

**XIME**

**Eighth**  
**E**ntrepreneurship  
**D**evelopment  
**P**rogramme

**7th June — 3rd July, 2010**

**Organized with the assistance of  
Department of Science & Technology  
Government of India  
New Delhi**

**Xavier Institute of Management & Entrepreneurship  
Bangalore - 560 100**

**XIME**, the organizer of the EDP, is a premier Business School located in Bangalore. In addition to upholding the core values and beliefs of its founding members, the school truly believes in creating well-rounded, ethical, creative and efficient entrepreneurs and managers out of its students.

**XIME has AICTE's top accreditation**

**Business India's A++ rating**

In keeping with a long standing tradition of entrepreneurship development, XIME is pleased to announce its 8<sup>th</sup> EDP. This programme is offered with the financial support of the Department of Science & Technology, Government of India, New Delhi.

*Entrepreneurship is living a few years of your life like most people won't, so that you can spend the rest of your life like most people can't*

- A student in Warren G. Tracy's class, Entrepreneur

*Capital isn't scarce; vision is*

- Sam Walton

### Objectives

The EDP will provide an *implementable* entrepreneurship framework by:

- Teaching the theory underlying many business concepts
- Providing practical advice from practitioners and Industry experts

### For Whom?

Science and Technology graduates/Diploma Holders and MBAs with Engineering/Science background .

Those who are doing final year Diploma / Degree in Engineering / Technology / Science.

Budding Entrepreneurs, Practicing entrepreneurs, NGO based trainers.

Age limit : Below 35 years

## The Format

The four week programme will include:

- Classroom sessions for covering the theory and the concepts related to entrepreneurship.
- Expert talks and round-tables with leading specialists and practitioners from the industry.
- Exercises in team-work, negotiation and management.
- Projects for participants decided by XIME and the participants themselves.
- Preparation or modification of an individual or joint business plan for an existing or new business idea.
- Networking opportunities between people from diverse backgrounds and interests.

## ***Business Plan***

- The participants will work individually or in groups over the 4 weeks towards applying the concepts being taught in the program to their business plans.
- The experience sharing sessions from practitioners and experts over the 4 weeks will help the students in relevant research to prepare a professional and readily implementable business plan
- The last 3 days will be devoted towards presenting and discussing their business plans to improve upon and add the finishing touches to their plans.

**XIME**

**Programme organized with assistance of Department  
of Science & Technology, Government of India**

- A limit of **30 Participants** on a **first-come-first-served basis of qualified candidates.**
- **Charges** for 4 weeks including **programme material, lunch, tea and other expenses** Rs.7,500/-
- The remaining costs of the programme are being met largely through a generous grant from Department of Science & Technology, Government of India, New Delhi.
- Executive Residence at the Institute may be availed of at an additional charge of Rs 7,500/- on a twin-sharing basis for board and lodging from 7th June to 3rd July, 2010.

## Registration Procedure

- Candidates should send filled in registration form and a passport-size photograph to XIME before 22nd May, 2010
- Selected candidates will be informed before the start of classes.

The EDP is scheduled at  
**XIME Campus,**

Electronics City, Phase II, Bangalore - 560 100

*for four Weeks*

from 7th June to 3rd July, 2010

# Course Content

- An Overview of Business
- Entrepreneur versus Manager
- Attributes of a Successful Entrepreneur
- Motivation Development
- Opportunity Analysis
- Creating and Analyzing Business Plans
- Maintaining Books of Accounts
- Creating Financial Statements
- Working Capital Management
- Costing Concepts
- Sources and Costs of Finance
- Dealing with Banks and other Financial institutions
- Demand Forecasting
- The Managerial Job
- The Economic and Legal Framework
- Quality Control
- Managing People
- Labor Laws & Labour Management
- Communication Skills

## IT Applications

- Calendaring
- Contact and Information Management
- Project Planning
- Accounting PDAs
- Web-based Communications
- Electronic Marketing
- Enterprise Resource Planning
- Website implementations
- Blogs, social and professional websites

## About XIME

XIME was established in 1991 by a group of distinguished academicians under the leadership of Prof. J. Philip, former Director IIM-Bangalore.

**XIME** is regularly ranked as one of the top business schools in India and is the proud recipient of the highest accreditation by the National Board of Accreditation of AICTE. Business India ranked XIME as an A++ institution for three consecutive years.

Located in the heart of the Silicon Valley of India, Electronics City, with major IT icons such as HP, Infosys, TCS and Wipro as its neighbors, the XIME campus vibrates with myriad activities such as conventions, conferences, student competitions, short term industry relevant programmes and cultural activities, along with top class curriculum activities.

### Academic Programmes

1. 2 year Post Graduate Diploma in Management (PDGM)
2. 15 month Executive Post Graduate Diploma in Management (Ex. PDGM)
3. 3 Year Part –Time Post Graduate Diploma in Management

Apart from these regular programmes, XIME organizes Entrepreneurship Development Programmes (EDPs), various Management Development Programmes (MDPs) on a regular basis.

**XIME also engages in Organization Based Training & Consulting**

*For further details / Registration*

**Asst.Prof. M. Ramki Murugan –Programme Coordinator**

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## Xavier Institute of Management & Entrepreneurship

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