



Entrepreneurial Development in India

Presented by: Prof. Tapas Kr. Mondal



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EVOLUTION OF ENTREPRENEURSHIP

Entrepreneurship is one of the four mainstream economic factors— land, labour , capital and entrepreneurship. During 14th century, references speak about tax contractors— individuals who paid a fixed sum of money to a government for the license to collect taxes in their region. Known as tax contractors they used to take the risk of collecting taxes. If they collected more than the sum paid for their license , they made profits and kept the excess. The concept of entrepreneurship of was existing in 17th century and was a common topic in economic essays for much of the 18th and 19th centuries.

GROWTH OF ENTREPRENEURSHIP IN INDIA

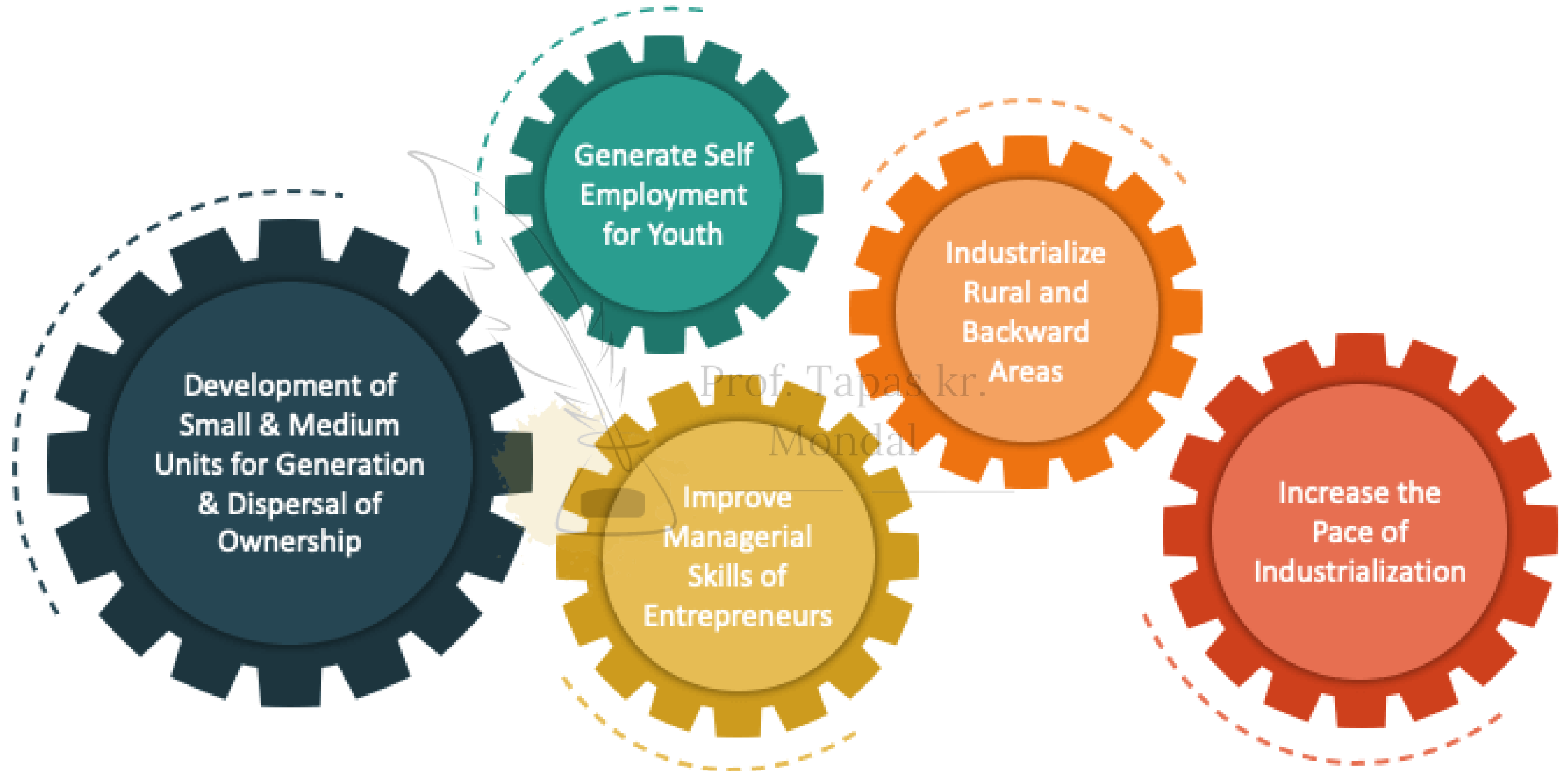
- Post independence, India has seen the entrepreneur evolve in different roles. The modern entrepreneurs are wealth creators, communicators, entertainers etc. The third millennium rightly belongs to Indian Entrepreneurs.
- With liberalization setting in, it was bound to be sooner, rather than later, that a new business class emerged.
- We could never imagine Entrepreneurs like, Narayan Murthy, Azim Premji, Dhirubai Ambani, Laxmi Mittal etc., before the new economic policy of 1991.
- Thus, the economic policy of 1991 was a major break through for the Entrepreneurship aspect of India.



