MANAGEMENT DEVELOPMENT PROGRAMME (MDP) ON

SMALL & MEDIUM ENTERPRISES (SMEs)

FINANCING & MANAGEMENT OF WORKING CAPITAL

August 5-6, 2013
ABOUT THE PROGRAMME

Small and Medium Enterprises (SMEs) play very important role in socio-economic development of our country on account of their inherent advantages like low capital requirement, high employment generation, decentralization of industrial activity, utilization of locally available resources and widening of entrepreneurial base. In order to ensure smooth functioning of Small and Medium Enterprises it is necessary to select viable projects and arrange for proper resources. With the increase in competition and changing environment, the programme focuses on financing of this sector and effective management of Working Capital to ensure maximum utilization of resources. The programme also draws special attention on mitigation of risks involved and shared learning’s for creative and innovative delivery channels of the financial institutions.

LEARNING OUTCOMES

After undergoing the programme, the participants would be able to:

• Understand the process of project formulation, implementation and appraisal system.
• Anticipate risks and their mitigation
• Appreciation and adoption of new innovative credit delivery models implemented by different financial institutions and building strong linkages.
• Learnings from success stories and their replicability.

SPECIAL FOCUS

The programme would cover specially on learnings from various innovative schemes introduced by Banks and Financial Institutions for financing SMEs along with new approaches adopted by successful entrepreneurs. This would enable the participants to appreciate and to replicate such creative and innovative products and services in their organizations.

PROGRAMME COVERAGE

• Scope and Significance of Small and Medium Enterprises
• Identification and Selection of projects
• Appraisal of Projects: Technical, Commercial, Financial and Managerial appraisal.
• Implementation of Projects : Arrangements of funds and implementation of the projects
• Management of Working Capital – Arrangements and availability of funds – Effective utilization by proper management of inventory and receivables.
• Risk Management – Various risks involved and Strategy for their mitigation
• Recovery Management and Credit Guarantee Scheme of CGTMSE
• New Credit delivery models
• Creativity and Innovations in SME segment

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• Managerial Staff working with Commercial banks, Regional Rural Banks, Cooperative Banks, NBFCs, State Financial Corporations, Developmental financial institutions and other organizations.
• SME Sector Entrepreneurs and their managers.
• Apex Agencies engaged for Development of SME Sector
• Central Government and State Government officials
• Faculty Members and Research Scholars in academic and management Institutes engaged in Teaching, Banking, Finance, SME, Entrepreneurship and others.
• Subjects related to MBAs / PGDM, professionals viz. CA, CS, ICWA, CFA and others.

RESOURCE PERSONS

• Shri D P Sarda, M.A. in Economics and CAIIB and also done certification in Co-operation and Industrial Finance. He has served Reserve Bank of India for 36 yrs. and retired as its Executive Director. After retiring from RBI, worked as Director, Institute of Banking Personnel Selection (IBPS) for 4 yrs and as Advisor to Small Industries Development Bank of India (SIDBI). Presently he is engaged as a visiting faculty for several Management Institutes and being invited by many banks for conducting Interviews/Group Discussions. He has authored several books. The latest book “Project Finance–Appraisal and Follow up for Term Loans & Working Capital” is a practical guide for Entrepreneurs, Bankers and professionals.

• Shri M.K. Sharma, a Science Graduate from Kurukshetra University, joined IDBI as Probationary Officer in 1986. He has been with SIDBI since its inception, i.e. April 1990. He has served MSME sector through Bank’s field offices at Patna, Jaipur, Bangalore, Chandigarh, Ludhiana & New Delhi and contributed significantly in enhancing credit of the Bank to MSMEs. He has been functioning as Regional Head, Rajasthan, with effect from August 2012 and is playing a pivotal role in serving MSME sector of the State. He is also actively involved in carrying out the Developmental Activities / Corporate Social Responsibility of the Bank in various industry clusters of the State and enhancing the growth of the sector.
Prof S P Garg, Chairperson, MDP, Training and Consultancy at Jaipuria Institute of Management, Jaipur carries with him four decades of experience in Banking including overseas (USA) and C-level positions, and academics. He has done post graduate in Sciences and is an alumni of IIM, Ahmadabad (1973) with CAIIB. He has been Chairman, Sultanpur Regional Bank, Principal, Bank of Baroda RRB Staff College Lucknow, MD, BOBCARDS, to mention a few. His areas of interest are Banking, Strategy Management and Corporate Governance. Prof Garg is keenly associated in institution building, brand building and leadership training and coaching.

The participant fee includes study material, lunch, tea, snacks and other expenses. The participants would make their own arrangements for their conveyance and accommodation. However, for outside participants, hostel arrangements on payment basis may be arranged by the Institute.

