic growth. They create wealth, generate employment, provide new goods and services and raise the standard of living. EDP is an effective way to develop entrepreneurs which can help in accelerating the pace of socio-economic development, balanced regional growth, and exploitation of locally available resources. It can also create gainful self-employment. An EDP equips entrepreneurs and makes them competent to anticipate and deal with a variety of problems that any entrepreneur may have to face. It gives confidence to the entrepreneur to face uncertainties and take profitable risks. It prepares them to deserve and make good use of various forms of assistance.

Launching of the Entrepreneurship Development Institution (EDI) Scheme by the Government in 1993 was a happy augury meant for giving a fillip to the small industrial sector in the wake of economic reforms. This verily was a laudable initiative taken for supplementing entrepreneurship educational endeavours of the field institutes of the Small Industries Development Organization with a view to developing entrepreneurial spirit amongst the vast mass of India’s unemployed populace inhabiting villages and urban areas as well and, consequently, as provided under the Scheme band of additional EDIs had sprouted around the country characterized by distinct elements/inputs such as modernization, strengthening of rest of the requisite training amenities like equipment, state-of-the-art teaching aids and other support services located in 17 of the country’s 30 states which have in the past 15 years trained hundreds of thousands of educated
unemployed youth besides producing thousands of entrepreneurs in manufacturing, business and services sectors by organizing tailor-made/product specific/ process-specific programmes in various trades that included many a sunrise sector in active collaboration with State Governments, State and Central Government Departments, local/national/international funding agencies like the European Union, the world Bank, United Nations Development Programme.¹

‘Entrepreneurs are not only born but can also be trained and developed’. Entrepreneurial development programmes help the potential entrepreneur to set-up his own business enterprise appropriate to his abilities and liking. Entrepreneurial development is an organized and continuous process. The purpose of entrepreneurial programme is to influence the potential persons and motivate them to take entrepreneurship as their career option. Entrepreneurs can be developed through training, education and development. Inculcating entrepreneurial skills for setting up and operating business enterprise can be called development of entrepreneurs. Entrepreneurial development prefers to enhance the skill and knowledge of entrepreneur through training and development. EDP is not merely a training program but it is the process of enhancing the motivation, knowledge and skills of potential entrepreneurs. Reforming the entrepreneurial behaviour in their day-to-day activities. Encouraging them to develop their own ventures.²

EDI, by nature, is a society formed under the aegis of state government which supposedly is to take-up on its shoulders the
responsibility of creating awareness amongst the unemployed lot and exposes them to training in entrepreneurship either for them to become self-employed. EDI is expected to act as an agency for implementation and accomplishment of results envisaged under Government’s entrepreneurship developments policies and programmes. This study examines the Contribution of Maharashtra Center for Entrepreneurship Development (MCED) in Industrial Development of Parbhani District.

**Entrepreneur:**

An entrepreneur is a person who starts an enterprise. He searches for change and responds to it. The economists view him as a fourth factor of ‘Production’ along with ‘Land’, ‘Labour’ and ‘Capital’. The sociologists feel that certain communities and cultures promote entrepreneurship. Still others feel that entrepreneurs are innovators who come up with new ideas for products, markets or techniques. To put it very simply an entrepreneur is someone who perceives opportunity, organizes resources needed for exploiting that opportunity and exploits it. Computers, mobile phones, washing machines, ATMs, Credit Cards, Courier Service, and Ready to eat foods are all examples of entrepreneurial ideas that got converted into products or services. From the French word ‘entreprendre’ meaning one who undertakes or one who is a ‘go-between’. Some definitions of an entrepreneur are listed below:
Richard Cantillon: An entrepreneur is a person who pays a certain price for a product to resell it at an uncertain price, thereby making decisions about obtaining and using the resources while consequently admitting the risk of enterprise.³

J.B. Say: An entrepreneur is an economic agent who unites all means of production—land of one, the labour of another and the capital of yet another and thus produces a product. By selling the product in the market he pays rent of land, wages to labour, interest on capital and what remains is his profit. He shifts economic resources out of an area of lower and into an area of higher productivity and greater yield.⁴

Schumpeter: According to him entrepreneurs are innovators who use a process of shattering the status quo of the existing products and services, to set up new products, new services.

David McCleland: An entrepreneur is a person with a high need for achievement. He is energetic and a moderate risk taker.

Peter Drucker: An entrepreneur searches for change, responds to it and exploits opportunities. Innovation is a specific tool of an entrepreneur hence an effective entrepreneur converts a source into a resource.
On the basis of number of definitions given by eminent authors; it is come to know that entrepreneur is-

- He is a person who develops and owns his own enterprise.
- He is a moderate risk taker and works under uncertainty for achieving the goal.
- He is innovative.
- He peruses the deviant pursuits.
- Reflects strong urge to be independent.
- Persistently tries to do something better.
- Dissatisfied with routine activities.
- Prepared to withstand the hard life.
- Determined but patient.
- Exhibits sense of leadership.
- Also exhibits sense of competitiveness.
- Takes personal responsibility.
- Oriented towards the future.
- Tends to persist in the face to adversity.
- Convert a situation into opportunity.

**Meaning Of Entrepreneurship:**

The definition of entrepreneurship has been debated among scholars, educators, researchers, and policy makers since the concept was first established in the early 1700’s. The term ‘entrepreneurship’ comes from the French verb ‘entreprendre’ and the German word ‘unternehmen’, both mean to ‘undertake’. Bygrave and Hofer in 1891 defined the entrepreneurial process as ‘involving all the functions, activities, and actions associated with
perceiving of opportunities and creation of organizations to pursue them’.

