

EDP PHASE-II TRAINING FOR MASTER TRAINERS UNDER PMFME

REPORT

EDP Phase-2 Training For Master Trainers under PMFME scheme was conducted from 19th December, 2020 to 23rd December, 2020 through online platform. Dr. Ashutosh Upadhyay was the overall coordinator of the program and Dr. Sanjay Bhayana and Dr. Vimal Pant was the co-coordinator.

Total 31 participants from 18 states participated in the training. Total 5 days training was conducted, which consisted of domain skill training of 3 days (19.12.2020 to 21.12.2020) and platform training of 2 days (22.12.2020 to 23.12.2020).



The domain skill training was conducted by NIFTEM and platform skill training was conducted through FICSI. The final assessment of participants was done by FICSI ON 24th December, 2020.



The brief details of the training are as follows:

COMPONENT 1: DOMAIN SKILLS

Time allotted: 20 hours [15 hours of training and 5 hours of self-study]

Day-1 (19.12.2020) Activity

Day -1		
Session	Topic	Trainer
1	<p>Business Opportunity Identification</p> <ul style="list-style-type: none"> • Introduction to Entrepreneurship Opportunity • Selection Criteria for Entrepreneurship Opportunity Identification • Evaluation of Entrepreneurship opportunity viability • Tools & Process to evaluate the viability of Entrepreneurship opportunity • Basic Approach for Need Analysis for identifying Entrepreneurship opportunity • Case Study and Market Study 	<p>Dr.Sarika Yadav (NIFTEM)</p> 
2	<p>Market Survey & Feasibility Study</p> <ul style="list-style-type: none"> • About Entrepreneurship, how to become Entrepreneur; Characteristics of Successful Entrepreneurs • Creativity & Entrepreneurship : Identification of opportunity; Creative problem-solving process; Barriers to creativity • Business Plan: Need of business plan; Elements of business Plan; Financial and organizational feasibility of business plan • Family Business Plan: Concept, Benefits and different stages of family business plan; Types and Model of family business plan; Challenges faced by family business plan • Feasibility study: Introduction to concept and different types of feasibility study 	<p>Dr. Sapna Arora (NIFTEM)</p> 


3	<p>IPR issues for entrepreneurs</p> <ul style="list-style-type: none"> • Introduction to IPR • Types of IPRs: Patents, Trade Mark, Industrial Design, Trade Secrets, Geographic Indications • How to file an IPR patent • About Copyrights • Kind of Property rights: Economical and Moral 	<p>Dr. AnupamaPanghal(NIFTEM)</p> 
4	<p>Creation of enterprise: Legal Aspects</p> <ul style="list-style-type: none"> • Introduction, main features, merits, limitation and how-to setup seven different types of business forms as under: <ol style="list-style-type: none"> 1. Sole Proprietorship 2. Hindu Undivided Family (HUF) 3. Partnership 4. Limited Liability Partnership 5. Company 6. Trust 7. Society • MSME registration Process and revised classification • GST Registration 	<p>Ms. Kanika Gupta</p> 

COMPONENT 1: DOMAIN SKILLS

Time allotted: 20 hours [15 hours of training and 5 hours of self-study]

Day-2 (20.12.2020) Activity



Day -2		
Session	Topic	Trainer
1	<p>New Product Development</p> <ul style="list-style-type: none"> • New Product Development • Product Data Management • Product life cycle management • Digital Marketing 	<p>Dr. AmanDua(NIFTEM)</p> 
2	<p>Marketing & Branding</p> <ul style="list-style-type: none"> • Marketing • Marketing mix • Product mix & Product line • Segmentation, Targeting, Positioning(STP) Branding 	<p>Dr. Sanjay Bhayana (NIFTEM)</p> 


3	Understanding Financial Statements <ul style="list-style-type: none"> • Understanding Income statements • Balance sheet • Profit & loss statements 	Dr. R Prasanth Kumar (NIFTEM) 
4	DPR and Bank Credit <ul style="list-style-type: none"> • DPR • Types of bank finance • Assessment of credit facility • Financial information in DPR • Three financial statements(Income statements, cash flow statements, Balance sheet) • Three critical tests of financial health • Basic ratios for liquidity • Basic ratios for profitability • Ratios for solvency • Bank decision to sanction credit • Dealing with the bank (cash credit accounts, credit accounts) 	Dr. Vimal Pant (NIFTEM)

COMPONENT 1: DOMAIN SKILLS

Time allotted: 20 hours [15 hours of training and 5 hours of self-study]

Day-3 (21.12.2020) Activity


Day -3		
Session	Topic	Trainer
1	Legal aspects and compliances <ul style="list-style-type: none"> • Incorporating a proprietorship, Partnership, Limited Liability partnership and private/Public Limited, Companies legal modalities. 	Ms. Kanika Gupta 
2	Digital Marketing for MSMEs <ul style="list-style-type: none"> • Digital Marketing skills for Business Development/Digital Marketing and Lead Generation for Micro Small Business • Digital Marketing in pursuit of value chain consolidation for small and micro business 	Mr. Hari Shankar Shyam 

3	<p>Hygiene & FSSAI Standards</p> <ul style="list-style-type: none"> • Hygiene, FSSAI standards and Registration etc. issues specific to food processing sector. • Weights & Measures Regulation 	<p>Ms. YashiShrivastava</p> 
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COMPONENT 2: PLATFORM SKILLS

Time allotted: Time allotted: 16 hours [12 hours of training and 4 hours of self-study]

DAY- 4 & 5 (22.12.2020-23.12.2020)

Topic	Lecture	Activity
<p>Advance Facilitation Practice & Apply Principles of Professional Practice at Workplace.</p>	<ul style="list-style-type: none"> • Professional skill development using GSuite tools. • Personal and professional advancement. • Champion Task • Execute the learnings to trainings. 	<p>Performance and efficiency enhancement activity</p> <p>Personal advancement form</p> <p>Survey: Plan to enhance performance and efficiency</p> <p>Group Discussion</p>
<p>Evaluation of Training Programs</p>	<ul style="list-style-type: none"> • 7 Habits of Great Trainers • Golden Badge Task 	<p>Read the article and mention how you plan to put into practice each of the Habit mentioned</p> <p>Prepare own training calendar using google calendar and take a screenshot of your calendar. Upload the picture of your calendar on Workplace Group.</p>
<p>Competency Based Assessment.</p>	<ul style="list-style-type: none"> • Techniques for assessment Validation & Reliability • Common Mistakes in Skill Training 	<p>Trainer- Mr. Aman Gupta</p> 
<p>Role of Technology and Analytics</p>	<ul style="list-style-type: none"> • How to conduct survey • Six principles to manage oneself 	

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