



**A REPORT  
ON  
TENTH ENTERPRISE  
DEVELOPMENT NETWORK  
MEETING**

**April 1<sup>st</sup>, 2005**



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### **ACKNOWLEDGEMENT**

We thank and acknowledge the dynamic participation of all the members who attended the Enterprise Development Network Meeting on April 1, 2005 and shared their views and perceptions and eagerly interacted.



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### **EXECUTIVE SUMMARY**

Network meeting on Enterprise Development was organized on April 1, 2005 at IEDI. A total of 42 members attended the meeting.

Ms. Muna Shrestha welcomed all the participants and Mr. Dhan Lal Shrestha moderated the meeting. Ms. Shrestha recapitulated on the previous Enterprise Development Network Meeting and thanked IEDI for organizing the Tenth EDN Forum.

Two presentations were made in the meeting by IEDI. Mr. Baburam Ranabhat, Executive Director, IEDI shared what IEDI is doing in the field of vocational training for enterprise development. Then, Mr. Biwhwa Karki, National Program Coordinator, IEDI gave the introduction of IEDI and for further presentation on Enterprise Education Program was made by Mr. Tara Nath Dhakal, IEDI.

Then Mr. Binod Upadhyay, Director, CSITC, gave the presentation on Skill and Entrepreneurship development training by Cottage and Small Industry Training Centre and its impact in Enterprise Development.

Towards the end, Mr. Poshan K.C., Executive Director, Lotus Intellect, wrapped up the forum.



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### **RATIONALE BEHIND THE MEETING**

The fundamental philosophy of initiating this meeting was to recognize the significance of networking which is deficient in a country like Nepal, to play a pivotal role in creating effective networks and to get the network progressing and create an environment where commonalities would be identified and in the long run, working groups are expected to form.

#### **Objectives of the enterprise development Network**

During the first meeting on 12 September 2003, the following major objectives of the enterprise development network were identified:

- Facilitate sharing of experiences, ideas and information on enterprise development in Nepal;
- Support and coordinate lobbying and advocacy activities regarding enterprise development in Nepal;
- Facilitate identification of common interests and development of joint programs and activities related to enterprise development;
- Support knowledge exchange and development on strategies, methods and tools regarding enterprise development.



## **PROCEEDINGS OF THE MEETING**

### **1. Welcome Address by Ms. Muna Shrestha**

Ms. Muna Shrestha from EDN commenced the tenth EDN with a warm welcome address. She greeted and welcomed all the participants in the forum. She thanked IEDI for providing venue for the Tenth EDN forum.

She reviewed the issues and decisions of previous nine Enterprise Development Network meetings. The following key agenda have been carried out previously:

- Defining vision and mission, objective and issues of enterprise development network during First EDN on September 12, 2003
- Experience and lessons form other facilitating projects on enterprise development during Second EDN on November 21, 2003
- Women and enterprise development, experiences of women entrepreneurs during Third EDN on Jan. 16, 2004
- Technology Transfer as the theme for the Forth EDN on March 19, 2004
- Public, Private & Civil society partnership as the theme for the Fifth EDN on May 14, 2004
- Marketing- Rural Urban Linkages as the theme for the Sixth EDN on July 16, 2004
- Women and enterprise development as the theme for the Seventh EDN on September 24, 2004
- Technology Transfer as the theme for the Eighth Enterprise Development Network Forum Meeting on November 26, 2004
- Access to Finance as the theme for the Ninth Enterprise Development Network Forum Meeting on January 28, 2005.
- Vocational Training and Enterprise Development as the theme for the Tenth Enterprise Development Network Forum Meeting on April 1, 2005.

As per the discussion held on Ninth EDN the thematic area for the Tenth EDN was finalized as the “Vocational Training and Enterprise Development”.

Moderation of the Tenth Forum was done by Mr. Dhan Lal Shrestha from Danish Embassy. He welcomed all the participants and delivered a brief review of the Program and requested Mr. Babu Ram Ranabhat from IEDI to give the first presentation.