**PARTICIPATION FEE (NON RESIDENTIAL)**

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<th>Category</th>
<th>Fee (Inclusive Service Tax @ 12.36%)</th>
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<td>Entrepreneurs/ Bank Officials/Professionals</td>
<td>₹3,000/- per person</td>
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<td>Faculty Members/ Research Scholars</td>
<td>₹2,000/- per person</td>
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Special discount of 20% per candidate will be given if 3 or more nominations from the same organization.

The participant fee includes study material, lunch, tea, snacks and other expenses. The participants would make their own arrangements for their conveyance and accommodation. However, for outside participants, hostel arrangements on payment basis may be arranged by the Institute.

**REGISTRATION**

Nominations are to be sent along with participation fee as per the enclosed form by DD/ Bankers Cheque drawn in favor of Jaipuria Institute of Management, Jaipur, payable at Jaipur.

**Award of Participation Certificates**

Each participant would be awarded with a Certificate of Participation.

**Programme Coordinator**

Prof. S. P. Garg  
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Office: +91-141-4771300 (Extn 212)  
E-mail: sp.garg@jaipuria.ac.in / mdp.jaipur@jaipuria.ac.in

**Programme Secretary**

Ms. Shalvi Sharma  
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For further details please visit www.jaipuria.ac.in

**JAIPURIA INSTITUTE OF MANAGEMENT**

Jaipuria Institute of Management with campuses at Lucknow, Noida, Jaipur and Indore in India is characterized by the vision of nurturing the next generation of thought leaders through education. Jaipuria Institutes of Management are offering PGDM, PGDM (Retail Management), PGDM (Financial Services), PGDM (Services Management) and PGDM (Marketing) and is known for imparting high quality of learning, by full time eminent academic faculty. The students are provided industry exposure through live projects, internship, seminars, conferences, industry visits and guest lectures, besides having global exposure through exchange programmes with several foreign universities. The students are also provided extensive training to improve their managerial skills and personal attributes.

**JAIPURIA INSTITUTE OF MANAGEMENT, JAIPUR**

Jaipuria Institute of Management, Jaipur in addition to running its PGDM Programme also actively engages with the industry and society through various centers such as Centre for Management Development Programmes, Consultancy and Training Centre, Centre for Research and Publications, Centre for Entrepreneurship and Skill Development, Centre for Spirituality and Human Values and through various student initiated clubs and other platforms. Institute is headed by Dr Prabhat Pankaj as Director.

**RAJASTHAN CHAMBER OF COMMERCE AND INDUSTRY**

RCCI, established in 1949 under the Jaipur Companies Act, 1942, is the Apex Organization of Industry and Trade in Rajasthan. The Rajasthan Chamber of Commerce & Industry (RCCI) has completed 59 years of its useful existence and dedicated service. It is the Apex Organization of Industry and Trade in Rajasthan. The main objectives of RCCI are to promote trade, commerce, industry and mining in the state of Rajasthan in particular, and the country in general. RCCI is also Local Chapter of ICA to settle any disputes or differences, whatsoever, arising between parties through arbitration in accordance with, the Rules of Arbitration. Honorary Secretary General of RCCI is the Chairman of the RCCI Arbitration Committee.

**ABOUT JAIPUR: THE PINK CITY**

Jaipur is named after its founder the warrior and astronomer Sawai Jai Singh II. It is 260 km from Delhi and 240 km from Agra and forms the most chosen tourism golden triangle of Delhi, Agra and Jaipur. The old Jaipur painted in Pink can grip any visitor with admiration. Stunning backdrop of ancient forts Nahargarh, Amber, Jaigarh and Moti Dungri are dramatic testimonials of the by gone era, one of the most sought after tourist destinations of Rajasthan, India.
Nomination Form

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To,
Prof S P Garg,
Programme Coordinator
Jaipuria Institute of Management,
1, Bambala Institutional Area, Pratap Nagar,
Sanganer, Jaipur 302 033.
(E-mail: sp.garg@jaipuria.ac.in/mdp.jaipur@jaipuria.ac.in)
Mobile: 093092 92080

Dear Sir,
We are pleased to nominate the following participants for the Workshop / I would like to attend the workshop.

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<th>a) Name of the Participant and Designation</th>
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Name of the Sponsoring Authority

Institution/Organization’s Name

b) Nomination Fee Details:

Cash/DD/Banker’s Cheque No.: __________________ dated ________________ drawn on __________________
______________________________ for amount __________________ in favor of Jaipuria Institute of Management, Jaipur.

Date: ________________
Signature of the Nominee: __________________