

# International Executive Development Programmes 2018 – 19



**National Institute for Micro, Small and Medium Enterprises**  
(An Organisation of the Ministry of MSME, GoI and ISO 9001-2015 Certified)

## Our Charter

The primary objective of the Institute initially was to be the trainer of trainers. Today, with the technological development and ever-changing market scenario, our involvement has also undergone changes. From being merely trainers, we have widened the scope of our activities to consultancy, research, extension, education and information services. The arrival of IT has only broadened our horizons.



## The Leap Forward

- Greater focus on research and consultancy assignments in MSME development
- Spotighting of topical issues through conferences, seminars and workshops
- Greater attention to need based programmes
- Shift towards client driven approach and innovative interventions
- Programme evaluation studies
- Emphasis on research publications

## Major Milestones

- First entrepreneurship model in association with Prof. David C. McClelland
- First international training programme in Small Industry Promotion
- UNIDO's Recognition as Centres of Excellence
- UNESCO Chair in Policy Research
- Programme on Enterprise Development and Government Effectiveness (EDGE)
- Path-breaking overseas programmes on B2B
- Vision Document on Women for Republic of Mauritius
- Project Profiles on SMEs for Republic of Mauritius
- Meeting specific training needs of State Governments
- EDPs for rationalised employees
- Research and Impact Studies on MSMEs
- Programmes for the ARB Apex Bank of Ghana
- ToT on Non-Tariff Barriers (NTB) and Non-Tariff Measures (NTM) Environment in SAARC
- Establishment of National Resource Centre for Cluster Development (NRCD)
- Establishment of Intellectual Property Facilitation Centre for MSMEs (IPFC)
- Establishment of Resource Centre for Traditional Paintings for Handicrafts (RCTP)
- Implementation of ATI Scheme of **Ministry of Micro, Small and Medium Enterprises**, Govt. of India
- Establishment of Livelihood Business Incubator (LBI)



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## About our Programmes

**National Institute for Micro, Small and Medium Enterprises (ni-msme)** formerly known as **National Institute of Small Industry Extension Training (nisiet)**, is an organisation of the Ministry of Micro, Small and Medium Enterprises, Government of India. With a knowledge giving approach, it is facilitating value addition to micro, small and medium enterprises (MSMEs) through training, research, consultancy, extension and information services. Its role encompasses every aspect of organisation building from the formulation, implementation of policies and strategies to providing consultancy in key areas of MSMEs, integrating the development of all sectors of economy. **ni-msme** promotes entrepreneurship and addresses the problems of enterprises, and also provides information for their use.

**ni-msme's** activities have extended beyond the Indian shores touching almost all the developing economies around the world. The first organisation to bring together participants from abroad for training in various facets of enterprise development. **ni-msme** has trained so far, more than 9, 817 professionals from 142 countries since 1967. The Institute's programmes are modified from time to time, taking into account the progress and potential of the developing world, which is keen to achieve faster rates of economic growth

The academic activities of the Institute are organised by its excellent faculty, each one focusing on a particular component of MSME promotion and development. During 2018-19, **ni-msme** will offer the following 10 executive development programmes structured for various professionals in the developing countries, sponsored by the Ministry of External Affairs, Government of India, under the Indian Technical and Economic Cooperation (ITEC) / Special Commonwealth Assistance for Africa Programme (SCAAP) / Afro-Asian Rural Development Organisation (AARDO). These programmes are of 8 and 12 weeks duration and are phased out as follows:

### Phase - I (06 August to 26 October 2018)

1. Communication Skills in English and Promotion of Micro, Small and Medium Enterprises (EPMSMEs)

### Phase - II (03 September to 26 October 2018)

2. Capacity Building for providing Alternative Livelihood Opportunities for Poor (CBALO)
3. Empowerment of Women through Enterprises (EWE)

### Phase - III (12 November 2018 to 04 January 2019)

4. Promotion of Micro Enterprises (POME)
5. SME Financing – Approaches and Strategies (SMEFAS)
6. Total Quality Management & ISO 9001: 2015/14001/22000/27000 & Six Sigma (TQM)

### Phase - IV (21 January to 15 March 2019)

7. Intellectual Property Management Strategies for SMEs (IPMSS)
8. Planning and Promotion of Agro and Food Enterprises (PAFE)
9. Tourism and Hospitality Management (THM)
10. Training of Trainers in Entrepreneurship and Skill Development (ToT-ESD)



# COMMUNICATION SKILLS IN ENGLISH AND PROMOTION OF MICRO, SMALL AND MEDIUM ENTERPRISES (EPMSMEs)



06 August – 26 October 2018

Duration: 12 weeks

## RATIONALE

Governments, particularly in the developing world, have been pursuing programmes to promote and assist the development of Micro, Small and Medium Enterprises (MSMEs) in order to accelerate economic development, to generate employment opportunities and to promote industrialisation in a dispersed manner. It is imperative that those who are engaged in this task should be facilitated to come together as often as possible to share their experiences in order to critically examine the efficacy of alternative approaches and to develop effective strategies suitable to the respective countries. India's rich experience in micro, small and medium enterprise promotion presents a welcome opportunity for professionals from developing countries to have a close look at it to evolve measures that can be adopted for strengthening programmes in their countries.

Against this background, the programme has been designed to focus on understanding the concepts and applications operating in the development and promotion of MSME projects.

To equip themselves with the above skills, efficient and effective communication skills are required among the participants. Then only the information provided can be translated into action to improve the situation in their respective countries. In fact, these skills in English are lacking in some of the participating countries where English is not an official means of communication. Hence, care is taken in this programme to provide such skills to the participants so that they understand the concepts clearly and translate them into a plan of action back home and meet the demands of international markets.

## OBJECTIVES

- Communicate effectively in English
- Develop analytical skills required for identification of industrial opportunities
- Identify various industrial possibilities based on available resources
- Share the Indian experience and that of other developing countries in the development of micro, small and medium enterprises, and
- Provide insight into the programmes and promotional techniques used to accelerate the development of enterprises

## CONTENT

- Module 1** Communication abilities
- Module 2** Concept of Modern MSMEs in Developing Economies
- Module 3** Traditional Industries and Rural Enterprises
- Module 4** Industrial Infrastructure
- Module 5** Institutional Support
- Module 6** Cluster Development, and Self-employment Promotion
- Module 7** Entrepreneurship and Extension Methods
- Module 8** Technology, Marketing and Quality Consciousness
- Module 9** Project Feasibility and Appraisal Techniques
- Module 10** In – plant training and project work

## BENEFITS TO PARTICIPANTS

On completion of the programme, the participants will be able to: Communicate better; Understand the concept and role of MSMEs in the economic prosperity of the country; Identify gaps in industrial infrastructure with special reference to backward area development; Acquire skills in the preparation of industrial feasibility studies and application of various appraisal techniques; Upgrade skills in the areas of transfer of technology, quality standards, entrepreneurship promotion and extension, and make rational decisions in MSME promotion by experiencing the Indian scenario.

## FOR WHOM

The programme is meant for middle and senior level managers / officials of both private and public sector organisations, representatives from planning ministries and sectoral planning units in other ministries, government corporations, development banks and similar institutions, non-governmental agencies involved in development, planning and industrial project appraisal in developing economies would also benefit from the programme. It will also benefit those who are involved in decision-making and policy implementation for MSMEs in their regions.

# CAPACITY BUILDING FOR PROVIDING ALTERNATIVE LIVELIHOOD OPPORTUNITIES FOR POOR (CBALO)

03 September – 26 October 2018

Duration: 8 weeks

## RATIONALE

Access of the poor to natural resources is essential for sustainable poverty reduction. The rural people with limited or no access to natural resources are vulnerable because they have difficulty in obtaining food, accumulating assets, and improving their standards after shocks, misfortune or natural calamities.

Poor people often have weak or indirect influence on policies that affect their livelihoods. Policies developed at the central level are often not in tune with local needs, therefore it may not enable access to the rural poor with needed resources and services. With the changes that are taking place in the external world, there has been a paradigm shift in the job/livelihood market. Poverty is no longer a rural phenomenon; increasingly we find attention being focused on the urban poor who are often the migrants. One also notices an increasing shift from agriculture to manufacturing and services sectors. It is expected that traditional sources such as agriculture will have limited potential to generate new livelihoods. Promoting livelihood in such a situation remains a challenge. Developing countries need to generate livelihood opportunities to sustain their economies.