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### **2. Mr. Baburam Ranabhat, Executive Director, IEDI and Mr. Bishwa Karki, National Program Coordinator, IEDI, presented on what IEDI is doing in the field of Vocational Training and Enterprise Development.**

Mr. Baburam Ranabhat delivered a brief introduction of IEDI. It was also carried over by Mr. Bishwa Karki. IEDI has been conducting the Vocational Training in field. The working mechanism within their Board Members. Their main objective of IEDI is to assist Human Resource Development and to support programs to develop technical, entrepreneurial and management related knowledge & skill development. Mr. Karki discussed on the area of specialization and current programs of IEDI. He also presented an Impact Assessment Table about Business Start-up course for Potential Entrepreneurs and Training on Management efficiency for existing enterprise. The table clearly showed the growth rate of the impact criteria. Mr. Tara Nath Dhakal added on the Enterprise Education. As a part of the project, they have established Butwal Technical Institute in September 2003. Mr. Dhakal explained the meaning of Enterprise Education and Entrepreneurship. According to the presentation, Enterprising People require certain Attitudes, Behaviors and Skills. He discussed on the Methodologies for the process of entrepreneurship and styles of communication management. It should also include the understanding and gaining confidence skill, recognizing and solving problems creatively, planning and organizing project, and putting ideas into action and taking risks.

### **3. Mr. Binod Upadhyay, Director, CSITC (Cottage & Small Industry Training Center), presented on Skill & Entrepreneurship development training.**

CSITC was established as a branch of Technical Training Section of Department of Cottage and Village Industry in 2022/023 B.S. and later in 2049/050 B.S. it became **Cottage and Small Industry Training Centre**. Since then, CSITC have been working in different projects like Ceramic Promotion Project, Readymade Garment and Handmade Paper Project and Leather goods. Now they have job oriented skill development training and other short-term training up to 6 months in operation.

The major activities of CSITC are operating production and service oriented skill development for income generation, strengthening those in income generating activities & traditional skill. They also conduct Seminars, Workshops and Counseling. Entrepreneurship & Management development training, market networking, Training of Trainers, Training – need Identification & Curriculum Development and other short-term trainings are the major activities of CSITC.

Before starting any training they used to ensure the need of training. So, the basic training starts with Skill Development Training including sewing, knitting, furniture, plumbing and also Product Oriented Training, Participative Skill Development Training and Short - term Trainings. He also presented different graphs and tables describing the growth and



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development in the number of trainees, their employment possibilities and their income generation. CSITC is collaborating with private institutions, public institutions and donor agencies for the promotional activities.

### **General Discussion:**

Thorough discussion on the activities of CSITC was taken place. Many participants asked questions to Mr. Binod Upadhyay. The major issue of discussion was raised by Ms. Srijana Rana, SNV/N asking about the methodology of training in the Grass root level and the criteria for the selection process of teachers. Ms. Puja Pradhan from Skill Nepal also interested to about the follow up and monitoring mechanism of CSITC. Mr. Upadhyay cleared the queries that their methodology of training was applicable in every level and the selection process of teachers would be done by a committee. After every training they monitor and follow up the trainees. Ms. Dibya Tara Tuladhar asked how they select the trainees, Mr. Upadhyay said that they advertise in newspaper in every three months and the main process of selection is by taking examination and interview.

A strong disagreement on 100% employment in carpentry was shown by Mr. Sneh Sayami, F-Skill that was mentioned in Mr. Upadhyay presentation. He raised the question on long term monitoring system of CSITC to ensure this. Mr. Upadhyay clarified that the annual monitoring system is there in every field to ensure the effectiveness of the trainings delivered. He is sure that there has been 100% employment after their training. For example, carpenters get immediate job as trainings are also focused on cent percent income generation program. There might be some cases when they do not give the job continuity and go on some other line. But that does not mean the training was not effective.

Mr. Riddhi Bir Singh commented that the objective of CSITC is not very clear. Another query he put forward was about if the trainings based on use of raw materials available in Nepal and the cost of training which was immediately answered by Mr. Upadhyay. He said they have not covered all the materials available in Nepal that is quite impossible also however; most of their trainings are to give shape to raw materials. Besides, the materials are generally for Agricultural Sector and most of their trainings are for free.