Joseph Schumpeter introduced the modern definition of ‘entrepreneurship’ in 1934. According to Schumpeter, “the carrying out of new combinations we call enterprise” and “the individuals whose function it is to carry them out we call ‘entrepreneurs’.” Schumpeter tied entrepreneurship to the creation of five basic “new combinations” namely: introduction of a new product, introduction of a new method of production, opening of a new market, the conquest of a new source of supply and carrying out of a new organization of industry. Peter Drucker proposed that ‘entrepreneurship’ is a practice.

Entrepreneurship begins with action, creation of new organization. This organization may or may not become self-sustaining and in fact, may never earn significant revenues. But, when individuals create a new organization, they have entered the entrepreneurship paradigm. Entrepreneur is a borrowed word from the French language that refers to a person who undertakes and operates a new venture, and assumes some accountability for the inherent risks. Being in business or being an entrepreneur is about taking risks and confronting challenges. Entrepreneurs build companies that are specifically crafted to exploit a particular opportunity. This gives them an advantage over older companies that were designed in response to challenges of the past and must change to adapt to today’s requirements. Entrepreneurs can build new companies. They can also rejuvenate existing companies via buyouts and turnarounds. They can also build new companies
inside existing companies, which can be called corporate entrepreneurship.

**Characteristics of Entrepreneurship:**
Entrepreneurship is characterized by the following features:

1. **Economic and dynamic activity:** Entrepreneurship is an economic activity because it involves the creation and operation of an enterprise with a view to creating value or wealth by ensuring optimum utilisation of scarce resources. Since this value creation activity is performed continuously in the midst of uncertain business environment, therefore, entrepreneurship is regarded as a dynamic force.

2. **Related to innovation:** Entrepreneurship involves a continuous search for new ideas. Entrepreneurship compels an individual to continuously evaluate the existing modes of business operations so that more efficient and effective systems can be evolved and adopted. In other words, entrepreneurship is a continuous effort for synergy (optimization of performance) in organizations.

3. **Profit potential:** Profit potential is the likely level of return or compensation to the entrepreneur for taking on the risk of developing an idea into an actual business venture. Without profit potential, the efforts of entrepreneurs would remain only an abstract and a theoretical leisure activity.

4. **Risk bearing:** The essence of entrepreneurship is the willingness to assume risk arising out of the creation and
implementation of new ideas. New ideas are always tentative and their results may not be instantaneous and positive.

An entrepreneur has to have patience to see his efforts bear fruit. In the intervening period, an entrepreneur has to assume risk. If an entrepreneur does not have the willingness to assume risk, entrepreneurship would never succeed.

**Entrepreneurial Process:**

Entrepreneurship is a process, a journey, not the destination; a means, not an end. All the successful entrepreneurs like Bill Gates (*Microsoft*), Warren Buffet (*Hathaway*), Gordon Moore (*Intel*) Steve Jobs (*Apple Computers*), Jack Welch (*GE*) GD Birla, Jamshedji Tata and others all went through this process. To establish and run an enterprise it is divided into three parts – the entrepreneurial job, the promotion, and the operation.7 Entrepreneurial job is restricted to two steps, i.e., generation of an idea and preparation of feasibility report.

**Chart No. 1.01:**

**Entrepreneurial Process:**

Source: http://www.yourarticlelibrary.com
Importance of Entrepreneurship:

1. **Development of managerial capabilities:** The biggest significance of entrepreneurship lies in the fact that it helps in identifying and developing managerial capabilities of entrepreneurs. An entrepreneur studies a problem, identifies its alternatives, compares the alternatives in terms of cost and benefits implications, and finally chooses the best alternative. This exercise helps in sharpening the decision making skills of an entrepreneur. Besides, these managerial capabilities are used by entrepreneurs in creating new technologies and products in place of older technologies and products resulting in higher performance.

2. **Creation of organisations:** Entrepreneurship results into creation of organisations when entrepreneurs assemble and coordinate physical, human and financial resources and direct them towards achievement of objectives through managerial skills.

3. **Improving standards of living:** By creating productive organisations, entrepreneurship helps in making a wide variety of goods and services available to the society which results into higher standards of living for the people. Possession of luxury cars, computers, mobile phones, rapid growth of shopping malls, etc. are pointers to the rising living standards of people, and all this is due to the efforts of entrepreneurs.
4. **Means of economic development:** Entrepreneurship involves creation and use of innovative ideas, maximisation of output from given resources, development of managerial skills, etc., and all these factors are so essential for the economic development of a country.

**Types of Entrepreneurs:**

Depending upon the level of willingness to create innovative ideas, there can be the following types of entrepreneurs:

1. **Innovative entrepreneurs:** These entrepreneurs have the ability to think newer, better and more economical ideas of business organisation and management. They are the business leaders and contributors to the economic development of a country. Inventions like the introduction of a small car ‘Nano’ by Ratan Tata, organised retailing by Kishore Biyani, making mobile phones available to the common man by Anil Ambani are the works of innovative entrepreneurs.

2. **Imitating entrepreneurs:** These entrepreneurs are people who follow the path shown by innovative entrepreneurs. They imitate innovative entrepreneurs because the environment in which they operate is such that it does not permit them to have creative and innovative ideas on their own. Such entrepreneurs are found in countries and situations marked with weak industrial and institutional base which creates difficulties in initiating innovative ideas. In our
country also, a large number of such entrepreneurs are found in every field of business activity and they fulfill their need for achievement by imitating the ideas introduced by innovative entrepreneurs. Development of small shopping complexes is the work of imitating entrepreneurs. All the small car manufacturers now are the imitating entrepreneurs.

3. Fabian entrepreneurs: The dictionary meaning of the term ‘fabian’ is ‘a person seeking victory by delay rather than by a decisive battle’. Fabian entrepreneurs are those individuals who do not show initiative in visualising and implementing new ideas and innovations wait for some development which would motivate them to initiate unless there is an imminent threat to their very existence.

