

## INDIVIDUAL COURSE DETAILS

A. Name of the Institute	National Institute for Entrepreneurship and Small Business Development (NIESBUD)
B. Name/Title of the Course	<b>Trainers' Training on Promotion of Self Employment and Skill Development (TT-PSESD)</b>
<p>C. Course Dates with Duration in Weeks</p> <p><i><b>[note: dates may be fixed keeping in mind festivals, holidays, weather conditions, availability of accommodations, etc. No request for change in dates, once approved/ circulated will be entertained]</b></i></p>	<p>From 20 March 2017 – 21 April 2017</p> <p>5 Weeks / 1 Month</p>
<p>D. Eligibility Criteria for Participants</p> <ol style="list-style-type: none"> <li>1. Educational Qualifications</li> <li>2. Work Experience required, if any</li> <li>3. Age Limit</li> </ol> <p><i><b>[note: ITEC norms is 25-45 years]</b></i></p> <ol style="list-style-type: none"> <li>4. Target Group <i>[Level of participants and target ministries/departments etc. may be indicated]</i></li> </ol>	<p>I) 'A' Level or Equivalent <b>The medium of instruction being English, adequate knowledge of English is necessary for effective participation.</b></p> <p>II) Sufficient experience in the area of Entrepreneurship Education, Human Resource Development, Management, Self Employment and Small Business Development and working in Government, Non-Government Organizations, Universities, Business, Schools, Colleges, Banks etc.</p> <p>III) 25-50 Years</p> <p>(IV) The programme is suitable for the Officials, Directors, Executives, Consultants engaged in Entrepreneurship Education, Human Resource development, Management, Self Employment and Small Business Development working in Government, Non-Government Organizations, Universities, Business, Schools, Colleges, Banks etc.</p>
E. Aims & Objectives of the Course	<p>The Programme has been designed to:-</p> <ul style="list-style-type: none"> <li>• Understand the Process of Entrepreneurship Development for Self-Employment</li> <li>• Develop skill in sensing and selecting appropriate project</li> </ul>

	<ul style="list-style-type: none"> <li>• Understand the institutional networking for self employment</li> <li>• Acquire ability and capability for setting up an enterprise and to manage it successfully</li> <li>• Develop an action plan to use learning in back home situation</li> </ul>
<p>F. Course Contents / Syllabus <i>[please attach course details / profile]</i></p>	<p><b><u>COURSE CONTENTS</u></b></p> <p><b>Entrepreneurship for Self Employment</b></p> <ul style="list-style-type: none"> <li>- Need &amp; scope of entrepreneurship development</li> <li>- Different approaches of entrepreneurship for self employment</li> <li>- Entrepreneurship &amp; skill development</li> <li>- Developing skilled manpower</li> <li>- Cluster Development</li> </ul> <p><b>Entrepreneurial Competencies for Self-Employment</b></p> <ul style="list-style-type: none"> <li>- Motivating youth for self employment as career option</li> <li>- Understanding behavioural competencies for self-employment</li> <li>- Developing behavioural competencies for self-employment</li> <li>- Achievement planning for success in business</li> </ul> <p><b>Creating Micro Enterprise</b></p> <ul style="list-style-type: none"> <li>- Type of enterprises and self employment opportunities</li> <li>- Setting up an Micro Enterprise</li> <li>- Sensing self employment opportunities</li> <li>- Market Survey</li> <li>- Project report formulation</li> <li>- Institutional Networking</li> <li>- Project Appraisal Techniques</li> </ul> <p><b>Managing the Micro Enterprise</b></p> <ul style="list-style-type: none"> <li>- Small Business Management</li> <li>- Total Quality Management</li> <li>- Marketing Management</li> <li>- Financial Management</li> <li>- E-marketing</li> <li>- Information Technology</li> <li>- Growth &amp; Sustenance</li> <li>- Monitoring &amp; Evaluation</li> </ul>

	<p><b>Field Studies</b></p> <ul style="list-style-type: none"> <li>- Study of the organizations engaged in self-employment activities</li> <li>- Study of the Business Enterprises of the self-employed persons</li> </ul>
G. Mode of Evaluation of performance of the participants	<ol style="list-style-type: none"> <li>1. Individual assignment/presentation</li> <li>2. Group work</li> <li>3. Action Plan preparation &amp; presentation</li> <li>4. Overall behaviour in &amp; outside the class</li> </ol>
<p>H. In case a new Course is proposed, please indicate the following:</p> <ol style="list-style-type: none"> <li>a. Whether the Course was conducted for Indian participants</li> <li>b. Response received from Indian participants</li> </ol>	<p>YES, we have conducted more than 10 programmes.</p> <p>Response was quite encouraging and in each programme there were 35-40 nominations, which was restricted to 30 participants to make programme more interactive.</p>