In this regard organisations working for women development need to develop the ability to conceptualise and implement appropriate livelihood interventions. They also need an understanding of the socio-political environment, markets and technical systems. Micro finance has emerged as a major tool to address the issue of access to financial resources for the poor especially women. Credit is a major bottleneck and if that is taken care of then it will certainly have a positive impact on the livelihoods of the people.

## OBJECTIVES

- Impart knowledge about self-help group concepts which leads to holistic community development
- Develop skills for identifying livelihood opportunities for the poor
- Impart knowledge on the role of micro finance institutions in empowering the poor through credit linkages
- Provide insight into the challenges and opportunities faced in providing livelihood opportunities
- Develop skills in managing livelihood projects, and
- Develop skills in resource mobilisation for livelihood initiatives.

## CONTENT

- Module 1** Understanding livelihoods
- Module 2** Self-help group formation and sustenance
- Module 3** Group dynamics of SHGs
- Module 4** Opportunities in farm sector / off farm sector
- Module 5** Opportunities in non-farm sector
- Module 6** Role of micro finance in promoting livelihoods
- Module 7** Understanding project design and management process
- Module 8** Understanding participatory tools for project design
- Module 9** Sustainable development models
- Module 10** Issues in managing livelihood projects
- Module 11** Monitoring and evaluation systems
- Module 12** Resource mobilisation for livelihood initiatives
- Module 13** In-plant training and project work
- Module 14** Preparation of Individual Mini Project Profiles

## BENEFITS TO PARTICIPANTS

With the knowledge gained and skills developed, NGOs and other developmental agencies will be more effective in using tools and techniques for identification, selection, preparation and appraisal of livelihood opportunities, their implementation, monitoring and control.

## FOR WHOM

This programme would be beneficial to governmental and other developmental agencies engaged in empowering poor with alternative livelihood opportunities. Bankers and Government officials would also find this programme useful.

# EMPOWERMENT OF WOMEN THROUGH ENTERPRISES (EWE)



03 September – 26 October 2018

Duration: 8 weeks

## RATIONALE

Entrepreneurship has been recognised world over as the engine of economic change. Developing economies are increasingly tending towards small enterprise promotion. However, little effort has been made on developing entrepreneurship among women. The socialisation patterns in many countries, domestic roles and responsibilities largely preclude their thinking and behaving in an entrepreneurial way. Therefore, any effort aimed at the economic advancement of women must include entrepreneurship development as a significant tool of their empowerment. The process of developing women as entrepreneurs, hence, should call for due recognition, and efforts should be directed at helping women reorganise their priorities to facilitate the transformation of their roles.

**ni-msme** has vast experience in the areas of entrepreneurship research and training. In fact, the present massive EDP movement in the country began at **ni-msme** with the pioneering research and action programme of Prof. David McClelland of Harvard Business School along with the Institute's researchers. The Institute is now dovetailing this rich experience for women enterprise promotion to meet the emerging needs of a changing situation and shift in policy focus.

## OBJECTIVES

- Identification of potentialities in women and way to tap hidden talents
- Develop and strengthen entrepreneurial qualities in women
- Identify suitable enterprises for women
- Appreciate problems and prospects of women entrepreneurship
- Understand the role of institutional agencies, and voluntary organisations serving the cause of entrepreneurship in general and women entrepreneurship in particular, and
- Formulate and implement various developmental programmes for women entrepreneurs.

## CONTENT

- Module 1** Achievement motivation training
- Module 2** Entrepreneurship development
- Module 3** Women entrepreneurship
- Module 4** Identification and selection of entrepreneurs
- Module 5** Gender issues
- Module 6** Enterprises for women
- Module 7** Designing a curriculum in general and profile centric in particular
- Module 8** Business counselling
- Module 9** Project feasibility
- Module 10** In-plant training and project work

## BENEFITS TO PARTICIPANTS

Completion of the training programme would enable the participants in a position to: Perform the multi-dimensional role of motivator, trainer, counsellor, technical adviser and administrator; Design curriculum for training women entrepreneurs; Identify enterprises suitable for women; Help entrepreneurs in setting up and running enterprises.

## FOR WHOM

Officials from financial institutions, commercial banks, government departments and non-government organisations charged with the responsibility of formulating and implementing entrepreneurship development programmes for women.

## RATIONALE

Employment generation and poverty alleviation are the two major issues before the Government of every developing country. Since agriculture can no longer absorb the gainful employment needs of the growing population, the occupational transfer to secondary and tertiary sectors has become inevitable. The concept of income generation by economically weaker sections of society through the setting of micro enterprises is slowly but steadily gaining momentum in all these countries. India has a remarkably successful record of servicing the targeted groups such as the educated unemployed, tribes, ex-servicemen, the physically challenged and women through special programmes and support services. Justifiably, India looks forward to opportunities to share its experiences with other developing countries.

## OBJECTIVES

- Identify suitable income generating activities requiring low investment, matching the skills of target groups
- Understand the techniques of promoting micro enterprises among various target groups, and
- Acquire skills to monitor programmes of micro enterprise promotion, implementation and management.
- Share the Indian experience with other developing countries in the development of micro enterprises.

## CONTENT

- Module 1** Policies and programmes of micro, small and medium enterprises
- Module 2** Planning for micro enterprises
- Module 3** Support mechanism needed for development of micro enterprises
- Module 4** Human resource development
- Module 5** Entrepreneurship development
- Module 6** Micro Finance
- Module 7** Product feasibility studies
- Module 8** Product Identification and Preparation of Product Profiles
- Module 9** Project appraisal techniques
- Module 10** In-plant training and project work

## BENEFITS TO PARTICIPANTS

The programme helps the participants to enhance skills in planning for micro enterprise promotion, implementation and monitoring against the backdrop of Indian experience.

## FOR WHOM

Personnel associated with policy formulation, planning, promotion and development of micro enterprises and income generating activities in government, non-governmental and voluntary organisations devoted to weaker sections

## RATIONALE

Small and medium enterprises play a key role in the economic growth of any country. Creation of employment opportunities, equal distribution of income, balanced regional development, containing inflation, etc., take place through SMEs. They have an edge in terms of low investments, gestation period, the cost of operations, and operational flexibility resulting in opportunities for creation of enterprises.

SMEs need to be given a fillip by the government, more so in developing countries, because of their contribution to production and exports on one hand; low equity base and high employment potential on the other. While agriculture and industry form the base of an economy, facilitating transport, trade and services smoothen business operations. Therefore, these elements structure the core of SMEs.

SMEs utilise local resources and therefore need promotion, financing, development, etc., of this segment. Such an effort did encourage SMEs to grow significantly to the extent of self-sufficiency and contributing to exports. This pre-supposes provision of timely and adequate financial assistance to ensure their startup, sustenance and growth. The financial sector has to be suitably integrated with the process of industrialisation by periodically reviewing and bringing in reforms. This enables to cope with changes, credit policy and operational procedures in the sanction/conduct of the financing activities of banks and financial institutions. Thus, the development banking gains much significance and is considered as proactive to SME financing, affording identification of enterprise opportunities, promotion of entrepreneurship and ensuring free flow of credit to aspiring entrepreneurs. The objective is to ensure that the fruits of development percolate down to the vast majority of needy entrepreneurs, preferably to the poorer sections of the community. Financial assistance to SMEs can be direct and indirect, besides credit supplementation.

At the micro level, scientific approach of project formulation and appraisal are necessary to assess the credit needs of projects due to a shift from security oriented to need based and growth oriented approach on the part of lending agencies. The banks and financial institutions, while lending, have to envisage sympathetic and liberal approach towards the needs and problems of enterprises. Rigorous supervision and follow-up of credit ensure proper end-use of funds, besides timely recovery to maintain the pace of funds flow at the lending institution. Prevention and revival of sick enterprises assume further importance in this context, to ensure a healthy economy, in the nation's development process.

## OBJECTIVES

- Formulate methodologies for vitalisation of the financial sector in conformity with developmental plans.
- Understand the concepts of development banking.
- Improve operational skills to assess credit requirements of borrowers, scrutinise and appraise loan proposals, and
- Develop suitable systems of supervision and follow-up to ensure proper utilisation of funds by the borrowers, and prompt recovery.