4. Drone entrepreneurs: The dictionary meaning of the term ‘drone’ is ‘a person who lives on the labor of others’. Drone entrepreneurs are those individuals who are satisfied with the existing mode and speed of business activity and show no inclination in gaining market leadership. In other words, drone entrepreneurs are die-hard conservatives and even ready to suffer the loss of business.

5. Social Entrepreneur: Social entrepreneurs drive social innovation and transformation in various fields including education, health, human rights, workers’ rights, environment and enterprise development. They undertake poverty alleviation objectives with the zeal of an
entrepreneur, business practices and dare to overcome traditional practices and to innovate. Dr Mohammed Yunus of Bangladesh who started Gramin Bank is a case of social entrepreneur.9

**Functions of an Entrepreneur:**

The important functions performed by an entrepreneur are listed below:10

1. **Innovation:** An entrepreneur is basically an innovator who tries to develop new technology, products, markets, etc. Innovation may involve doing new things or doing existing things differently. An entrepreneur uses his creative faculties to do new things and exploit opportunities in the market. He does not believe in status quo and is always in search of change.

2. **Assumption of Risk:** An entrepreneur, by definition, is risk taker and not risk shirker. He is always prepared for assuming losses that may arise on account of new ideas and projects undertaken by him. This willingness to take risks allows an entrepreneur to take initiatives in doing new things and marching ahead in his efforts.

3. **Research:** An entrepreneur is a practical dreamer and does a lot of ground-work before taking a leap in his ventures. In other words, an entrepreneur finalizes an idea only after considering a variety of options, analyzing their strengths and weaknesses by applying analytical techniques, testing
their applicability, supplementing them with empirical findings, and then choosing the best alternative. It is then that he applies his ideas in practice. The selection of an idea, thus, involves the application of research methodology by an entrepreneur.

4. Development of Management Skills: The work of an entrepreneur involves the use of managerial skills which he develops while planning, organizing, staffing, directing, controlling and coordinating the activities of business. His managerial skills get further strengthened when he engages himself in establishing equilibrium between his organization and its environment. However, when the size of business grows considerably, an entrepreneur can employ professional managers for the effective management of business operations.

5. Overcoming Resistance to Change: New innovations are generally opposed by people because it makes them change their existing behavior patterns. An entrepreneur always first tries new ideas at his level. It is only after the successful implementation of these ideas that an entrepreneur makes these ideas available to others for their benefit. In this manner, an entrepreneur paves the way for the acceptance of his ideas by others. This is a reflection of his will power, enthusiasm and energy which helps him in overcoming the society’s resistance to change.
6. **Catalyst of Economic Development:** An entrepreneur plays an important role in accelerating the pace of economic development of a country by discovering new uses of available resources and maximizing their utilization.

**Problems of entrepreneurship development:**

The entrepreneurs are facing a number of problems in day to day work. There is also constant competition from their other counterparts of the society that makes things more difficult for them. The entrepreneurs of Marathwada as well as of Parbhani District also facing these problems along with others, such as:-

1. **Lack of confidence:** The first thing that stands as a barrier in the path of prospective entrepreneurs is the lack of confidence. This is mainly because of the prevalent competition from the other part of the country.

2. **Fear of failure:** In our society, to invest in a business and incur loss in it is a part of business cycle. But the same thing in case of an entrepreneur is regarded as an unproductive investment. Their ability is doubted at every stage. This degrades the morale of the entrepreneur.

3. **Finance:** Lack of funds is the major issue that stands in the way of emerging entrepreneurs. Financial institutions are reluctant to provide funds easily to the entrepreneurs. They are not confident on these entrepreneurs for return of the funds they would lend.
4. **Lack of knowledge:** To have the interest to start something new and innovative is the most important requirement for an entrepreneur. But to impart proper training to them is equally important. Lack of such awareness and initiatives on the part of the people and government and semi government agencies is a hindrance towards the full development of entrepreneurs.

5. **Lack of recognition and appreciation:** Most of the times, the entrepreneurs fail to continue as they fail to get the platform and opportunity. The appreciation that they deserve is not given to them. This may be due to lack of finance, publicity and marketing.

6. **Lack of adequate skill:** To be a successful entrepreneur, a person needs to have the interest and urge to achieve. Persons nowadays have the urge to be independent and stand on their own feet. But due to lack of formal entrepreneurial skills, their urge to achieve is left unutilized.

7. **Lack of opportunity of entrepreneurship training:** Entrepreneurs having the desire to achieve something on their own might not possess the required skills. It is not necessary that every entrepreneur will possess entrepreneurial skills. These skills are to be developed by proper training. But lack of initiative by NGOs and government for imparting training stands largely in the way of developing the aspiring entrepreneurs.
8. **Non-existence of organized markets:** There is not yet any organized market to sell the product produced by the entrepreneurs, so that they unable to secure remunerative price for their products. This is also one of the great problems faced by the entrepreneurs.

9. **Middlemen Share the cream:** Since most of the entrepreneurs have to depend upon the agents who collect the products from them, a handsome amount of commission pocketed by these agents or middlemen. As a result of this the entrepreneurs have been deprived of their real dues.

**Factors motivating to become entrepreneurs:**

There are various reasons for thinking innovatively in an underdeveloped economy and selecting entrepreneurship as the profession. It has been observed that the main objective of entrepreneurs in selecting their professions is to earn money. The other reasons behind selecting this profession by the entrepreneurs are:

- To continue family business.
- To be self-dependent.
- To fulfil the ambitions of self/parents/spouse.
- To utilize the one’s capacity.
- To secure self-employment.
- To improve status.
- Creation of employment opportunities.
- To utilize the locally available resources.
- Financial help to the family.
So what is required is the boosting of their morale and motivating them through financial and non-financial help.