Figure 13.5 Objective of Entrepreneurial Development Programmes (EDP)

ENTREPRENEURSHIP DEVELOPMENT PROGRAM (EDP)

Objective of EDP





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FORMATION

Mission > Vision > Strategy

- Idea and co-founder team formation
- What, to whom, why and how?

VALIDATION

Lean Startup

Minimum Viable Product
Validate / Iterate (or pivot)

GROWTH

Scale Up

Establish & Strengthen

Processes & KPI's

Business

-2

-1

0

1

2

3

Levels of validation

Problem / Solution Fit

Vision / Founders Fit

Product / Market Fit

Business Model / Market Fit

Ideating

Entrepreneurial ambition and/or potential scalable product or service idea for a big enough target market. Initial idea on how it would create value. One person or a vague team; no confirmed commitment or no right balance of skills in the team structure yet.

Concepting

Defining mission and vision with initial strategy and key milestones for next few years on how to get there. Two or three entrepreneurial core co-founders with complementary skills and ownership plan. Maybe additional team members for specific roles also with ownership.

Committing

Committed, skills balanced co-founding team with shared vision, values and attitude. Able to develop the initial product or service version, with committed resources, or already have initial product or service in place. Co-founders shareholder agreement (SHA) signed, including milestones, with shareholders time & money commitments, for next three years with proper vesting terms.

Validating

Iterating and testing assumptions for validated solution to demonstrate initial user growth and/or revenue. Initial Key Performance Indicators (KPI's) identified. Can start to attract additional resources (money or work equity) via investments or loans for equity, interest or revenue share from future revenues.

Scaling

Focus on KPI based measurable growth in users, customers and revenues and/or market traction & market share in a big or fast growing target market. Can and want to grow fast. Consider or have attracted significant funding or would be able to do so if wanted. Hiring, improving quality and implementing processes

Establishing

Achieved great growth, that can be expected to continue. Easily attract financial and people resources. Depending on vision, mission and commitments, will continue to grow and often tries to culturally continue "like a startup". Founders and/or investors make exit(s) or continue with the company.

Organization

Startup Development Phases - from idea to business and talent to organization.