## CONTENT

<b>Module 1</b>	Introduction to Financial Sector	<b>Module 5</b>	Supervision and Follow-up of Advances
<b>Module 2</b>	Development Banking	<b>Module 6</b>	Sick Enterprises
<b>Module 3</b>	Schemes of Financing	<b>Module 7</b>	In-plant training and project work
<b>Module 4</b>	Project Formulation and Appraisal		

## BENEFITS TO PARTICIPANTS

On completion of the programme participants will be able to: Formulate development banking methodologies; Suggest improvements in the financial sector; Formulate strategies for marketing financial services; Scrutinise loan applications thoroughly and prepare comprehensive appraisal reports; Supervision of credit to ensure proper end-use of funds, recovery and prevention of sticky advances; and Diagnose sick enterprises and formulate viability norms for rejuvenation of such enterprises.

## FOR WHOM

Executives/field officers of financial institutions, banks, government departments engaged in the promotion and development of SMEs.

# TOTAL QUALITY MANAGEMENT & ISO 9001: 2015/14001/22000/27000 & SIX SIGMA (TQM)



12 November 2018 – 04 January 2019

Duration: 8 weeks

## RATIONALE

Total Quality Management (TQM) is a continuous endeavour aimed at perfection in turning out products and services, which contribute to enhancing customer satisfaction. It is a comprehensive approach encompassing all areas of operations of an organisation from design, production and service to finance and administration. Thus, TQM practices allow precise pre-planning and systematic analysis.

An organisation is recognised as one of the total quality organisations if it adopts Quality Management System (QMS) in its routine functions, quality norms and standards set at ISO 9000 /14000 and TS 16949/OHSAS 18001/SA 8000/ ISO 22000/27000 which enable the organisation to maintain consistent quality in its production and service. This system creates a conducive culture wherein all improvements are endogenous to the organisations.

## OBJECTIVES

- Understand the mechanism of adoption, monitoring and institutionalisation of Total Quality Management (TQM) in organisations, and
- Gain insight into the procedural aspects of obtaining certification of ISO 9001 / 14001 & SA 8000 to get familiar with the methodology of launching TQM; to help assess enterprises through Malcolm Baldrige / other Assessment Awards of TQM & Six Sigma

## CONTENT

- Module 1** Concept of Quality in the emerging scenario of TQM
- Module 2** Role of participatory culture in TQM
- Module 3** Role of Quality Circles in TEI
- Module 4** Role of continuous improvement - KAIZEN
- Module 5** Statistical Quality Control (SQC) tools and Six Sigma
- Module 6** Problem analysis tools usage (old & new seven tools)
- Module 7** Role of Quality Costs
- Module 8** Quality Systems & Standards
- Module 9** Step by step approach to ISO 9001:2015/14001: 2015
- Module 10** Audit & documentation in ISO 9001:2015/14001:2015
- Module 11** Procedure for certification process
- Module 12** Role of surveillance audits in certification
- Module 13** In-plant training and project work

## BENEFITS TO PARTICIPANTS

The programme enhances the managerial skills of the participants to plan and launch TQM in their functional areas. Preparation of a project report based on suitable data and analysis, which form the initial planning process is the precise outcome of the programme.

## FOR WHOM

Executives from government and quasi-government organisations committed to programmes of Quality Assurance, executives from development financial institutions/ commercial banks, management consultants, 'Quality' coordinators, doctors, domestic (product), national and international standards personnel, researchers, trainers/teachers and all executives involved in Quality Management for Industry, Business and Service sectors

# INTELLECTUAL PROPERTY MANAGEMENT STRATEGIES FOR SMEs (IPMSS)



21 January – 15 March 2019

Duration: 8 weeks

## RATIONALE

In recent years, Intellectual Property Rights (IPR) management has become increasingly important, both for large & Small and Medium-Sized Enterprises. The main categories of intellectual property rights include: patents, copyright, trademarks, GI, design rights, etc. IPR provides incentive for creativity and the disclosure of information and plays a significant role in encouraging innovations in the form of product/process development leading to technical advancement. The intellectual property system is also useful to universities and R&D organizations first as a source of information from where further knowledge can be created and can be used to plan for further studies in the area of concern and as literature conveying recent discoveries and general information of interest. Secondly, it can be used as a source for products and services when their industrial or commercial exploitation is used for social, cultural or economic gains. In the view, management of intellectual property rights at large & Small And Medium-Sized Enterprises, universities and R&D organizations is very important in the light of present globalization and liberalization of economies all around the world.

The programme is intended to discuss different aspects of IPR and how to develop IP strategy and integrate it in the SME business plans. Also, case studies, wherever necessary would be considered to better elaborate the perspective.

## OBJECTIVES

- To educate the participants with the basic theory and practice of IPR regimes in India and abroad
- Understanding ways the IP laws enable protection, management and commercialization of inventions.
- Understanding the IP strategy and to implement in the SME business.
- Understanding the framework and management of IP in SMEs, universities and R & D institutions
- Learning the techniques adopted and resources needed to carry out effective patent searches required at every stage of innovation cycle.
- Understanding the format and structure of patent specifications and claims that enable effective analysis and report generation

## CONTENTS

- Module 1** Intellectual property rights and its importance
- Module 2** WIPO & International Treaties on IPR
- Module 3** Patenting system in India and abroad
- Module 4** Patent –Search & Analytics
- Module 5** Use of Patent information for Business strategy
- Module 6** Role of Trademarks, Industrial Designs & Geographical Indications in SME branding
- Module 7** Copyright and related rights for publishing, media, entertainment & software SME business
- Module 8** Protection of Plant Variety & Hybrid seeds for SME Agri Business
- Module 9** Technology valuation & technology transfer
- Module 10** IP Management & IP Enforcement
- Module 11** In-plant training and Project Work

## TO WHOM

Officials of intellectual property offices, policy makers, diplomats, members of indigenous and local communities, employees of non-governmental organisations and inter-governmental organisations, chambers of commerce, officials from ministries of industry, trade and trade promotion associations, SMEs support organizations, lawyers, academics, Scientists & researchers who possess knowledge of the intellectual property system.

## BENEFITS

The programme helps the participants to acquire the necessary skills to protect the innovations and creativity and to utilise the intellectual property for wealth creation, employment opportunities and business development.

# PLANNING AND PROMOTION OF AGRO AND FOOD ENTERPRISES (PAFE)



21 January – 15 March 2019

Duration: 8 weeks

## RATIONALE

Industry and agriculture together foster the economic growth of any country, if only the backward and forward linkages are harnessed effectively. Agriculture sector being the major sustenance activity of a developing country, proper planning and promotion of agro and food processing is vital to the economy and should deserve the necessary policy and service support. Once there is a surplus of agricultural produce, automatically, the industrial activities will develop and over a period, it leads to export of products manufactured from agro resources. As this is one of the basic resources, sustainable enterprises are to be promoted in this sector to improve the market potential of most of the developing countries. This has become necessary in the present context of globalisation as expanding trade can be a dynamic factor in any country's development process.

The promotion of agro and food enterprises helps considerably in the development of technical know-how and skills, which are an indispensable source of technological progress. This provides an opportunity to learn from the achievement and the failures of the advanced countries. Selective and judicious Technology Transfer and adaptation can act as an excellent stimulus for speedy economic development. The need for promotion of this sector is to meet the import of industrial requirements, enhance the export oriented agro and food products and maintain trade balance.

## OBJECTIVES

- Get acquainted with various industrial possibilities from the available agro and allied resources,
- Sharpen professional skills to formulate and appraise agro and food projects,
- Gain exposure to agro and food products and international quality standards for trade and exports, and
- Share Indian experience to evolve suitable action plans for stimulating growth of agro and food enterprises in back home situation.

## CONTENT

- Module 1** Rationale of agro and food processing enterprises
- Module 2** Planning of various agro and food enterprises based on resources
- Module 3** Promotion of agro and food-based enterprises
- Module 4** Technology transfer and its implications
- Module 5** Project feasibility and appraisal techniques
- Module 6** In-plant training and project work

## BENEFITS TO PARTICIPANTS

Exposure to several agro and food enterprises; and observing technologies at work in agro and food-processing sector during the programme would be of immense use to the participants. The participants would be able to assist effectively their respective countries to strengthen the action plans for stimulating the growth of agro and allied enterprises with their in-depth knowledge gained from the programme in respect of choice of technology, channelising it from lab to land and in preparation of business plans.