**Evolution of EDP Movement in India:**

EDP movement in India is the continuation of the country’s efforts towards mitigating poverty and unemployment. Earlier, the policy makers have been emphasising promotion of small-scale industries. From the late sixties, this sector began to be viewed as an instrument for tapping the latent entrepreneurial potential of the country. It is a widely recognised fact that small scale entrepreneurs face a number of initial constraints while launching their ventures. It was thought that promotional packages would facilitate setting up of new ventures. Promotional packages consist of financial assistance, incentives, infrastructural facilities and technical and managerial guidance through a network of support organisations at the central, state and local levels.

The policy makers and planners soon realised that facilities and incentives though important, may not ensure adequate entrepreneurial response. It became increasingly evident that entrepreneurial growth required focus on human resources as well. They began to think in terms of fostering entrepreneurship through training interventions. Being the nerve centre of Indian entrepreneurship, it was quite natural that the initial steps in this direction were taken by industrial promotion agencies. The target group of the programme was people who had latent entrepreneurial traits in them. The initial programme was oriented towards business knowledge and skills i.e. setting up the venture, managing it and making profit out of it. Later, behavioural inputs
like Achievement Motivation Training became a regular feature of
the programme.

By the early seventies, EDPs which began as an experiment
in Maharashtra gained momentum at the national level. All India
financial institutions like Industrial Development Bank of India
(IDBI) took keen interest in the new initiative and invited the
attention of state governments to the significance of the Gujarat
experience. By then, the all India financial institutions had
established Technical Consultancy Organisations (TCOs) in almost
all the states. IDBI encouraged TCOs to conduct EDPs and
extended liberal financial assistance. The success of EDPs in
Gujarat encouraged the state government to establish the first
Centre for Entrepreneurship Development (CED) in Ahmedabad in
1979. CED produced impressive results in terms of enterprise
creation and this encouraged the All India financial institutions-
Industrial Development Bank of India (IDBI), Industrial Credit
and Investment Corporation of India (ICICI), Industrial Finance
Corporation of India (IFCI) and State Bank of India (SBI) to form a
national resource organisation for training, research and extension
in entrepreneurship.11

With the active support of Gujarat government, Entrepreneurship Development Institute of India (EDI-I) was
established in 1983. Government of India later set up two national
level resource organisations- National Institute of Entrepreneurship and Small Business Development (NIESBUD) at
New Delhi and Indian Institute of Entrepreneurship at Guwahati.
The promotional organisations of Government of India like
National Institute of Small Industry Extension and Training (NISIET) and Small Industry Service Institutes (SISI-now known as Micro, Small and Medium scale Enterprises Development Institute (MSME-DIs) also started conducting EDPs at the same time. These national level resource organisations have been quite active in research and development and have come out with new approaches in curriculum and training. They have been disseminating these among state-wise ED organisations. There are specialised trainers’ training programmes and those who successfully complete these training programmes are given accreditation.

The spread of EDP movement can be gauged by the state-wise number of EDPs conducted, trainees trained and financial assistance extended for conducting EDPS. Between 1978 and 1989 EDP movement achieved tremendous growth across the country. The number of EDPs conducted during the period and the number of trainees trained are 1,170 and 30,679. There is no uniformity across the states in the number of EDPs conducted or candidates trained. State of Kerala conducted maximum number of EDPs and maximum number of trained entrepreneurs in comparison with other states. It is in 1982 in Kerala the Centre for Management Development (CMD), Thiruvananthapuram in collaboration with CED Ahmedabad initially and later on with EDI-I Ahmedabad organised a number of programmes on Gujarat pattern. Later CMD along with Kerala Industrial Technical Consultancy Organisation (KITCO) conducted EDPs in all the districts in Kerala with the support of Department of Industries and Commerce, Government of Kerala, National Financial Institutions and major banks. Total
monitoring system was also in-built under the Chairmanship of Director of Industries and Commerce. EDP movement has been thus institutionalised during the last three decades. In most of the states specialised institutions known as Centre for Entrepreneurship Development or Institute of Entrepreneurship Development have been established. These institutions receive academic support from national resource organisations like EDI-I, NIESBUD and Indian Institute of Entrepreneurship. In Kerala CMD and KITCO were the institutions accredited for this purpose.12

**Entrepreneurial Development Programme (EDP):**

Entrepreneurial Development Programme means a programme conducted to help a person in strengthening his entrepreneurial motive and in acquiring skill and capabilities required for promoting and running an enterprise efficiently. A programme which is conducted with a motive to promote potential entrepreneurs, understanding of motives, motivational pattern, their impact on behavior and entrepreneurial value is termed as entrepreneurial development programme. There are a number of programmes which give information to the prospective entrepreneurs regarding new business idea, how to set up a new venture, how to prepare a project report, sources of finance etc. These programmes should not be confused with EDP; these are all a part of EDP.13

EDP is primarily concerned with developing, motivating entrepreneurial talent and understanding the impact of motivation
on behaviour. A well designed EDP envisages three tiered approach:
1. Developing achievement motivation and sharpening entrepreneurial traits and behaviour.
2. Guidance on industrial opportunities, incentives, facilities and rules and regulations.
3. Developing managerial and operational capabilities.

Importance Entrepreneurs are considered as agents of economic growth.

They create wealth, generate employment, provide new goods and services and raise the standard of living. EDP is an effective way to develop entrepreneurs which can help in accelerating the pace of socio-economic development, balanced regional growth, and exploitation of locally available resources. It can also create gainful self-employment. An EDP equips entrepreneurs and makes them competent to anticipate and deal with a variety of problems that any entrepreneur may have to face. It gives confidence to the entrepreneur to face uncertainties and take profitable risks. It prepares them to deserve and make good use of various forms of assistance. EDP can be beneficial in the following ways:

1. **Economic Growth:** EDP is a tool of industrialization and path to economic growth through entrepreneurship.

2. **Balanced Regional Development:** EDP helps in dispersal of economic activities in different regions by providing training and other support to local people.
3. **Eliminates Poverty and Unemployment:** EDPs provide opportunities for self-employment and entrepreneurial careers.