Target Groups



01

Technical and other
qualified persons

02

Ex-Servicemen

03

Business executives

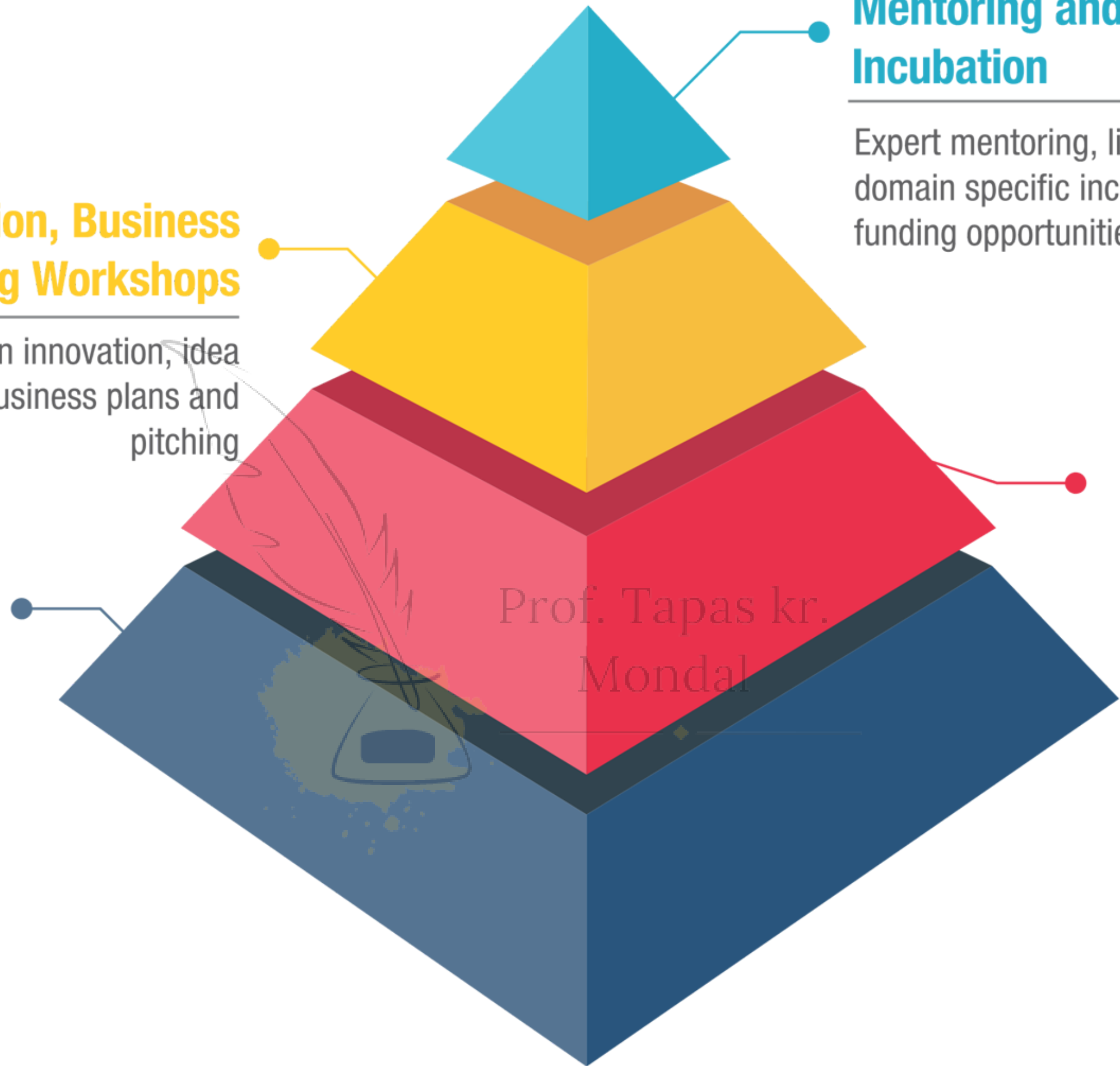
04

Women entrepreneurs

05

S.C. and S.T., entrepreneurs





Mentoring and Incubation

Expert mentoring, linkage to domain specific incubators and funding opportunities