## FOR WHOM

Middle and senior level executives from government departments, ministries, development banks and corporations engaged in policy formulation, planning and project appraisal, and financing of agriculture and agro industries, besides agro and food enterprise entrepreneurs

## RATIONALE

Service sector, tourism and hospitality in particular, is one of the fastest growing sectors all over the globe especially in developing countries. Its growth can be explained by the fact that the trend of providing customised services, to those who can pay, is increasing.

Developing countries have immense potential in tourism and hospitality sector and, if tapped well, can create substantial employment opportunities, contribute to micro and small enterprise growth and earn valuable foreign exchange. Unfortunately, the sector has been relatively an area of inadequate attention both from governments and the entrepreneurs. But the trend is changing continually which is evident from the fact that each year special sops are being offered by governments for this sector.

The above mentioned reasons along with the fact that **ni-msme** has the required expertise in tourism and hospitality management, prompted us to offer an international programme in Tourism and Hospitality Management.

## OBJECTIVES

- Develop competent tourism and hospitality professionals for responsible and responsive leadership and provide world class service in meeting customer needs
- Develop necessary skills to deliver maximum customer satisfaction, and
- Promote setting up small enterprises in tourism and hospitality sector

## CONTENT

- Module 1** Introduction to Tourism and Hospitality Management
- Module 2** Travel and Tourism Management
- Module 3** Hotel Management
- Module 4** Food & Beverage Management
- Module 5** Tourism and Hospitality Operations Management
- Module 6** Business Laws
- Module 7** Entrepreneurship in the Hospitality and Tourism industry
- Module 8** In-plant training and project work

## BENEFITS TO PARTICIPANTS

On completion of the training programme the participants will be able to: Understand different facets and functional areas of tourism and hospitality management; Develop skills in problem-solving approach to customers' needs in their day-to-day functions; and Develop tourism and hospitality management as a profession.

## FOR WHOM

Those who want to set up and manage tourism and hospitality related enterprises, executives who are instrumental in formulating and implementing tourism and hospitality projects, and consultants engaged in tourism and hospitality sector.

# TRAINING OF TRAINERS IN ENTREPRENEURSHIP AND SKILL DEVELOPMENT (ToT-ESD)



21 January – 15 March 2019

Duration: 8 weeks

## RATIONALE

In many developing countries, youngsters remain unemployed and continue to search for employment. Some are chronically unemployed, while others become underemployed due to seasonal fluctuations in the labour market. Promoting entrepreneurship is identified as one of the principal strategies for solving the problem of unemployment and underemployment. Due to structural changes in many economies, the existing skill of people in general and youth in particular are inadequate to meet the continuously changing skill demands of market place. As upgradation of the existing level of skills and imparting new skills has been recognised as an important task for the promotion of entrepreneurship and hence, there is a need to make significant investments in skill development. To meet the massive skill requirements, the government or the private sector will not be independently able to meet the funding required for the skill initiative. There is thus, the need for development of partnerships among the government, public and private sector in skill development.

The government and various industrial promotion and support institutions have been making considerable effort to facilitate the process of emergence of new entrepreneurs for setting up of micro, small and medium scale enterprises through developing skills to start their own enterprises. These efforts include, attractive schemes of subsidies and incentives for youth entrepreneurship programmes and support in technical, marketing, purchases and training. Unfortunately, all these efforts are not making any impact to the extent desired in terms of promoting entrepreneurship as there is a huge dearth of trainers in this field.

**ni-msme**, with its rich of experience in conducting Entrepreneurship and Skill development programmes, proposes to organise **Training of Trainers in Entrepreneurship and Skill Development (ToT-ESD)**.

## OBJECTIVES

- To impart knowledge on the entire process of entrepreneurship development
- Develop skills in organising Entrepreneurial Motivation Training Laboratory (EMTL)
- To understand the current initiatives taken by Government to address skill requirements to start their own enterprises
- To examine the role of technical institutions in implementing skill development programmes
- To identify the requirements of skill development in sunrise sectors like computer related services, pharma, food processing, construction, waste management and public utility management services
- Develop skills in designing curriculum based on training needs, and
- Develop counseling skills required to provide post training follow-up and escort services.

## CONTENT

- Module 1** Achievement Motivation Training
- Module 2** Entrepreneurship development process
- Module 3** Government initiatives for skill development
- Module 4** Skill training and creation of self-employment ventures
- Module 5** Identification of skill requirements for various sectors in MSME
- Module 6** Schemes for promotion of skill development
- Module 7** Role of Government/NGOs/ technical institutions in implementing skill development programmes
- Module 8** Identification of Business Opportunities
- Module 9** Project Feasibility
- Module 10** Enterprise management
- Module 11** In-plant training and project work

## BENEFITS TO PARTICIPANTS

With the knowledge gained and skills developed, the participants shall be able to perform their role effectively as counselor, motivator and trainer in developing skill and promoting entrepreneurship among various target groups.

## FOR WHOM

This programme would be beneficial to governmental/ non-governmental developmental agencies, bankers, technical institutions and financial institutions involved in the promotion of entrepreneurship through skill development.

## METHODOLOGY

The training approach and tools deployed are typically interactive, designed to facilitate participative learning. Discipline-specific theme papers as background material set the tone for introspective learning. Lecture-cum-discussions and case studies form the major tools. Inclusion of field study visits and in-plant studies in the curriculum ensures an appropriate mix of theory with practice. Renowned subject experts and experienced field level functionaries from the core resource faculty.

## MEDIUM OF INSTRUCTION

The medium of instruction is **English**. Adequate knowledge of English is necessary for the effective participation in the programme.

## FIELD VISITS AND STUDY TOUR

Participants will be taken on field visits, and study tour for about ten days to various organisations both within and outside Hyderabad.

## MATERIAL FOR EXCHANGE OF INFORMATION

For effective and purposeful contribution to discussions among the participating countries, every participant is required to bring with him/her the following information / items applicable to his/her country:

- Basic data about policies, programmes and status of MSMEs
- Information about the support institution / organisation / agencies for promoting the MSME sector
- National Flags (one in smaller size for desktop use and the other in normal size)
- Participants are also advised to bring with them their national costumes, audiovisuals and materials which they wish to share with their fellow participants during seminars, cultural evenings, and other social occasions.

## PARTICIPANTS' ASSIGNMENT

Each participant is required to submit a report on a broad aspect of MSME promotion and to indicate as to how the knowledge acquired would be utilised in his/her back home situation.

## CERTIFICATE

Each participant will be given a certificate on successful completion of the programme with satisfactory record of attendance and performance.

## VENUE

The programmes will be organised at **ni-msme** campus, which is 35 km away from the Hyderabad International Airport (Shamshabad). Hyderabad city is well connected by rail, road and air with all metro cities of India.

The Institute is located near Yousufguda Police Check-Post in the west of Hyderabad city. Participants will be received at the airport if a request is made in advance indicating confirmed arrival timings.

## CLIMATE

Hyderabad city is situated in the Deccan Plateau and has varied climate conditions. December and January are cold with night temperature of 10°C. During July - December the maximum temperature ranges from 20°C to 30°C and during February and March the maximum temperature varies between 25°C and 31°C.

## HOW TO APPLY FOR ITEC/SCAAP

**ni-msme** by itself does not fund participation in any of the international programmes. The assistance offered through Govt. of India Fellowships is made available under ITEC/SCAAP and AARDO, by the Ministry of External Affairs, Govt. of India.

- Indian Technical and Economic Cooperation (ITEC)
- Special Commonwealth Assistance for Africa Programme (SCAAP)
- Afro-Asian Rural Development Organization (AARDO)

Details regarding fellowship awards are available with the Ministry of External Affairs, Govt. of India. The intending applicants or their organisations may contact the High Commission / Embassy of India accredited to the country. Interested officials should apply in the prescribed form (duly available with the respective Indian Missions or at the website of the Ministry of External Affairs, Government of India – [itec.mea.gov.in](http://itec.mea.gov.in) to download and use), through their own Ministries / Departments, who will recommend the application to the Indian High Commission or the Embassy Resident in the country.

