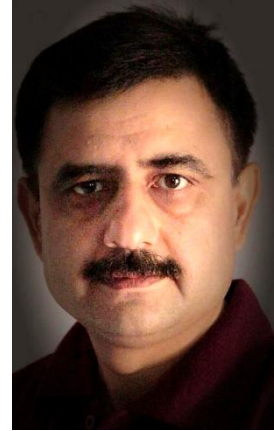


Raman Gujral

Faculty Member & Regional Head South India,
Entrepreneurship Development Institute of India (EDII)



Entrepreneurship development is a process requiring wide range of skills including the power to imagine, conceptualize, define, prepare, execute and reach the final goal of motivating people to become their own masters. Mr.Gujral has successfully devised, planned and executed programmes for the objective of entrepreneurship development & proved himself on above parameters..

He has handled the task of networking and catalyzing the vital linkages between the organization and several donor agencies, organizations and national level institutions such as the Department of Science and Technology (Govt. of India), Small Industries Development Bank of India (SIDBI), National Small Scale Industries Corporation (NSIC), and many more to add.

Mr.Gujral is quite comfortable in organizing training programs for unemployed youth, Govt officials, Faculty of various technical institutions, Bankers etc. Providing faculty support on Business Opportunity Identification and Guidance, Project Report Preparation, Marketing Research, Linking SHGs with micro enterprise activities, Traits of Successful Entrepreneurs, Working Capital Management in Micro Enterprises, cluster development, etc.

Preparation of curriculum, entrepreneurship development modules / structures is vital for the success of entrepreneurship development programme and he has prepared and executed such in various facet of entrepreneurship development process. With experience in the field of entrepreneurship development, has resulted in the creation and promotion of new and existing enterprises in the near and far corners of the country.

A financial analyst with a master's degree in financial accounting. Specialises in small enterprise development, various aspects of industrial project identification to project formulation. 25 years of experience in the area of training and development of entrepreneurs. Has extensive work experience of developing different modules on entrepreneurship development & orientation programme for support system officials and V.Os. Actively involved in UNIDO supported NEC programme at Laos, TVTO Programme at Tehran & TVET programme in Philippines, DC establishment process in Sri Lanka, VTC feasibility study at Comoros Islands, Indian Ocean.

Associated with various publications on entrepreneurship, marketing of agro produces and magazine for science tech entrepreneur supported by department of science and technology, govt.of India.