Ideation, Business Planning Workshops

Workshops on innovation, idea generation, business plans and pitching

Entrepreneurship Development Training

Intensive 5 days full time training program on entrepreneurship development

Entrepreneurship Awareness Campaigns

Mass entrepreneurship Awareness among students in higher education institutions

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01

Start Up India Initiative

02

eBiz Portal

03

Atal Incubation Centre (AIC)

04

Scheme of Support for
International Patent Protection
in Electronics & Information
Technology (SIP-EIT)

05

MUDRA banks

Multiplier Grants Scheme (MGS)

06

Credit Guarantee Fund Trust
for Micro and Small Enterprises

07

Software Technology Park
(STP)

08

NewGen Innovation and
Entrepreneurship Development
Centre

09

Dairy Processing
and Infrastructure Development
Fund (DIDF)

10

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सत्यमेव जयते

MSME

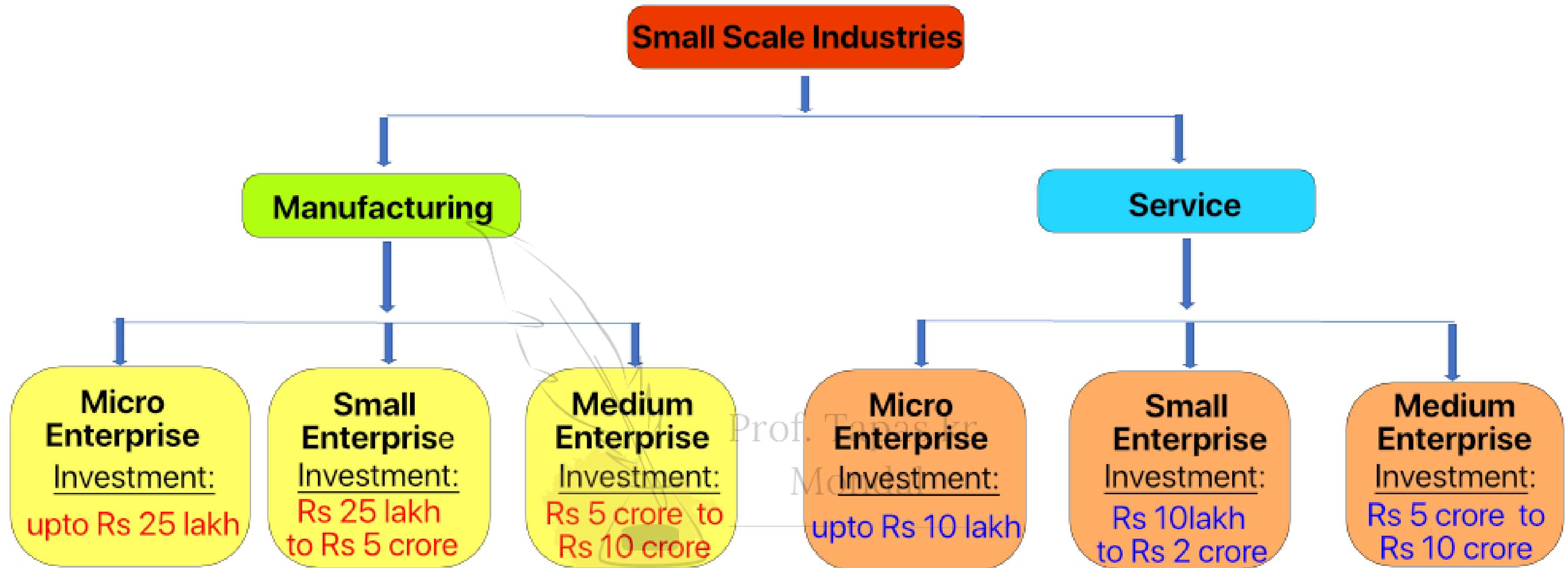
MICRO, SMALL & MEDIUM ENTERPRISES

सूक्ष्म, लघु एव मध्यम उद्यम

OUR STRENGTH • हमारी शक्ति

Ministry of MSME, Govt. of India

Classifications in SSI sector



Small-scale Industries Board (SSI Board)