## ELIGIBILITY

Employees and officials of the Government departments, public sector enterprises, banks and other financial institutions, NGOs promoting enterprises are eligible to apply for scholarship under ITEC/ SCAAP

Upon selection, the details of the scholarship may be ascertained from the Indian Embassies and High Commissions authorities.

Nominees, who cannot be accommodated due to the limited number of available Government of India fellowships, may also participate in the training programmes as self-financing sponsored by their organisations or assisted through international fellowships. In these cases they may contact the Registrar, ni-msme, Yousufguda, Hyderabad-500 045 (India), E-mail: [registrar@nimsme.org](mailto:registrar@nimsme.org) / [ar@nimsme.org](mailto:ar@nimsme.org), for further particulars.

## FELLOWSHIP DETAILS

The scholarship covers the to and fro international airfare, tuition fee, accommodation, medical and health care and out of pocket expenses after deducting ₹ 350/- per day towards boarding charges at **ni-msme** from the Living Allowance of ₹ 36,000/- per month paid by the Govt. of India. Thus the net amount entitled by the nominee would be around ₹ 25, 500/- per month as out of pocket allowance. As the fellowship under Govt. of India may not suffice to meet the expenses on special dietary needs, shopping, etc., nominees are advised to bring extra foreign exchange.

More details regarding the entitlement of allowances under ITEC/SCAAP can be had from the respective Indian Missions in their countries.

The sponsoring Governments are required to pay to their nominees supplementary allowance to meet personal expenses during training as per their respective levels and practices.

**The fellowships of the Government of India do not provide for reimbursement of any expenses incurred in transit for joining the Institute and while leaving.** The sponsoring government may also have to pay to meet the transit expenses, etc., that will be incurred by the nominee.

## SUNDRY

Participants are advised to carry private funds to cover expenses for contingencies and enforced halts, long distance telephone calls, sightseeing, etc. The Government of India fellowship by its nature does not cover such contingencies.

## VISA AND OTHER PARTICULARS

Before coming to India the participants should obtain a valid visa for the period of the programmes from the Indian Mission. Immediately after the completion of the programmes, the participants are required to go back to their own countries and cannot travel to any other destination.

**No excess baggage coupons/ vouchers will be given under the fellowship or by ni-msme.**

## SELECTION

The Government of India with **ni-msme** will select the participants from the applications received. After the selection has been made, the same would be communicated by fax / e-mail to the Indian Mission concerned, who will confirm the candidate's agreement by return fax / e-mail.

## ACCOMMODATION

Arrangements for proper Guest Room (Twin Sharing) at **ni-msme** and hotel accommodation during study tour

## GUIDELINES (DO'S AND DON'TS) TO THE PARTICIPANTS

The following information is meant for participants undergoing training at **ni-msme** to help/facilitate smooth functioning of the training:

- The participants are requested to follow the rules and regulations of the Institute.
- Participants are expected to be sociable and courteous with co-participants, faculty and the staff of **ni-msme**.
- Participants are requested to adhere to the timings of training schedules, mess, computer lab and field visits.
- The Library is open till 20.00 hrs for reference. Participants, during their stay at **ni-msme**, are advised to take advantage of the Library facility.
- All the programmes are residential at **ni-msme**. Therefore, the participants who go out should return before 22.00 hrs. If they receive any guest during their stay, they are requested to bring the particulars of their guests to the notice of the Rector in advance; also, the visitors are allowed only till 20.00 hrs.
- Participants are required to wear respectable dress in the **ni-msme** while they are attending the class room sessions, conference, and field visits.
- Attending all classes as per the training schedule or as arranged by the Programme Director from time to time is compulsory. Based on the attendance his/her allowances will be claimed by the Accounts department as per the guidelines and norms of the Institute.
- If the participant is unable to attend the class, he/she must seek prior permission in writing from the Programme Director.
- Since all **ni-msme** programmes are executive development programmes, we expect the participants to keep the campus clean and make the ambience good.
- The classes will be held from Monday to Friday. All Saturdays and Sundays are holidays and may be utilised by participants for completing their assignments/project work.
- Out of participants' allowance of Rs. 36,000/- per month provided under fellowship, a nominal amount of Rs. 350/- per day will be deducted towards his/her boarding expenses at **ni-msme**.
- The participants are requested to hand over their tickets and passports to the Institute on the first day of the course. This is required for submission to the immigration authorities in Hyderabad. The passports will be returned after necessary formalities are completed. The air tickets will be kept with the Institute for re-confirmation and will be returned to the participants on the valedictory day of the training programme.
- Under any circumstances, the nominees are not supposed to leave India before the conclusion of the respective programmes.
- If the participant wishes to go outside Hyderabad to any emergency, he/she must deposit with the Institute a No Objection Certificate addressed to the Ministry of External Affairs, New Delhi, issued by his/her respective Embassy in New Delhi.
- All the participants will be provided with identity cards for their internal movements during their stay in India.
- It is presumed that the participants would bring valid passports for the entire duration of the training programme. In case, any participant's visa is not valid for the period, it should be brought to the notice of the Asst. Registrar immediately for necessary action. For this purpose, the necessary visa extension charges will have to be borne by the participant concerned.

**GOVERNMENT OF INDIA**  
**MINISTRY OF EXTERNAL AFFAIRS**  
**INDIAN TECHNICAL AND ECONOMIC COOPERATION (ITEC) /**  
**SPECIAL COMMONWEALTH ASSISTANCE FOR AFRICA PROGRAMME (SCAAP)**  
**(Application for the courses fully funded by the Ministry of External Affairs,**  
**Government of India)**

**Please read the instructions carefully before applying**

**APPLICATION FORM**

Photo  
3 x 4 cm

**PART- I**

Nationality : _____	Name of Course: _____																
Institute : _____	Commencing : _____																
	From <table border="1" style="display: inline-table; border-collapse: collapse; text-align: center;"> <tr><td> </td><td> </td><td> </td><td> </td><td> </td><td> </td><td> </td><td> </td></tr> </table> to <table border="1" style="display: inline-table; border-collapse: collapse; text-align: center;"> <tr><td> </td><td> </td><td> </td><td> </td><td> </td><td> </td><td> </td><td> </td></tr> </table>																
	DD / MM / YYYY                      DD / MM / YYYY																

**1. Personal Particulars**

Name(s)	: _____
Surname	: _____
Sex (tick one):	MALE / FEMALE
Marital Status:	_____
Date of Birth:	_____
	Date - Month - Year
Passport No.:	_____ Date & Place of issue : _____ Valid till : _____

	Office	Residence
Address		
Tel. Nos.		
Mobile / Cell		
Fax		
E-mail		
Special Dietary needs, if any		

**Person(s) to be notified in case of Emergency**

	Official Contact	Personal / Family Contact
Name		
Address		
Tel Nos		
Mobile / Cell		
Fax		
E-mail		

**Educational Qualification(s)**

Degree / Diploma / Certificates	Year	Name of Educational Institution
1		
2		
3		
4		

**Professional Qualification(s), if any**

Professional Qualification(s)	Year	Name of the Institution
1		
2		
3		
4		

**2. Details of Employment/Profession (current & previous)**

Name of Employer / Department / Company	Position	Period	Description of Work

**Are you an employee of: (Mark the appropriate box)**

a. Government <input type="checkbox"/>	b. Semi-government/Parastatal <input type="checkbox"/>
c. Private company <input type="checkbox"/>	d. Self-employed <input type="checkbox"/>
e. Others <input type="checkbox"/>	

**Details of present employer**

Name / address	:	_____
		_____
Tel. No.	:	_____
E-mail	:	_____



**3. Have you ever attended a course sponsored by the Government of India? (Mark one)**

Yes	No
-----	----

(I) If answer to 3 is yes, details of the Course \_\_\_\_\_  
\_\_\_\_\_

**4. Details of Course(s) attended, if any, outside your country:**

Country	Course Details & Duration	Year	Sponsor/Programme

**5. Please describe in your own words (about 100 words)**

- (a) Qualification/experience in the related to the course applied for; &
- (b) Reason (s) for applying for this training course.