4. **Optimum use of Local Resources:** The optimum use of natural, financial and human resources can be made in a country by training and educating the entrepreneurs.

EDPs can provide the foundation for developing first generation entrepreneurs and bring in a total change in the mindset of the potential entrepreneurs. The course contents of EDPs generally consists of six inputs namely, general introduction to entrepreneurship, achievement motivation training, support system and procedures, market survey and plant visit, managerial skill, project preparation and feasibility study.

**Objectives of training to Entrepreneurs:**

1. Motivating potential candidates to transform from job seekers to job creators.
2. Influencing the potential candidates to take up entrepreneurship as their career.
3. Enabling potential candidates to acquire entrepreneurial qualities.
4. Helping the candidates to identify and exploit business opportunities.
5. Enabling the candidate to analyse the feasibility of a project.
6. Helping the candidate to prepare project report
7. Helping the candidates understand about the process and procedure involved in setting an enterprise.
8. Providing information about various institutions assisting the entrepreneurs in setting up the units.

9. Training the candidates to acquire technical and managerial skills to become an entrepreneur.

10. Helping the candidate to identify the pros and cons of entrepreneurship.

11. Bringing industrial development in the country and solving unemployment problem by transforming job seekers into job creators

**Stages in Entrepreneurial Development Programme:**

An entrepreneurial development programmes consists of 3 stages:

1. **Preliminary stage:** This stage mainly focuses on creating awareness about their entrepreneurial opportunities. It consists of activities and preparations required to organize and conduct training programs.

2. **Training and development hub:** The second stage is the training of the potential entrepreneurs. The training programmes which are mostly of six weeks duration, a package of training inputs is provided to the new entrepreneurs. The three main categories of training inputs are - Need for Achievement or Motivation training, Guidance in Business opportunities and support and Enhancing Management abilities.

3. **The Follow up:** The third stage is the follow up stage in which follow-up services are undertaken for various activities like:
(I) Follow-up on loan application for finance.
(II)Facilitating infrastructure such as, land, factory shed and power, etc.
(III) Trouble shooting.

This continuous flow of follow-up programmes simply aims at finding out the practical difficulties faced by the entrepreneurs while interacting with various financial and promotional agencies. This activity will provide encouragement to the entrepreneurs to continue their effort towards the achievement of their goal.

**Institutions Providing Training for Entrepreneurs:**

Some of the institutions, which support entrepreneurs in our country, are as follows:\(^4\)

2. National Small Industries Corporation Ltd. (NSIC)
4. Small Scale Industries Board (SSIB).
5. India Investment Centre (IIC).
6. Small Industries Services Institutes (SISIs).
7. District Industries Centres (DICs).
8. Industrial Estates.
9. National Institute for Entrepreneurship and Small Business Development (NIESBUD), New Delhi,
10. Central Institute of Tool Design (CITD), Hyderabad.
11. Central Tool Room and Training Centres (CTTC).
12. Central Institute of Hand Tools (CIHT)
14. National Institute of Small Industries and Extension Training (NISIET), Hyderabad
15. Technical Consultancy Organizations (TCOs)
16. Institute for Entrepreneurship Development (IEDs)
17. Centres for Entrepreneurship Development (CEDs)
18. Central Silk Board
19. The Coir Board
20. Entrepreneurship Development Institute of India (EDI), Ahmedabad.
23. Export – Import Bank of India (EXIM Bank)
24. Regional Rural Banks (RRBs)

**Maharashtra Center for Entrepreneurship Development (MCED):**

The establishment of the MCED was done for promoting qualities of entrepreneurship among young graduates. Balance in regional development is need of the time. Hence in order to develop their own entrepreneurs in the backward region MCED striving hard. The main purpose of establishing MCED was to undertake systematic efforts to accelerate entrepreneurship in the
state. Aurangabad being centrally located and easily accessible center all efforts was concentrated to establish MCED in Aurangabad. On 2nd October 1988 State Government established MCED central office in Aurangabad.15

MCED has been a pioneer in espousing social and economic entrepreneurship since 1988. It is a training institute in the core area of entrepreneurship development. It works as a facilitator and guide for the creation and cultivation of the entrepreneurial spirit and the concept of self-employment in a nation that is largely driven by third party employment. MCED has emerged as successful EDP training institute in the country and it has been now training other states. It has also sign MOU's with many European countries like Australia, Hengeri and Netherlands.

Benefits EDIs persons:

1. The assisted EDIs could build up needed infrastructure over the years in most cases.
2. Most institutes offer a ‘Learning environment’ to the course participants.
3. Library facilities are usually good. Some EDIs require facelift in this regard.
4. Majority of the EDIs offer good dormitory/hostel facilities with separate rooms for outside faculty.
5. Food served is good generally.
6. Seminar hall is available usually in every institute.
7. Classrooms are well-equipped with latest teaching gadgets.
8. Separate rooms are available for demonstration purpose/holding workshops.
9. Auditorium is available usually for holding conferences.
10. Board room is available separately.
11. Study visits to earlier-trained entrepreneurs' units are arranged. Displays of works of trainees are arranged occasionally.
12. Sometimes in-plant training is also given to enable the participants to gain hands-on-experience.
13. Spacious lawns and landscape gardens are available in some EDIs for having get-togethers periodically.
14. Trained persons stand to gain by setting up their own self-employment units or securing jobs elsewhere.