- Constituted in 1954 to facilitate the coordination and inter-institutional linkages for the development of SSI sector
- The Board is an apex advisory body constituted to render advice to the government on all issues pertaining to the SSI sector
- The office of the Development Commissioner (Small-Scale Industry) serves as the secretariat for the board
- The Board operates broadly in the following areas:
 - Policies & programs
 - Development of industries in specific region like Northeast
 - Ancillary development, quality improvement, mktg. assistance
 - Credit facilities, taxation and modernization
 - Industrial sickness



STARTUP
INDIA
STAND UP INDIA



Mudra Yojna

Pradhan Mantri Mudra Yojana is a government scheme in India aimed at providing financial assistance to small and micro enterprises enterprises. The scheme offers loans up to Rs 10 lakh to eligible startups and entrepreneurs. One can apply for these government schemes online through their respective portals. This is one of the most used government schemes for entrepreneurs in India.



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Upcoming Events

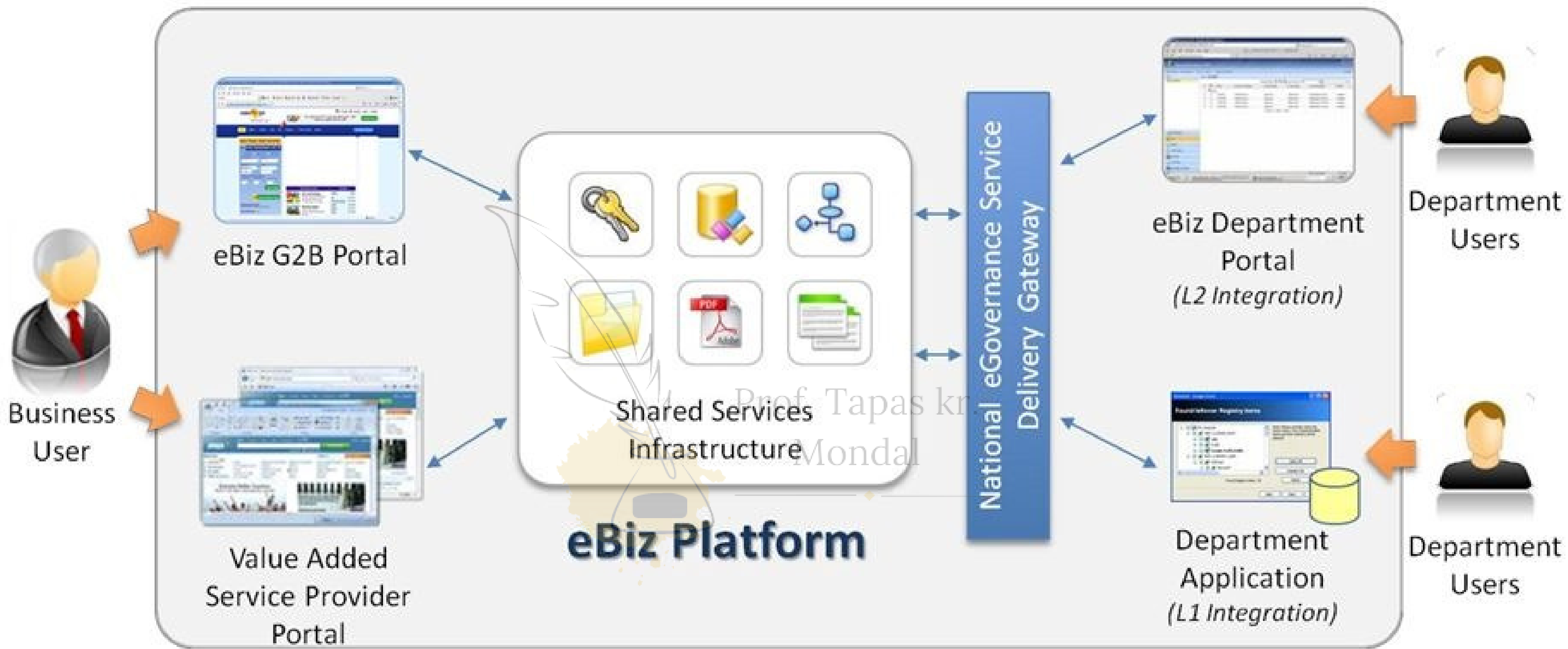
Friday

20

February

February						
S	M	T	W	T	F	S
1	2	3	4	5	6	7
8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28
1	2	3	4	5	6	7
8	9	10	11	12	13	14
2011		2015	2016			

No events for the day selected



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PANAGARH INDUSTRIAL PARK



BENGAL
MEANS
BUSINESS



BENGAL
MEANS
BUSINESS

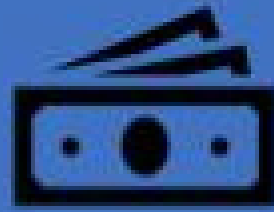


Functions of Management



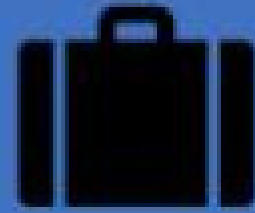
Objectives

Foreign Investments