Mr. Ram Hari Lamichanne suggested that CSITC should market its products to Donors. If the employment is confirmed, why not take help from donors and give promotional campaigns concerning 100% income generating trainings. He also wanted to know why the female participants were more amongst trainees. The query was replied by Mr. Upadhyay and said that until now, the trainings have been effective and successful in market. The reason for high female participation could be their interest; unemployment and being entrepreneurs give sense of security. He also added that different organizations are asking for trained people from CSITC.



#### **4. Experiencing Sharing By Mr. Shiv Shankar Prajapati**

Mr. Shiv Shankar Parjapati shared his experience on the Ceramic Promotion Project. He has been in Ceramic Business nearly for two decades and has been associated with Sana Hastakala for last 12 years. He had taken training from Ceramic Promotion Project, Bhaktapur Industrial Development Area in BS 2042. After training, he started working for the same project immediately for about 2 and half yrs. He also got the opportunity to go through the training run by Ceramic Promotion Project under the program “Village Pottery”. He was selected as one of the “best trainees” and was provided with enough raw materials and equipments to establish his own ceramic business. He was also awarded “Consolidation Prize” in 1996’s “Craft producers workshop” organized by Sana Hastakala. He has been able to raise his financial status being involved in Ceramics. Sana Hastakala was introduced to him through the training. His products are been exported to Japan, America, Italy, and Germany through Sana Hastakala. He also mentions that Sana Hastakala has played a significant role in marketing his product and uplifting him and his business.

#### **General Discussion:**

Mr. Binod Upadhyay informed that GTZ had brought a project to Thimi. Their main target was to develop Thimi into Ceramic City. His query was about why people are not developed as being trained? Again, Mr. Upadhyay asked why the technologies were diversified? Mr. Prajapati replied that if the training would have been that effective, they could have done better in their business. The training project of GTZ collapse because trainees need new technologies. To diversify the technology of ceramic they cannot do anything individually, they need contacts and financial help. Ms. Manju Shree Karjee, Sana Hastakala added that they need new technologies not further training on this for the development of this sector. Mr. Rishi Shah from Lotus Holdings also agreed and informed that while GTZ has brought the project into some level but it was not promoted after that. The project could not reach to its marketing approach and enterprise development to its level. Mr. Upadhyay stressed on the need of bringing new R&D facilities to uplift the ceramic business.

Mr. Dhan Lal Shrestha thanked Mr. Prajapati for his effort to come forward in the EDN forum and share his problems as well as his experience that would surely encourage other entrepreneurs like him.

#### **5. Experiencing Sharing By Mr. Krishna Bahadur Praja**

Mr. Krishna Bd. Praja, Nepal Krishi Ban Pratisthan, Dhading, was in the business of making bamboo Stools. Mr. Praja said that he was given such training by NAF before he appeared SLC exam. They were taught to make 15 – 20 products. But they have to sell



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their products without any knowledge of the market and price. He wished the training would also include the pricing and market evaluation.

### **General Discussion:**

After listening to the problem of Mr. Praja, Mr. Binod Upadhyay suggested that they have 7-day package program to provide information in investment and profit. He can get the information if Mr. Praja contacts CSITC. Mr. Bishwa Karki from IEDI also added that IEDI can provide business counseling on pricing of his product within few days. Dr. Lakshman Pun also added that MEDEP and IEDI are providing 2-day package about pricing and evaluation and Mr. Praja can attend them.

Ms. Divya Tara Tuladhar questioned on the sustainability of Nepalese products? The cost of such stools made in Nepal is Rs. 100 per piece whereas it's been imported by India in Rs. 80. Dr. Lakshman Pun replied her by informing her that the people in Jail make those products and due to this reason the cost is less.

Mr. Rishi Shah asked to know from where he learnt to make such products and he also suggested improving the quality of these products and people should be encouraged to produce in large scale. Mr. Praja answered that NAF came to give training in different field few years' back and from them he learned.

## **6. WRAP UP**

Mr. Dhan Lal Shrestha invited Mr. Poshan Bd. KC From Lotus Intellect to wrap up of the Forum.

