

Centre for Enterprise Development

The Centre for Enterprise Development co-ordinates various activities focused on enterprise creation and entrepreneurship. The supply of enterprises and entrepreneurship is central to 'sustainable development' throughout the world. A prerequisite in this regard, is an entrepreneurial approach in the development process. Action for enterprise development should be focused on releasing the entrepreneurial potential of individuals and communities, such that these, in turn, get translated into income-earning opportunities. Hence, the talk about reducing poverty and enhancing quality of life of the people should be preceded by creation of an entrepreneurial approach across society. This, in turn, gets translated into incomes and employment. Enterprises are not simply the concern of entrepreneurs and the government. The whole community should participate in enriching the right values, attitudes and capabilities. On the other hand, industry should respond positively to the concerns and urges of the society. Hence, researching, kindling the entrepreneurial spirit through interventions, and providing relevant knowledge base, are central to the process of enterprise creation in any economy. This Centre, therefore, focuses on knowledge creation, dissemination and communication. Three Divisions of the Institute come under this Centre:

- ISED Small Enterprise Observatory
- ISED Industrial Sub Contract Exchange
- ISED Business Development Services Unit

Expertise and Track

'Private sector development' is an upcoming area where specialised expertise is sought for by governments and international agencies today. Though Private Sector Development experts are in high demand, experts with an integrated exposure is much limited in supply. The reasons are many. Private Sector Development is an integrated problem, which demands integrated solutions. Institutional action is crucial in this regard.

Gone are the days of the government initiating 'enterprise development' programmes that attract a large number of takers. Today, with the enhanced tempo of globalization, and the penetration of the 'new economy', there are many opportunities for the aspirant entrepreneurs. On the other hand, many of the entrepreneurs, already on stream, find it difficult to pull on. Therefore, evolving appropriate strategies for enterprise development has become increasingly a complex task. ISED, from time to time, has experimented and gained such expertise, and has been widely recognized so. As a testimony to its initiatives, the Institute was honoured as the 'Global Leader in Small Business Promotion' by the Institute of International Education, New York.

Publications

The major publications of the Institute are brought out by the ISED Small Enterprise Observatory, which is an important platform of the Institute. For a complete list of titles of the Institutes see.....blog.

Services

Given its expertise, the Centre, through the Institute, extends a variety of services in the area of enterprise development as follows:

- Private sector development- advisory and consulting services to international agencies and donors.
- Modelling of entrepreneurship development intervention Programmes.
- Evaluation of enterprise development programs.
- Contract Research
- Institutional Consultancy Programme (see Coconut Development Board)
- Other services.

Institution Development

In an agenda of *sustainable enterprise development*, institutions have a crucial role to play. The role of institutions emerge, either as promoters of an enterprise programme, or they themselves act as entrepreneurs. The Institute's work includes, training and advisory services relating to formation of organisations and the design of programmes geared to development of such institutions. The Institute also works with international organisations like the BCCT, London, and the Commonwealth Secretariat, in order to ensure support to such institutions.

The significant growth of the Indian economy and the country's various policy reforms in the vital areas of enterprise development and social organization, have resulted in the emergence of Institution Development as an area of vital relevance. Civil society organizations, despite good intentions and laudable goals, need to acquire vital capabilities. Similarly, governments and donors, flushed with funds, are often on the search for good potential recipients. Here is the relevance of support for institution building. The concept covers a variety of activities, ranging from consultancy support for start-up, performance improvement, and external evaluation. While the latest data shows that the donor outflows even exceed the official development assistance at the international level, the key problem of development support today is not lack of resources, but the right institutions having the appropriate capabilities and absorptive capacity. ISED understands this critical gap, and provides support services in this area. Some examples:

- International Network on SMEs in Local Economic Development (INSLED)
- Cooperative Development Network, Madurai, Tamil Nadu
- Mission on Entrepreneurship Development and Inclusive Growth Centre, Kolkata
- Bhavana Centre for Sustainable Development, Mysore
- Programme Development Mission, Development of Sericulture Cooperative
- Network, Karur, Tamil Nadu

Enterprise Development

Decentralisation of governance has become the order of the day in most parts of the world, as also in India. The present stage of global development, actively triggered by technology information and communication technologies, significantly facilitates this as well. Local governments and public promotional agencies actively seek after models of local economic development. The entrepreneurship route at the grass root level, command respect and popularity today.

The conventional thinking, that "entrepreneurs are born", and not made, has undergone a major change since mid-1970's, as Entrepreneurship Development Models began to get shape. However, the Indian experience over the last three decades demonstrate, a bandwagon effect in the area of entrepreneurship development. Entrepreneurship Development has increasingly become a 'fashion' of public intervention. Many promotional agencies and government departments, however, are ignorant of the relevance of Entrepreneurship Development Programmes, and therefore, precious funds have often been wasted in irrelevant programs with doubtful impact.

The Institute's services in this area form two categories: a) modelling of Start-up and Performance Improvement Programmes; b) implementation of programmes. The Institute helps development of a programme relevant to a particular context. While this service is available, both to promotional agencies, planners and donors, the Institute also implements programs of its own.

Success Stories:

1. Urban Micro Enterprise Development Programme (UMEDP)
2. Craft-based Entrepreneurship Development Model
3. Bamboo Village Network Model

Private Sector Development

A remarkable feature of economic development during the past two decades, in most developing countries, is **private sector development**. The potential of the private sector, as the launching pad of entrepreneurship and employment generation and **local economic development** in general, has been widely accepted by governments. Besides, the definition of the private sector itself, of late, has got significantly broad-based. The role of various private actors, such as non-governmental organizations, self-help groups, and Special Purpose Vehicles (SPVs), have been increasingly recognized.

This enhanced perception on the role of the private sector, has increasingly been built into the agenda of international development. Today, **multilateral agencies**, such as the Asian Development Bank, UNDP, and the International Labour Organization, and other **donor agencies** implement several **private sector development** programmes. The Institute has experts with exposure of such

programmes, and their services have often been sought for .

Local Economic Development & Planning

Development planning emerge essentially as a concept associated with centralized planning during the first half of the 20th century. In countries like India, it's crucial role still continues.

Economic and social planning still continues to be central to the agenda of development in India, essentially through the enhanced interest in '**panchayathiraj**'. **Panchayathiraj** brings in the concepts of not only democratic governance, but also resource allocation at the grass root level. In the process, local economic development becomes one important item in the development agenda.

Some ISED contributions:

- Development of an operational model for SGSY
- Kalady model of 'Local level Skill Mapping'
- Backward Area Plan for the 12th Five Year Plan





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