**6. Certification of English language proficiency (by Indian Mission/Designated Authority)**

	Good	Basic	Remarks
Spoken			
Written			

Mother tongue / Native language: \_\_\_\_\_ / Other language(s), if any : \_\_\_\_\_

English Language test administered by :

Name & Address : \_\_\_\_\_ Tel. No. : \_\_\_\_\_

\_\_\_\_\_ E-mail : \_\_\_\_\_

\_\_\_\_\_ Signature with date : \_\_\_\_\_

\_\_\_\_\_



## MEDICAL REPORT

**(To be certified by a doctor/hospital on the panel of the Indian Mission, UN Mission, if any or as designated by Indian Mission)**

(i) Name of the Applicant:	
(ii) Age:	
(iii) Sex: (Male / Female)	
(iv) Height (cm):	
(v) Weight (kg):	
(vi) Blood Group:	
(vii) Blood Pressure:	

1. Is the person examined in good health at present?
2. Is the person examined physically and mentally able to carry out intensive training away from home?
3. Is the person free of infectious diseases (HIV/AIDS, tuberculosis, trachoma, skin diseases, etc.), Yellow fever (in case of people coming from that region or as laid out in WHO Regulations).
4. Does the person examined have any medical condition or defect which might require treatment during the course?
5. List of any observed abnormalities indicated in the chest X ray.

**I certify that the applicant is medically fit to undertake a training course in India.**

Name of Doctor/Physician : \_\_\_\_\_

Registration No. : \_\_\_\_\_

Address of Clinic / Hospital \_\_\_\_\_

City / Town : \_\_\_\_\_

Telephone : \_\_\_\_\_

E- mail: \_\_\_\_\_ Date : \_\_\_\_\_

Signature of Doctor/Physician: \_\_\_\_\_ Seal of Clinic/Hospital : \_\_\_\_\_

## **IMPORTANT NOTICE**

- Please read the form carefully. The application will be automatically rejected if any column is inaccurate, incomplete or blank.
- Declaration by the candidate and the recommendations from the employer, if any, are compulsory pre-requisites.
- Working knowledge of the English language is a pre-requisite. For English language and language related courses, basic knowledge of English is required.
- Candidates who leave the course midway for personal reasons without prior permission of the Ministry of External Affairs or remain absent from the programme without sufficient reasons are expected to refund the cost of training and airfare to Government of India.
- Female candidates are hereby informed that they will not be allowed to join the Course if they are in family way before leaving for India.

### **UNDERTAKING BY THE APPLICANT**

I, \_\_\_\_\_  
(Name, Middle name, Family name)  
of (country) \_\_\_\_\_ certify that the information provided by me in this form is true, complete and correct.

**I also certify that :-**

- (i) I have read the course brochure and that I am aware of the course contents and living conditions in India.
- (ii) I have sufficient knowledge of English to participate in the training programme.
- (iii) I am medically fit to participate in the Course and have submitted a medical certificate from the designated doctor.
- (iv) I have not attended any programme previously, sponsored by the Government of India.
- (v) I have not applied for or am not required to attend any other training course/conference/meeting etc., during the period of the course applied for.

If accepted for the ITEC / SCAAP training programme, I undertake to:

- (a) Comply with the instructions and abide by the rules, regulations and guidelines as may be stipulated by both the nominating and the sponsoring Governments in respect of the training;
- (b) Follow the full and complete course of study or training and abide by the rules of the University/Institution/ Establishment at which I undertake to study or undergo training;
- (c) Submit periodic assessments / tests conducted by the Institute (progress report which may be prescribed);
- (d) Refrain from engaging in political activity, or any form of employment for profit or gain;
- (e) Return to my home country at the end of the course of study or training;
- (f) I also fully undertake that if I am granted a training award, it may be subsequently withdrawn if I fail to make adequate progress or for other sufficient cause determined by the host Government.

**For lady participants: - I confirm that I will not travel to India to attend the Course I have applied for if I am in the family way.**

Date:

Place:

(SIGNATURE OF THE APPLICANT)

Name: \_\_\_\_\_

\* Details of the course are on the website of the Institute or can be obtained from them by e-mail.

## PART – II

### To be completed by the authorised official of the Nominating Government/Employer

I, \_\_\_\_\_ on behalf of the Government  
of \_\_\_\_\_ certify that:

- (a) I have examined the educational, professional and other certificates quoted by the nominee in Part – I of this form and I am satisfied that they are authentic and relate to the nominee.
- (b) I have gone through the medical certificates and X-ray reports produced by the nominee which state that he/she is medically fit and free from any infectious disease such as HIV/AIDS and yellow fever and that having regard to his/her physical and mental history there is no reason to indicate that the nominee is other than fit to undertake the journey to India and to undergo training in India.
- (c) The nominee has adequate knowledge of spoken and written English to enable him/her to follow the course of training for which he/she is being nominated.
- (d) The nominee has not availed of ITEC/SCAAP training facilities earlier in India.

I nominate Mr./Mrs./Miss \_\_\_\_\_ on behalf of the

Government of \_\_\_\_\_/as employer

Name of Nominating Authority:

Designation:

Address:

Date:

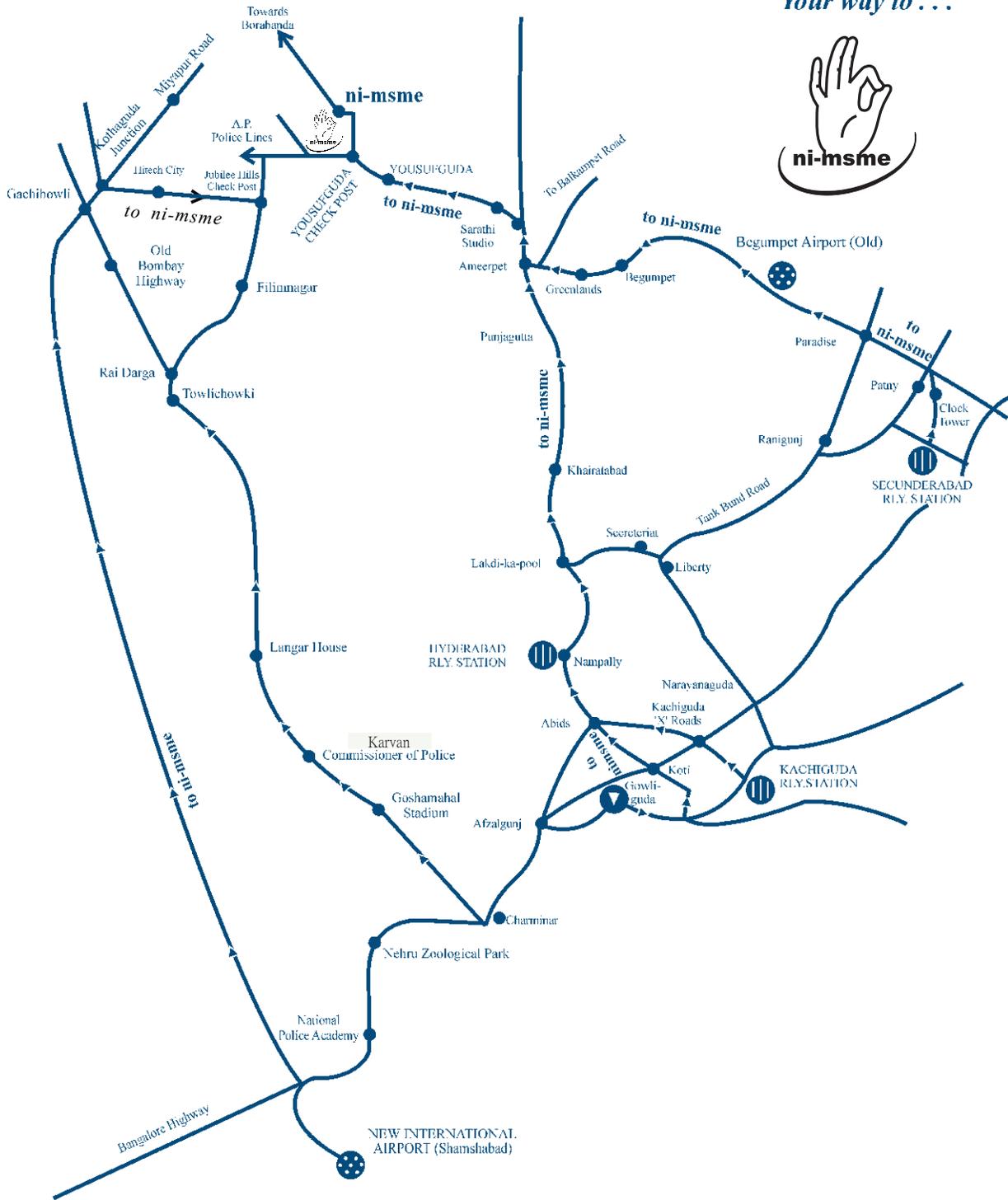
Place:

Signature

(With seal)

Name and Designation  
(in block letters)

Your way to . . .



