

**ACCREDITATION PROGRAMME FOR ENTREPRENEURIAL  
MOTIVATIONAL TRAINERS (*First Phase*)**

*(17 - 22 July 2006)*

Entrepreneurial Motivation Training (EMT) has been one of the most important inputs in developing individuals as an enterprising person. The training in Entrepreneurial Motivation, besides increasing need for achievement of potential entrepreneurs also helps them developing coping ability, tolerance to ambiguity and influencing capability. Subsequently this training as a part of total Entrepreneurship Development Program further increases the receptivity of participants regarding inputs relating to Enterprise Launching and Management. Accordingly the role of the EMT has been crucial. The role of motivation has further been observed very significant for sustaining entrepreneurship. The existing entrepreneurs are often found stagnating, sick and lacking initiative for growth. Motivational intervention may be needed for initiating growth and development of the enterprise. The EMT training therefore will be ideally suited for such motivational trainers, counselors, consultants and existing entrepreneurs, as well.

There is an acute shortage of trained trainers in the field of Entrepreneurial Motivation Training. This is partly because the EMT Trainer has to acquire training ability and capability through very rigorous methods of self-experiencing. Further, this requires experience in process training, which comes through laboratory method of training.

NIESBUD started Accreditation Courses for EMT Trainers during 85 with added emphasis on sustaining entrepreneurship. This programme has proved to be useful interventions for the participants as they not only internalize the concept of entrepreneuring but also develop people around them towards achieving results.

***Objectives, Fee Structure and Nomination Form on following pages***

## OBJECTIVES

The specific objectives of the Programme :

- To enable the participants internalize the concept and process of entrepreneurial Motivation training to adapt to varying audience and situation;
- To internalize the concept of achievement syndrome and its application with performance.
- To provide ability and competence to plan and conduct Motivational training;
- To develop competence for using EMT exercise for selection of potential entrepreneurs/Managers
- To raise ability for motivational intervention for growth.

### Phase I

This is for five days during covering; self-awareness' motivation concept & experience; motivation arousal; sense of efficacy; providing skill & insight in group processing; planning and performing EMT trainer's role etc. This phase will also include cognitive input necessary to understand the dynamics of EMT training and its relevance to EMT.

### Phase II

During this phase, the participants are expected to conduct two EMT labs in their respective organizations with the help and guidance of a faculty. They are required to write about their experience and will spend at least two months after completion of phase – I, to gather field experiences in dated training or other behavioral training.

### Phase III

After completing the requirement of Phase-II, participants will be called back to NIESBUD for a week to share their experience and clearing the doubts, if any. This phase will help them internalize the earlier process through reflection and discussion with the trainers. On the last day successful trainers will be formally accredited by NIESBUD.

## FEE STRUCTURE

The Fees structure for Phase I is as under:

Residential	-	Rs. 10,000/-	Non-Residential	-	Rs.7,500/-
Self Sponsored	-	Rs. 5500/- (Non-Residential) & Rs. 8000/- (Residential)			

**NOMINATION FORM**

**NIESBUD (NOIDA)**

**Accreditation Programme for Entrepreneurial Motivation (First Phase), 17-22July' 06**

*To be filled in by the sponsoring organization and sent to :*

**Training Officer,  
National Institute for Entrepreneurship & Small Business Development (NIESBUD)  
A-23, Sector 62, Institutional Area, Phase II) Noida – 201 301. (U.P.)  
Phone :91-120- 240 3051-53, 59, 60 Fax No. 2403057, 2403062  
E-mail : [ritasengupta@yahoo.com](mailto:ritasengupta@yahoo.com)**

**1. Sponsoring Organization**

- a. Name : \_\_\_\_\_
- b. Postal Address : \_\_\_\_\_
- c. Telegraphic Address : \_\_\_\_\_
- d. Telephone No. : \_\_\_\_\_  
Fax No. \_\_\_\_\_

**2. Particulars of person nominated for the programme**

- a. Name \_\_\_\_\_
- b. Designation \_\_\_\_\_
- c. Addresses \_\_\_\_\_  
Office \_\_\_\_\_  
Residence : \_\_\_\_\_
- d. Phone Office \_\_\_\_\_ Residence \_\_\_\_\_
- e. Qualification \_\_\_\_\_

**3. Particulars of remittance of fee Rs. 10000/- (Residential) Rs. 7,500/- Non-Residential. Self sponsored Rs. 5,000/- (Non-residential)Rs.8000 (Residential) Cash/ DD Drawn on \_\_\_\_\_**

**4. Signature of the sponsorer \_\_\_\_\_  
Designation \_\_\_\_\_**