Attraction of Foreign Direct Investments (FDI)

Employment



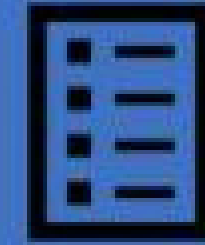
Alleviation of widespread unemployment

Economic Reform



Support of an expansive economic reform strategy

Policy-testing



Sandboxes to "play" with new economic policies

Special Economic Zone (SEZ)

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Positive Impacts of SEZ

To Nation

- World class business environment
- Increased FDI
- Higher economic growth
- Infrastructural development
- Export growth
- Employment opportunities
- Exposure to technology and global markets.

To Business houses

- Hassle free operating environment
- Single window clearance
- Simplified procedure for setting up business, compliance procedure with self certification
- Duty free import
- Tax exemption – VAT, CST, ST, other levies
- External commercial borrowings
- 100% profit repatriation from export earnings

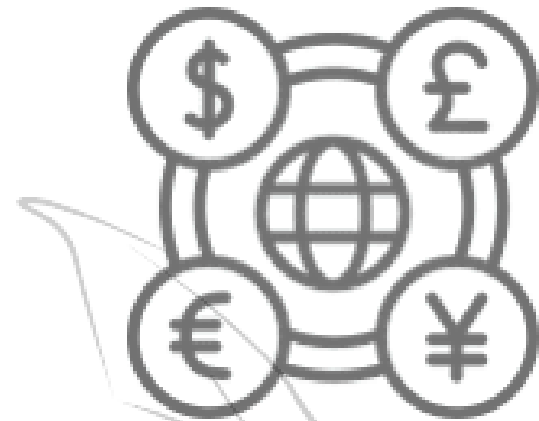
To people

- Employment opportunities
- Impact on lifestyle and standard of living
- Business infrastructure combined with social facilities
- Better work culture, good education, leadership vision

Advantages of Special Economic Zone (SEZ)



Increase in foreign direct investment



Increase in foreign exchange earnings



Employment creation



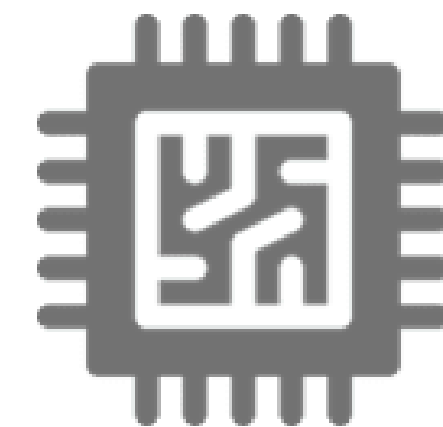
Experiment new policies



Increase in exports



Economic growth



Technology dissemination

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ENTERPRISES

1

- **Financial assistance**

2

- **Technical assistance**

3

- **Marketing assistance**

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Characteristics of Small Scale Industries