**Approximate Distance from ni-msme :**

New International Airport (Shamshabad).....	35 Km
Hyderabad (Nampally) Rly. Station.....	12 Km
Secunderabad Rly. Station.....	14 Km
Ameerpet.....	.03 Km
Begumpet Airport (Old).....	.06 Km



## About *Hyderabad*

Hyderabad, the capital city of Telangana, consists of the twin cities of Hyderabad and Secunderabad. An imaginary line drawn across the Tank Bund is still used to distinguish the two cities. A bustling 400-year-old metropolis with an urban population of 8 million people approximately, Hyderabad was formerly the seat of fabulously wealthy Nizams. Surrounded by huge prehistoric rock formations, the city is a blend of cutting edge IT companies and well preserved cultural heritage, a pot-pourri of old and the new. Hyderabad invokes nostalgia among old residents for its culture, fine arts and certain sophistication in manners. Much more than anything, it presents a true picture of secularism. Hyderabad is the fifth largest cosmopolitan city in India.

### Climate

Hyderabad enjoys three main seasons: summer, monsoon and winter. Summers are pretty warm, starting from March and running through June; whereas winters are pleasant, starting from November till February. Light clothing for summer and a sweater or jacket for winter is recommended.

### Temperatures

The average temperatures at Hyderabad vary:

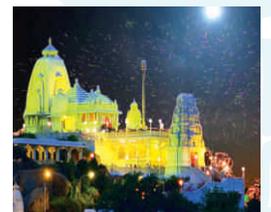
- August - October 26.0 °C
- November - January 22.0 °C
- February - March 28.0 °C
- April - July 38.0 °C

### Food

Hyderabad is known for its varied and exquisite cuisine. The local food is quite spicy; continental, Chinese and other kinds of food are available in many restaurants. The varieties of fruit available include bananas, apples, grapes, oranges, mangoes, and melons (in season).

### Language

Though Telugu is the language of the state, English, Hindi and Urdu are understood and spoken by majority of the people. Knowing these languages is a distinct advantage while dealing with the local population in shops and business places, and while using public transport. Multilingual translation books are available at the Institute library



## Alumni of Participants for Executive Development Training Programmes till March 2018



S.No.	Country	Total
1.	Afghanistan	555
2.	Algeria	16
3.	Antigua and Barbuda	13
4.	Angola	04
5.	Argentina	01
6.	Armenia	24
7.	Azerbaijan	03
8.	Bangladesh	539
9.	Barbados	12
10.	Belarus	05
11.	Belize	10
12.	Benin	08
13.	Bhutan	179
14.	Bolivia	03
15.	Botswana	49
16.	Brazil	08
17.	Brunei	05
18.	Bulgaria	02
19.	Burkina Faso	12
20.	Burundi	10
21.	Cambodia	114
22.	Cameroon	16
23.	Cape Verde	02
24.	Chile	14
25.	China	02
26.	Colombia	06
27.	Comoros	01
28.	Costa Rica	19
29.	Cote D'Ivoire (Ivory Cost)	65
30.	Croatia	01
31.	Cuba	21
32.	Czech, Republic	02
33.	Democratic Republic of Congo (Zaire)	25
34.	Djibouti	02
35.	Dominica	02
36.	Dominican Republic	01
37.	Ecuador	15
38.	Egypt, Arab Rep. of	138
39.	El Salvador	20
40.	Eritrea	08
41.	Estonia	04
42.	Ethiopia	256
43.	Fiji	60
44.	Gabon	02
45.	Gambia, The	33
46.	Georgia	14
47.	Ghana	437

S.No.	Country	Total
48.	Greece	01
49.	Guatemala	11
50.	Guinea	12
51.	Guinea Bissau	02
52.	Guyana	65
53.	Haiti	02
54.	Honduras	12
55.	India	03
56.	Indonesia	175
57.	Iran, Islamic Rep. of	63
58.	Iraq	213
59.	Jamaica	05
60.	Japan	01
61.	Jordan	82
62.	Kazakhstan	139
63.	Kenya	211
64.	Kiribati, Rep. of	07
65.	Korea	28
66.	Kyrgyzstan	53
67.	Lao PDR	74
68.	Lebanon	01
69.	Lesotho	30
70.	Liberia	37
71.	Libya	04
72.	Lithuania	17
73.	Macedonia	04
74.	Madagascar	66
75.	Malawi	156
76.	Malaysia	213
77.	Maldives	76
78.	Mali	31
79.	Malta	05
80.	Mauritius	218
81.	Mexico	22
82.	Mongolia	75
83.	Morocco	22
84.	Mozambique	13
85.	Myanmar	338
86.	Namibia	33
87.	Nepal	171
88.	Nicaragua	10
89.	Niger	58
90.	Nigeria	313
91.	Oman	104
92.	Pakistan	04
93.	Palestine	23
94.	Panama	11
95.	Papua New Guinea	47

S.No.	Country	Total
96.	Paraguay	04
97.	Peru	10
98.	Philippines, The	245
99.	Poland	04
100.	Romania	03
101.	Russia	87
102.	Rwanda	12
103.	Samoa	12
104.	Saudi Arabia	02
105.	Senegal	36
106.	Seychelles	15
107.	Sierra Leone	115
108.	Singapore	05
109.	Solomon Islands	25
110.	Somalia	11
111.	South Africa	102
112.	South Sudan	09
113.	Sri Lanka	610
114.	St. Kitts & Nevis (WI)	01
115.	St. Lucia (WI)	09
116.	St. Vincent (WI)	04
117.	Sudan	346
118.	Suriname	23
119.	Swaziland	25
120.	Syrian Arab Rep.	150
121.	Tajikistan	93
122.	Tanzania	366
123.	Thailand	168
124.	Timor Leste	03
125.	Togo	17
126.	Tonga	07
127.	Trinidad & Tobago	25
128.	Tunisia	29
129.	Turkey	20
130.	Turkmenistan	09
131.	Tuvalu	01
132.	Uganda	364
133.	United Arab Emirates	01
134.	Ukraine	06
135.	USA	15
136.	Uzbekistan	148
137.	Vanuatu	02
138.	Venezuela	05
139.	Vietnam	134
140.	Yemen	131
141.	Zambia	214
142.	Zimbabwe	195
	<b>Total</b>	<b>9817</b>



## Our Campus

### Functional Structure

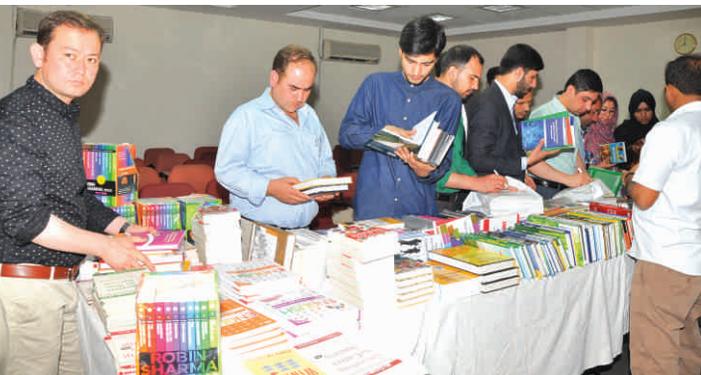
**ni-msme** has 4 theme-focused Schools of expertise, under which 11 Centres of Excellence and 6 Cells are functioning cumulatively to pursue specific activities. All these Centres / Cells have faculty expertise and are equipped to conduct customised / tailor-made / collaborative programmes for the client organisations.

Our lush green campus with accommodation annexes and study blocks, stretches of velvet lawns and crowning trees, presents a picturesque setting easy on the eye and soothing to the mind, making intellectual pursuit an enjoyable avocation.

### Training Facilities

The amenities are comparable and cozy, while the training facilities are tailor-made to suit the demands of our activities. **ni-msme** has a new training block housing a seminar hall with a capacity of 125, a conference hall with a capacity of 500 and 14 lecture halls for the small group interface.

