



**MEERUT INSTITUTE OF ENGINEERING & TECHNOLOGY**  
**Department of Business & Management Studies**  
**Meerut**

**PRESENTS**

**ALL INDIA COUNCIL FOR TECHNICAL EDUCATION**

**SPONSORED**

**SKILLS DEVELOPMENT PROGRAMMES**

**ON**

**ENTREPRENEURSHIP DEVELOPMENT**

**First SDP: 24<sup>th</sup> January to 6<sup>th</sup> February 2012**  
**Second SDP: 14<sup>th</sup> February – 27<sup>th</sup> February, 2012**

**VENUE**  
**MEERUT INSTITUTE OF ENGINEERING & TECHNOLOGY**  
**NH-58, Meerut-250005**  
**(Near Baghpat Crossing)**

## ABOUT MIET

MIET Group of Institutions started with its first campus in 1997 and presently has three campuses including two at Meerut & one at Haldwani. These campuses offer courses in the areas of Management, Engineering, Paramedical and Pharmacy.

The courses are recognized by AICTE &/or affiliated to MTU NOIDA, GBTU Lucknow, CCS University Meerut, Uttarakhand Technical University, Dehradun. Experienced faculty, excellent infrastructure, well stocked libraries, state-of-art laboratories as well as top end teaching aids duly support each campus.

## ABOUT THE PROGRAMME

The world needs people brimming with ideas, people who are capable of thinking beyond their personal and national boundaries and not afraid to head off in unexpected directions, so we need entrepreneurs who can make a difference. Entrepreneurship is the core component for the success of an economy and today, every economy is looking for the 'Job Givers, Not Only for the Job Seekers'. This need is recognized by the Department of Science and Technology, Government of India and it has initiated to support Institutions to train faculty members of Engineering colleges, polytechnics, and organizations involved in entrepreneurship development (like B-Schools, Institutes of Entrepreneurship Development, Non Government Organizations etc. ).

## OBJECTIVE OF THE PROGRAMME

Training a teacher is training thousands of students indirectly. Keeping the same in mind the major objective of this programme is to train those who ultimately motivate the new generation to become entrepreneurs. The programme will focus to equip the faculty members and professionals with requisite skills, knowledge, and competencies for effective initiation in the area of entrepreneurship development.

### 1st Week

- Historical Background - Indian Values vis-à-vis entrepreneurship & the present scenario
- Why Entrepreneurship:  
Entrepreneurship- Concept
- EDPs-methodologies & strategies- promotional work & developmental inputs
- EDPs in India- role of DST (NSTEDB) and other promotional institutions
- Profile of an entrepreneur
- How to Identify and Select Potential Entrepreneurs: various tool and techniques
- Individual Counseling Techniques
- Business Environment Scanning
- Market survey: tools and techniques
- Project Identification & opportunity guidance
- How to start a SSI unit (general concept about the govt. formalities, rules & regulations etc.)
- Agencies involved in promoting & assisting SSI units
- Role of Supporting Agencies- DIC, SIDC, etc- A panel discussion
- Role of Financial Institutions Banks / SFC etc- A panel discussion
- Achievement Motivation Training (AMT) : how to develop achievement motivation

### 2nd Week

- Technical aspects of SSI unit
- Environmental/Pollution control and Energy saving / Non-conventional energy sources aspects
- Technology assistance from R&D labs & other institutions Promotion & Support to Technology Development Schemes of DST & other agencies including Venture Capital
- Financial aspects of SSI units: Project cost, Source of finance, Cost of production & Profitability
- Financial Aspects of SSI Unit- financial projections, BEP, working capital assessment etc.
- Marketing management & marketing support available to SSI units
- How to prepare a Business Plan (Project Report)
- Problem solving & decision making Problems & Issues in the management of SSI units
- Factory Visit
- Communication skills- interacting with people for better results
- Managerial Aspects (Including Labour Legislation Commercial Acts etc)
- How to make proposal for EACs and EDPs and how to organising an EAC, EDP Interface with successful entrepreneur & success stories

## KEY RESOURCE PERSONS

- Dr. Vinod Kumar (GM, DIC, Meerut)
- Mr. R.K.Jain, Chairman (IIA, Meerut)
- Mr. I .V. Thapliyal (Manager, Parag Dairy, Meerut)
- Mr. Atul Bansal (Sr. Mgr. BOB, SME Loan Division, Meerut)
- Mr. Pankaj Gupta (Director, A-Powertech Electrical Pvt. Ltd.)
- Mr. R.K.Jain (Secretary Chamber of Commerce, Meerut)
- Dr. Ishan Ranjan (Director, MIET)
- Dr. Prateek Gupta (Academician)
- Dr. Ajay Singh (Academician)
- Dr. Vaishali Goel (Academician)
- Mr. S.K.Sharma (GM (Retd.), DIC, Meerut)

## CERTIFICATE

On the successful completion of the programme a certificate of participation will be given to the participants by Meerut Institute of Engineering & Technology, Meerut certifying the participation in the Skills Development Programme on Entrepreneurship.

## PROGRAMME FEE AND APPLICATION DATES

There is NO FEE; however the participants are required to send a Demand Draft of Rs. 500/- as a security deposit. The same will be returned on the successful completion of the Programme to the participant.

Last Date of Receipt of duly filled Registration forms is:

First Programme (24<sup>th</sup> January to 6<sup>th</sup> February 2012)

Second Programme (14<sup>th</sup> February – 27<sup>th</sup> February, 2012)

There are Limited 25 seats for the programme and will be filled on ‘First Come First Serve basis.

## CONTACT

All entries may be addressed to the Programme Coordinators:

### **For First SDP**

(24<sup>th</sup> January -6<sup>th</sup> February, 2012)

### **Prof. Sandeep Kapoor**

(Assistant Professor)

**Meerut Institute of Engg. & Technology**

NH 58, Meerut-250005, UP

Contact: 0121-2439019

+91- 9897282342; eorindia@gmail.com

### **For Second SDP**

(14<sup>th</sup> February – 27<sup>th</sup> February, 2012)

### **Prof. Rocky Sachan**

(Assistant Professor)

**Meerut Institute of Engg. & Technology**

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+91- 9557759749; entreopp@gmail.com

# MEERUT INSTITUTE OF ENGINEERING & TECHNOLOGY MEERUT

## *SKILLS DEVELOPMENT PROGRAMME ON ENTREPRENEURSHIP DEVELOPMENT*

*Select the Programme/s:*

*From 24<sup>th</sup> January to 6<sup>th</sup> January 2012*

*From 14<sup>th</sup> February – 27<sup>th</sup> February, 2012*

*Please fill the particulars below in CAPITAL LETTERS:*

*Name:* \_\_\_\_\_ *Designation:* \_\_\_\_\_

*Organization Name & Address:*

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

*Telephones* \_\_\_\_\_ *Mobile* \_\_\_\_\_

*Email:* \_\_\_\_\_ *Fax* \_\_\_\_\_

*Signatures of Candidate* \_\_\_\_\_ *Date* \_\_\_\_\_

*Signatures of the Head of the Institution with seal*

*Date* \_\_\_\_\_

*Demand Drafts of Rs. 500/- as a security deposit is to be drawn in favor of MEERUT INSTITUTE OF ENGINEERING & TECHNOLOGY, Payable at Meerut.*