Mr. KC found the EDN an interesting forum to discuss on such an important topic. After going through the all the discussion sessions, it was felt that Private and Government Organizations should work together. Vocational training should not be focused only in wage employment. Adding entrepreneurship elements in vocational training promote successful employment. Mr. KC disagreed that short-term training give long-term employment. According to him, unemployment is caused by illiteracy. Very less people are interested in vocational training among which also many of them are still unemployed because they lack knowledge about market. Donors have misconception about CSITC, which could be better in the future after they start working together. He appreciated all the presentations that provided a lot of information. Among them, Mr. Shiv Shankar Parajapati's presentation was very effective. It was appreciable that he has given employment to 13 people. We can learn a lot from him. He believed that the participants are eager to know more in this topic. At the end, he thanked Mr. Dhan Lal Shrestha for moderating the program successfully and also thanked EDN secretariat coordinating such forums. And concluded his speech thanking IEDI for providing a venue for organizing the program of the day.



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### **DECLARATION**

The next EDN will be held on June 3, 2005. The topic for Eleventh Enterprise Development Network Forum will be soon notified to the members.



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### List of Participants:

S. N.	F. Name	L Name	Designation	Organization
1.	Dibya Tara	Tuladhar	Managing Director	Annapurna HPC
2.	Rajendra Bikram	Silwal	Representative	AR Fashion Designs Institute
3.	Binod	Upadhyay	Director	Cottage & Small Industries Training Centre
4.	Mallika	Shrestha	Proprieter	Craft Palace
5.	Rajeswor P	Pant	Executive Director	CSIDB
6.	Dhan Lal	Shrestha	Program Officer	Danish Embassy
7.	Luxmi	Poudel	Treasurer	FECOFUN
8.	Tara Nath	Pokheral	Representative	FNCSI
9.	Sneh	Sayami	Business Specialist	F-SKILL
10.	Sabina	Singh	Program Officer	FTG Nepal
11.	Ashik Layal	Malla	COO	Hotnepal technology
12.	Baburam	Ranabhat	ED	IEDI
13.	Bishwa	Karki	National Program Coordinator	IEDI
14.	Tara	Dhakal	Behavior Science Manager	IEDI
15.	Riddhi B.	Singh	Consultant	IOE/CES/RD/CDES
16.	Rishi	Shah	Director	Lotus Holdings
17.	Lakshman	Pun	National Program Manager	MEDEP
18.	Ram Chandra	Bhandari	Research Assistant	RECAST
19.	Puja	Pradhan	Program Officer	SKILL-Nepal
20.	Tulsi			SKILL-Nepal



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21.	Eknath	Khatiwada	BDS Advisor	SNV/Nepal
22.	Srijana	Rana	PSD Manager	SNV/Nepal
23.	Anuj D.	Joshi	ID/OS Advisor	SNV/Nepal
24.	Purushottam	Subedi	Programme Officer	CSIDB
25.	Anil Shankar	Giri	Technical Advisor	EMI
26.	K. R.	Sharma	Chair person	HDC
27.	Vijay	Basnet	CEO	Hotnepal technology
28.	Chhabi Lal	Sharma	Consultant	
29.	Huta Ram	Vaidya	Agriculture Engineer	
30.	Ram Hari	Lamichanne	Senior Programme Officer	Training for Employment project
31.	Krishna	Praja	Entrepreneur	NAF
32.	Ratna Shree	Shrestha	Entrepreneur	Silver Craft
33.	Manjushree	Karjee	Programme Officer	Sana Hastakala
34.	Prabhu N.	Bastola	Electrician	Skill CTEVT
35.	Niran	Maharjan	Student	SDC
36.	Gyanendra	Sharma	Coordinator	TSU,CRT
37.	Tamanna	Hamal	General Manager	Wean Cooperative
38.	Sanju	Manandhar	Representative	Lotus Bizport
39.	Swokriti	Sigdel	Marketing Officer	Lotus Bizport
40.	Tanuj	Pradhan	Representative	Agrani Aluminium Pvt. Ltd.
41.	Ashok	Pokharel	Representative	Agrani Aluminium Pvt. Ltd.



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42.	Abhinash	Dugar	Representative	Agrani Aluminium Pvt. Ltd.
43.	Muna	Shrestha		Enterprise Development Network