- Adaptability
- Labour Intensive
- Managed by a single individual
- Export contribution
- Localised operations

Low gestation period

- Decentralization of economic power
- Production methods



Gestation period can be stated in general terms as period in which firms achieve profitability and a steady income is generated through the business activities. Small scale industries can be set up in a small period of time and they can increase the production at a fast pace. Thus, they have a low gestation period. The capital of the entrepreneur does not remain blocked for a longer period of time



SMALL INDUSTRIES DEVELOPMENT BANK OF INDIA



Introduction

- The Government of India set up the SIDBI under a special Act of the Parliament in October 1989.
- SIDBI commenced its operations from April 2, 1990 with its head office in Lucknow.
- SIDBI has been setup as a wholly owned subsidiary of IDBI.
- Its authorised capital is Rs.250 crore with an enabling provision to increase it to Rs.1000 crore.
- It is the apex institution which oversees, co-ordinates & further strengthens various arrangements for providing financial and non-financial assistance to small-scale, tiny, and cottage industries.

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SSIDC

..... *stands for*

Small Scale Industries development Corporation

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4. State Small Industries Development Corporation (SSIDC)

SSIDC cater to the needs of the **small, tiny, & village industries** in the state\union territories concerned.

Various Activities Undertaken By them:-

- (i) Supply of machinery
- (ii) Raw material procurement & distribution
- (iii) Marketing assistance
- (iv) Seed capital assistance
- (v) Construction of Industrial estates.

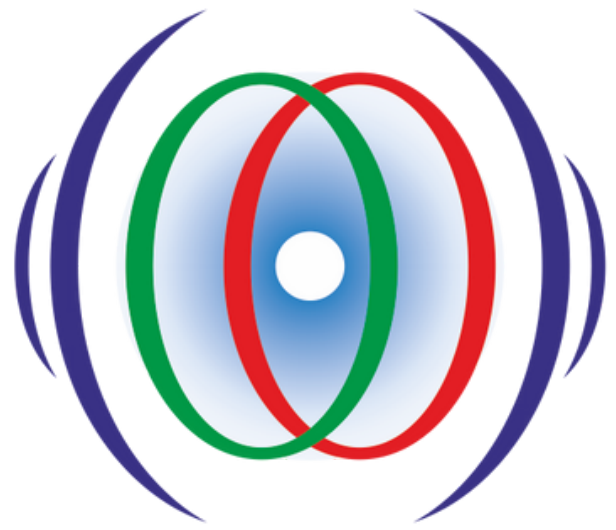
IV. OTHER AGENCIES

1. Housing & Urban Development Corporation (HUDCO)

Established in **1980**, **HUDCO** provides assistance in creating infrastructures for the **SSI** sector. **HUDCO** also undertakes **research and promotes** the building material industry.

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SCITECH PARK

SCIENCE AND TECHNOLOGY PARK

Supported by NSTEDB, Dept. of Science & Technology, Govt. of India

A Satellite Centre for Policy Research

Park (STEP)

- The Science & Technology Entrepreneurs Park (STEP) programme was initiated to provide a re-orientation in the approach to innovation and entrepreneurship involving education, training, research, finance, management and the government. A STEP creates the necessary climate for innovation, information exchange, sharing of experience and facilities and opening new avenues for students, teachers, researchers and industrial managers to grow in a trans-disciplinary culture, each understanding and depending on the other's inputs for starting a successful economic venture. STEPs are hardware intensive with emphasis on common facilities, services and relevant equipments.

Thank You



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