**Needs of Entrepreneurial Development Programmes:**

Entrepreneurial development programme (EDP) is an effective human resource development programme. This helps in removing unemployment, promotion of small-scale units, development of industrial regions, overall economic development programme etc. Entrepreneurship development programme is more necessary in the case of first generation entrepreneurs. They may not become successful unless a proper training is received. So, they need a continuous process of motivation. However, motivation is not an inherited but a personal quality. Through formal education, knowledge can be acquired. Entrepreneurs can solve many of their problems provided proper training is given to them. But, by joining in an entrepreneurial development programme, one cannot solve all these problems. It only gives confidence to the entrepreneurs and make them to face and solve variety of problems.
Entrepreneurial development is a systematic and organized effort. It becomes catalyst for developing industry and economic programmes. It is believed that through EDP, an individual can be developed, his outlook can be changed and his ideas can be converted into action. Besides these, increasing unemployment is the chronic problem of most of the developing countries. EDP’s can help the unemployed people to opt for self-employment and entrepreneurial careers. Several programmes such as National Rural Employment Programmes (NREP), Integrated Rural Development Programmes (IRDP), PMRY, DIC etc. are in operation in India. All these special schemes intend to eliminate the poverty and solve the problem of unemployment.16

Entrepreneurial development programmes have become imperative for exploiting vast untapped human skills and to channelize them into accelerating industrialization. Entrepreneurial development programmes are responsible for emerging entrepreneurial opportunities in various fields like electronic, handloom, food technology, packaging, carpentry work, motor cycle and lorry workshops, etc. Several institutions are engaged in conducting entrepreneurship development programme in India. Government of India at an early stage realized the importance of promoting new ventures particularly small-scale industries as a means of employment generation. Small Industries Development Organization was set up at the apex level to provide technical inputs and guidance to small industries. *Khadi and Village Industries Commission* were established to promote village industries. In 1984, Government of India set up National Institute of Entrepreneurship and small business. At the same time, IDBI
and other financial institutes set up Entrepreneurial Development Institutes of India (EDI). With the same objective NIESBUD and EDI have been conducting researches in entrepreneurship development programmes and imparting training to entrepreneurs. Other organizations, like State Bank of India (SBI), Entrepreneurial Motivation Training Centre in North-Eastern Region, Small Industries Extension Training Institute etc. are imparting training to entrepreneurs in India. Above all, the state and the central level promotional agencies have announced a series of fiscal and non-fiscal incentives, concessions and facilities for attracting new entrepreneurs to set up tiny, small, medium and ancillary industries in their region.\textsuperscript{17}

\textbf{Future of Entrepreneurship:}  
Technology plays a crucial role in the future of entrepreneurship. Entrepreneurs have the chance to do both strategic planning and administrative work for their business. They can get involved in all sides of their business because the Internet makes it possible to do so. The future of entrepreneurship could involve high-performing entrepreneurs rather than people working for huge, faceless organizations. The Internet and especially social media tools makes it possible to turning passion into a thriving business, and that anyone can create a personal brand and leverage it worldwide through technology.\textsuperscript{18}

Further, that entrepreneurs need to get up to speed with the latest innovations in business. Managers, entrepreneurs and other business-driven people simply cannot compete in today’s market if they do not adopt the right tools. Social media, for instance,
indispensable to any business, in any industry, as it offers a range of business benefits both internally, within a company, and externally, between a company and other nodes of the business, such as clients or suppliers. It will also moving from an era of multinational businesses to one of the global small business. This means that anyone, wherever that person is located, can build a successful business if online tools are properly optimized. As the Internet revolution advances, so does entrepreneurship. With constantly new and easier ways to build business, succeeding in this new era is a matter of having two things: Internet and a device that gives you access to it. Once an entrepreneur is in possession of these two, it is a matter of learning and mastering the different tools available online to turn your idea into a thriving business.

Maharashtra State:

Maharashtra is the second largest State in India in terms of population and geographical area (3.08 lakh sq.km) of the country. The state has actual population of 112,372,972 (as per 2011 Census which is 9.29 per cent share of total population of India). The State has 35 districts which are divided into six revenue divisions viz. Konkan, Pune, Nashik, Aurangabad, Amravati and Nagpur for administrative purposes. The State has a long tradition of having statutory bodies for planning at the district. For local self-governance in rural areas, there are 33 Zilla Parishads, 355 Panchayat Samitis and 27,993 Gram Panchayats. The urban areas are governed through 23 Municipal Corporations, 222 Municipal Councils, 4 Nagar Panchayats and 7 Cantonment Boards. Mumbai, the capital of Maharashtra and the financial capital of India, houses the headquarters of most of the major corporates &
financial institutions. India’s main stock exchanges & capital market and commodity exchanges are located in Mumbai.¹⁹

Maharashtra has always led the country’s industrial development scenario and continues to attract the largest quantum of investments, both domestic and foreign. The State has established strengths in every sector including engineering, automobiles and auto components, chemicals, drugs and pharmaceuticals, textiles, information technology and biotechnology. It offers the finest infrastructure, excellent educational facilities, quality trained manpower, a professional work ethic and a conducive business environment.

Mumbai is the financial, commercial and entertainment capital of India. The increased entrepreneurial activities of the state are due to the presence of technology and business hubs in Pune and Mumbai. IIT-Bombay e-cell is one of the largest business incubators of the country set up in an educational institute. The state gives many incentives for backward regions ranging from power tariff subsidy to tax refunds for MSMEs. It invests up to INR 5 lakh crore with employment generation for 20 lakh people.

Maharashtra Centre for Entrepreneurship Development is an autonomous body under the Department of Industries, which has 8 different offices across the state. The MCED offers entrepreneurship training programs and other scheduled sessions focused on banking, agri-tech, food processing and others across different districts throughout the year. Among other incentives offered are exemptions from stamp duty on the purchase of land,
partial reimbursement of equipment purchased for power and water conservation, rebate on expenditure on energy and water audit.