Besides the knowledge support, **ni-msme** provides an array of support systems that makes training and learning a pleasure. The campus offers a wide choice of recreation and pastime too.



### Library and Net surfing

**ni-msme's** library is one of the finest in the country and has an exhaustive collection of books, publications, journals, magazines and reports on business, industry and services. Our Small Enterprises National Documentation Centre (SENDOC) is the resource centre of information for industry, business and the right place for those who value information and knowledge.

- \* **The Business Information Bureau is open until 20.00 hrs to facilitate reference and reading.**
- \* **Guest Rooms:** 300 persons can be accommodated on twin sharing basis and the cafeteria in the campus serves both continental and Indian cuisines.
- \* **Sports and Games relax the mind:** One can work out on the jogging track or in the gym to keep fit, or indulge in outdoor games like tennis, badminton, football, or take the indoor route to fitness by playing table tennis, chess or carroms. An assortment of newspapers and magazines are available in the Institute's lounge. Apart from these facilities the Institute has a visiting physician.

### School of Enterprise Development (SED)

#### Centres

Centre for Industrial Planning and Development (C-IPD)  
Centre for Policy Research (C-PR)  
National Resource Centre for Cluster Development (NRCD)

#### Cells

Economic Investigation and Statistical Cell (EISC)  
**ni-msme** NGO Network (N-Cube)

### School of Entrepreneurship and Extension (SEE)

#### Centres

Centre for Entrepreneurship and Industrial Extension (C-EIE)  
Centre for Consultancy and Counselling (C-CC)

#### Cells

Women Studies Cell (WSC)  
Employee Assistance Cell (EAC)

### School of Enterprise Information and Communication (SEIC)

#### Centres

Centre for Communication and Information Technology (C-CIT)  
Small Enterprises National Documentation Centre (SENDOC)

#### Cell

Live Projects Cell (LPC)

### School of Enterprise Management (SEM)

#### Centres

Centre for Promotion of Advanced Management Practices (C-PAMP)  
Centre for Industrial Credit and Financial Services (C-ICFS)  
Centre for Logistics and Integrated Materials Systems (C-LAIMS)  
Centre for Environment Concerns (C-ECO)  
Intellectual Property Facilitation Centre for MSMEs (IPFC)

#### Cell

Goods & Services Tax (GST) Cell

### Livelihood Business Incubator (LBI)

The main objective of LBI is to create jobs at local level and reduce unemployment by creating a favorable ecosystem for entrepreneurial development in the country.

The main focus area under the livelihood incubation is to take up those commercial activities, which are need based to create enterprises in the rural areas of the country.

## ni-msme - the premier Institute

**ni-msme**, the pioneer institute in the field of MSME is playing a major role in providing pro-business environment to foster the progress of MSME towards success and prosperity. The raison d'être of this Institute is to assist the Government in formulating policies for Micro, Small and Medium Enterprises and to help the practicing potential entrepreneurs and Government officials through a host of services like training, research, consultancy, information, education and extension.

Set up in 1962, **ni-msme** has made valuable contributions by creating an impressive record of achievements beyond the Indian shores, enabling different developing countries to get the benefit of the Institute's expertise.

Located in a sprawling and enthralling campus amidst a rich natural setting, **ni-msme** is well equipped with both physical and academic infrastructure. In keeping with the changing times and technological changes, the Institute has updated its style of functioning by focusing on the use of IT in every aspect of its activities, but at the same time retaining the wisdom and advantages of deeply ingrained traditional practices.

The core activities are being implemented through four Schools of Excellence, viz., School of Enterprise Development (SED), School of Enterprise Management (SEM), School of Entrepreneurship & Extension (SEE) and School of Enterprise Information & Communication (SEIC) as well as theme focused Centres like National Resource Centre for Cluster Development (NRCDC), Intellectual Property Facilitation Centre (IPFC), Resource Centre for Traditional Paintings (RCTP) and Goods & Services Tax (GST) Cell.

The Institute stores and supplies information that helps make a successful entrepreneur who is well versed in the intricacies of business and can participate in business activities intelligently and diligently through its Small Enterprises National Documentation Centre (SENDOC) and knowledge portal [www.msmeinfo.in](http://www.msmeinfo.in). Livelihood Business Incubator (LBI) established in 2016 under the Scheme of ASPIRE of Ministry of MSME for creating a favorable ecosystem for entrepreneurial development in the country.

The Institute has trained **4,94,928** participants by organizing **14,826** programmes which includes prospective/existing entrepreneurs and officials from various Ministries of Govt. of India and State Governments till 2016-17. The Institute is implementing ITEC Scheme of Ministry of External Affairs, Govt. of India since 1967 and trained 9,817 International Executives from **142** developing countries till March 2018. The Institute has also undertaken 938 research and consultancy projects.

In the international arena too **ni-msme** has been offering its services to many of the world's best-known organisations. The first international programme was conducted in 1967 with assistance from UNIDO. Enterprise Development and Government Effectiveness (EDGE) for Sri Lanka (1998); Workshop on PROSME (1998); CFTC sponsored programmes; B2B transactions with Uganda, Namibia, South Africa, Bhutan (2000); Nigeria (2001), Sudan, Ghana (2002); Vision Document for Empowering Women (2003) and Industrial Potential Survey and Preparation of Project Profiles for MSMEs (2004) in Mauritius; sponsored international programmes for Bank of Ghana (2006-08); all-time record of 28 International Executive Development Programmes, 5 of them specially for African countries (2007-08); Outreach programme for African women executives as a fore-runner to India-Africa Forum Summit (2008); sponsored international programmes for **Bangladesh Small & Cottage Industries Corporation (BSCIC)** (2008-09); Regional Perspective of Developing and Developed Countries Cooperation for SMEs Competitiveness, Marketing and Partnership (TCS Co-Plan, Ministry of External Affairs, Govt. of India) (2009); Entrepreneurship Development in Food Processing Sector for the Executives of Africa Countries [sponsored by the Ministry of External Affairs, Govt. of India, under India-Africa Forum Summit (IAFS) 2010-11 and implemented by the Ministry of Food Processing Industries, Govt. of India (2011)]; Training of Trainers on Entrepreneurship Development for Women Trainers – Motivators [Ministry of External Affairs, Govt. of India, under TCS Co-Plan (2011)]; Training of Trainers on Entrepreneurship Development in Food Processing Sector [sponsored by the Ministry of External Affairs, Govt. of India, under India-Africa Forum Summit (IAFS) 2011-12 and implemented by the Ministry of Food Processing Industries, Govt. of India (2012)]; International Training Programme on Micro Finance for Micro Enterprises Development and Livelihood Promotion, Sponsored by the Palli Karma Shahayak Foundation (PKSF), Bangladesh (2013), Total Quality Management & ISO (TQM) (at Bhutan), Sponsored by the College of Science and Technology, Rinchending, Bhutan (2014), Capacity Building of Women Entrepreneurs/Farmers of Bangladesh in Floriculture, Sponsored by USAID's Agricultural Value Chains (AVC) Project, Bangladesh (2015), Training of Trainers on Non-Tariff Barriers (NTB) and Non-Tariff Measures (NTM) Environment in SAARC (at Sri Lanka, Bangladesh and Bhutan), Sponsored by GIZ (2016), Intellectual Property as a tool to enhance Competitiveness of Micro, Small and Medium Enterprises (IPC-MSMEs), Sponsored by the Ministry of External Affairs, Govt. of India under TCS Co-Plan (2016), Enterprise Promotion Strategies in Agri-Business Ventures (EPSABV), Sponsored by the Ministry of External Affairs, Govt. of India under TCS Co-Plan (2017) and International Special Programme on Capacity Building for providing Alternative Livelihood Opportunities for Poor (CBALO) for Afghanistan, Sponsored by the Ministry of External Affairs, Govt. of India under ITEC (2018) are a few of the Institute's international initiatives

The management of the Institute rests with the Governing Council appointed by the Government of India. The governing body provides the necessary directions to the Executive Committee, accordingly the resident **Director** implements the activities. The present Director is **Dr. Sanjeev Chaturvedi**.

For further details, please contact



**The Registrar**

**National Institute for Micro, Small and Medium Enterprises**  
**(An Organisation of the Ministry of MSME, GoI and ISO 9001-2015 Certified)**

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