**Marathwada Region:**

Marathwada’s Aurangabad, Jalna, Parbhani, Hingoli, Nanded, Osmanabad, Beed and Latur together form the Aurangabad division and are culturally well tied, all of them being from the erstwhile State of Hyderabad. The region is rocky and dry with low and uncertain rainfall, large landholdings and some landlessness. Marathwada is under development in Maharashtra in its numerical strength, the population of the Marathwada is unique. The languages, manners, costumes, dresses and modes of living have made the region attractive from the standpoint of human studies. The region professes almost all-major religions of the country. Marathwada has its hoary past. It has been the cradle of civilization art, architecture and culture represented by ‘Ajanta’ & ‘Ellora’. The Bombay-Pune, the birthplace of modern industrial system was inhabited by entrepreneurs, while Marathwada was known for its undeveloped economy till the beginning of nineties.

In recent developments the industrial growth is much faster like the most famous is the Bajaj Auto Plant at Waluj, near Aurangabad. Others are the factories of Videocon (television), Garware Polyester, Colgate (toothpaste), Crompton Greaves, and Wockhardt. The SKODA cars; AUDI cars are being manufactured at Aurangabad, the most prominent city in Marathwada, also Hindalco, Parle, Siemens, Radico, etc big companies have started their major projects. Videocon and sterlite are already in production of TVs, AC Units, Refrigerators, Washing Machines, etc by Videocon and Fibre optic cables from sterlite. All these products are being exported all over the
world. Cotton farming for about seven months in a year, otherwise there is nothing. The geographical information is provided in the following table.

### Table 1.01:

**Geographical Information of Marathwada.**

<table>
<thead>
<tr>
<th>Sr. No.</th>
<th>Name of District.</th>
<th>Geographical Area (Sq.K.M.)</th>
<th>Talukas</th>
<th>Vilages</th>
<th>Population Census -2001</th>
<th>Literacy Rate</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>Male</td>
<td>Female</td>
</tr>
<tr>
<td>1</td>
<td>Aurangabad</td>
<td>8,900</td>
<td>9</td>
<td>1,250</td>
<td>15,21,632</td>
<td>13,98,916</td>
</tr>
<tr>
<td>2</td>
<td>Beed</td>
<td>11,085</td>
<td>12</td>
<td>1,269</td>
<td>11,20,664</td>
<td>10,39,177</td>
</tr>
<tr>
<td>3</td>
<td>Hingoli</td>
<td>5,521</td>
<td>5</td>
<td>662</td>
<td>5,05,188</td>
<td>4,81,529</td>
</tr>
<tr>
<td>4</td>
<td>Jalna</td>
<td>7,405</td>
<td>8</td>
<td>956</td>
<td>8,25,977</td>
<td>7,86,380</td>
</tr>
<tr>
<td>5</td>
<td>Latur</td>
<td>7,304</td>
<td>10</td>
<td>936</td>
<td>10,74,321</td>
<td>10,03,916</td>
</tr>
<tr>
<td>6</td>
<td>Nanded</td>
<td>10,528</td>
<td>16</td>
<td>1,580</td>
<td>14,76,301</td>
<td>13,91,857</td>
</tr>
<tr>
<td>7</td>
<td>Usmanabad</td>
<td>7,510</td>
<td>8</td>
<td>722</td>
<td>7,62,947</td>
<td>7,09,309</td>
</tr>
<tr>
<td>8</td>
<td>Parbhani</td>
<td>5,520</td>
<td>9</td>
<td>1,480</td>
<td>0</td>
<td>0</td>
</tr>
</tbody>
</table>

**Entrepreneurship Development in Marathwada Region:**

Marathwada region is one of the economically backward in Maharashtra. The development of entrepreneurship in Marathwada region is very less and this is the principal cause of backwardness of the Marathwada region. In the initial stage of the economic development entrepreneurs have less initiative and drive and as economic development proceeds they become more innovating and enthusiastic. The economic history of the presently developed countries to fact that the economy is an effect for which entrepreneurship is the cause. The crucial role displayed by the entrepreneurs in the development of western countries is quite significant and enthusiastic entrepreneurs fully explore the potentialities of the country’s available resources. Rural women entrepreneurship in Marathwada region is most undeveloped. It is
one of the causes of backwardness of this region. The development of any region depends on qualitative skill a successful effective entrepreneurship. There is most important need to expand the infrastructural facilities in rural area which can help to create industrial environment in rural area. It also helps to balanced development of this region.

The Government development agencies and institutions have made serious attempts to undertake the task of rural women entrepreneurship promotion in the State. From the data available from District Industrial Centers of Marathwada and discussed follows we come to know that importance is given to institutional assistance to accelerate development of the rural as well as backward areas and creation of large scale employment through entrepreneurship. It is observed that several organizations are engaged in the process of development of rural women entrepreneurs in Marathwada region to make it the best industry facilitator state in the country. The role that has been assigned to the promotional institutions for the growth and development of rural women entrepreneurs has been carried out in its proper perspectives. This encourages the rural women entrepreneurs to expand their horizon of opportunities.

**Parbhani District Profile:**

Parbhani, earlier also known as ‘Prabhavatinagar’, is one of the Eight districts in the Marathwada region of Maharashtra State. This entire Marathwada region, a district geographical region, was a part of the erstwhile Nizam State; later a part of Hyderabad State; after reorganization of states in 1956 it became a part of the
then Bombay state; and from 1960 onwards it is part of the present Maharashtra state. Parbhani district lies between 18.45 and 20.10 North Latitudes and 76.13 and 77.39 East Longitude. District Geographical Area 6355 (Sq.km) The district is bounded on the north by Hingoli district. On the east by Nanded district, on the South by Latur and on the West by Beed and Jalna districts. The state capital of Mumbai is to the west; Parbhani is well connected by road to other major towns in Maharashtra and also in the neighbouring state of Andhra Pradesh.

District Industries Centre is responsible for promoting industrial development and employment generation through Industries. Besides DIC, Other agencies like NSIC Aurangabad, MIDC, MSSIDC, KVIB, MCED, and MITCON are working hand in hand for the development of this District. The State, from time to time implementing industrial policies with objective of creating a level - playing field for free and fair competition and robust industrial growth across the region. Special emphasis has been laid on the development of adequate and quality infrastructure in districts. Development of industrial corridors, Textile parks, Food Parks and Cluster development in near future will create excellent infrastructure and investment opportunities in the district which in future may help flourishing economy.

Administratively the district is divided 2 Sub Divisions namely Parbhani, Sailu, Parbhani district has 9 Tehsils viz. Parbhani, Purna, Palam, Gangakhed, Sonpeth, Sailu, Pathri, Manwat and Jintur. At the District level, Collector is the Administrative Chief and at Tehsil level, Tehsildars are looking
after the administration as per Collector’s instructions. For Rural development, Chief Executive officer of Zilla Parishad and at block level, Block Development Officers are in charge of the administration. Municipal Councils for other Tehsils are responsible for urban development of all the Tehsils. There are 9 Panchayat Samities and 8 Nagar Palikas and 1 Nagar nigam. There are 4 assembly areas in this district.

The total population of Parbhani district is 10,42,529, of which 70.4 per cent lives in rural areas, which is higher than the State average for rural population. SCs and STs constitute 10.4 per cent and 2.6 per cent respectively. The literacy rate is 55.15 per cent, which is below the national and the state literacy levels. The female literacy rate (43.59 per cent) is also below the state and national average. The male literacy rate, however, is comparatively higher and stood at 66.23 per cent. The district has poor educational facilities when compared to other districts of Maharashtra. Gender differentials in literacy are noticeable across the tehsils of Parbhani.

- **Demography:** As per Census 2011, Parbhani district has a population of 18.35 lakh persons (1.6 per cent) of the State population. While 51 per cent of the population in the district is in working-age group (15 to 59 years), about 36 per cent is actually working i.e. work participation rate. The district’s literacy rate is 75.22 per cent, which is lower than the State average of 82.91 per cent but higher than the All-India average of 74 per cent. The district has a total workforce of about 6.64 lakh persons. Of this, 39 per cent are cultivators,
37 per cent are agricultural labourers, one per cent is workers in household industry and 23 per cent are other workers.

- **Economy:** As of 2011-12, Parbhani district had Gross District Domestic Product (GDDP) in Maharashtra at Rs. 9,424 crore (0.92 per cent of the Gross State Domestic Product). It ranks as 26th out of the total 35 districts in the state. As of 2009-10, primary sector’s contribution was 28 per cent, secondary sector’s contribution was 21 per cent and tertiary sector’s contribution was 51 per cent.

- **Agriculture:** Parbhani is primarily an agrarian district where agriculture provides means of livelihood to 76 per cent of the population. Crops are cultivated in two seasons namely Kharif and Rabi. The key crops cultivated are cotton, sorghum, soybean, green gram, black gram and pigeon pea. Cotton has the maximum land under cultivation (34 per cent) followed by sorghum (16 per cent) and soybean (11 per cent). The soils are mostly black varying in texture from clay to clay loams. Sandy loam soils are present in hilly areas. While lighter soils suit kharif crops like jowar, bajri, groundnut, etc., deep soils are favourable to rabi crops like cotton, jowar, and gram.

- **Industry:** It is an industrially backward district with hardly any industries present in the district. In the vision statement for the next five years the district administration is focusing on Cotton industries, Dal mill and oil mills. The industrial activity is also present in terms of small and micro cotton
and ginning oil mills. There are 84 small and micro units at present. The expanding market for milk and milk products and short gestation are encouraging the entrepreneurs to take up this activity on commercial line as the supply is 1.5 lakh liters every year and demand is 6 lakh liters.

- **Services:** As mentioned earlier, services account for 51 per cent of GDDP in Parbhani district. Of all the services, the key services in the district are of ‘Trade, Hotels and Restaurants’ accounting for 18 per cent followed by ‘real estate, ownership of dwellings, business and legal services’ accounting for 11 per cent.

- **Skill mapping:** Based on our field surveys in Parbhani district, it was found out that sectors where skilling interventions are required are agriculture and allied sectors as more than 80 per cent of the population is dependent on agriculture and allied industries. In addition, skilling interventions can take place in the textiles and clothing sector, Agriculture, Auto and Auto component, Banking and Financial Services, Insurance Building, Construction industry and Real Estate services Chemicals & Pharmaceuticals Construction, Materials and Building Hardware, Education and Skill Development Services, Electronics and IT hardware, Dal Mills, Furniture and Furnishings, Gems and Jewellery, Healthcare Services, IT & ITES Leather and Leather goods Media and Entertainment, Organized Retail Textile and Clothing Transportation, Logistics, Warehousing and Packaging Tourism, Travel,
Hospitality & Trade Unorganized sector. The shortlisted sectors are at different stages of development and market evolution. Based on that, each one of them has separate skill requirements. While some require only skill up-gradation, some require new skills and even specialty skills.\textsuperscript{21}

**Table No. 1.02:**

**Industrial Profile of Parbhani District.**

<table>
<thead>
<tr>
<th>Sr.</th>
<th>Particulars</th>
<th>No’s</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Registered Industrial Units.</td>
<td>814</td>
</tr>
<tr>
<td>2</td>
<td>Medium and Large Industrial Units.</td>
<td>07</td>
</tr>
<tr>
<td>3</td>
<td>Average No. of daily workers employed in Small Scale Industries.</td>
<td>10,133</td>
</tr>
<tr>
<td>4</td>
<td>Employment in Medium and Large industrial Units.</td>
<td>2,139</td>
</tr>
<tr>
<td>5</td>
<td>No. of Industrial Area.</td>
<td>03</td>
</tr>
</tbody>
</table>

Source: Brief Industrial Profile of Parbhani District.

**References:**


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