



5 days Soft Skill Training Program at Saharanpur, UP

Microfinance, Entrepreneurship Development, Preparation of Business Plans, Preparation of Projects, Packaging, Export Procedures, Documentation, etc. for artisans / crafts persons of SC community at Saharanpur, Uttar Pradesh

11th to 15th , 18th to 22nd and 25th to 29th November 2019

EPCH conducted five days training programs in Saharanpur UP in the month of November. The trainers at this program included, Mr. Rajesh Rana from Resonance International Inc., Dehradun; Mr. Mohd. Asif from EPCH; Mr. Deepak Singh from ASAI Indi Glass Ltd., Roorkee; Mr. Sunil Kumar, Designer, EPCH; Mr. Pulkit Jain, Assistant Director, O/o DC (Handicrafts), Saharanpur; and Mr. Rahul Raj from International Trainer Federation, New Delhi. The program was initiated by Mr. Mohd. Asif from EPCH, with a brief on the Council and its various activities. In the first session, an overview of the 5 days consultation program was shared with the participants. The session also included an interaction with the participants regarding how long they've been practicing the craft and whether theirs is a family run enterprise passed down from generations and if they participated in any marketing event.

Project Planning - On day 1 Mr. Mohd. Asif facilitated training on project planning with details on need for a project plan, time taken, tools needed, elements included, managing the plan, getting the plan approved, etc. He further explained the activities in project planning and how they are as varied as the goals. Citing communications as an important aspect of project planning, Mr. Asif emphasised on several good tools and techniques for getting information from other people like, workshops, one-to-one meetings or interviews, surveys or customer focus groups to gather and validate requirements, etc. He added, the best way to

estimate how long a project planning phase will take is to look at similar projects that have happened before and see how long it took them to plan. The participants learnt that it is easy to see how long other projects took if one has a project management tool that archives one's old project schedules and makes the data available to everyone who needs it. One can then search for similar projects and study their schedules in detail.



Entrepreneurship and Export Documentation - On day 2 Mr. Rajesh Rana from Resonance International Inc. provided a detailed information on entrepreneurship calling it the process of designing, launching and running a new business, which is often initially a small business. Participants learnt that an entrepreneur is an entity that has the ability to find and act upon opportunities to translate inventions or technologies into products and services. The entrepreneur is able to recognise the commercial potential of the invention and organise the capital, talent and other resources that turn an invention into a commercially viable innovation. In this sense, the term entrepreneurship also captures innovative activities on the part of established firms, in addition to similar activities on the part of new businesses. Thereafter, Mr. Rana provide detailed information on export documentation and how it plays a vital role in the flow and movement of goods & services in international markets. He detailed on regulatory documents like pre-shipment, commercial, export assistance documents and documents prescribed by importer's country.



Microfinance - On day 3 Mr. Deepak Singh explained about microfinance as a category of financial services targeted at individuals and small business who lack access to conventional banking and related services. Microfinance includes microcredit, the provision of small loans to poor clients; savings and checking accounts; micro insurance and payment systems. Its services are designed to reach excluded customers, usually poorer population segments, possibly socially marginalised or geographically more isolated and to help them to become self-sufficient.



Mr. Deepak Singh explained about microfinancing organisations and that they support a large number of activities that range from providing the basics -like, bank checking and savings accounts to startup capital for small business entrepreneurs and educational programs that teach the principles of investing. The participants learnt that microfinance is best for home based business because traditional banks often are not interested in providing those small types of loans. It is a relatively new way of funding new entrepreneurs.

Design - On day 4 the session was on design and its importance in export trade. Mr. Sunil Kumar, designer from EPCH, introduced the topic and briefed the participants about various upcoming trends along with details of materials, finishes and textures including the creative, technical and outfitted aspects of a product



range. He also explained about visual merchandising as well as the importance of creating unique designs, latest trends and product ranges which have long-term effect in the market.

Schemes of Central / State Govt. for artisans - On day 4 the program was also addressed by Mr. Pulkit Jain, Assistant Director, O/o DC (Handicrafts) and Mr. Yogesh Kumar, C.T.O. The participants were made aware of various schemes of Central / State Govt. for artisans. They were also told about marketing events that would be held soon in different states. They were also informed about O/o Development Commissioner (Handicrafts)'s Schemes like, DC(H) artisan ID card; Aam Admi Bima Yojna; Scholarship to artisan's children; participation support in fairs organised/supported by O/o DC(H); awards -State, National and Shilp Guru; support for participation in international fairs, etc.



Business Planning, Quality Control & Packaging - On day 5 Mr. Rahul Raj from International Trainer Federation, New Delhi, explained how effective business planning can be the key to success. Participants learnt that a business plan can help to secure finance, priorities efforts and evaluate opportunities. It may initially seem like a lot of work but a well prepared business plan can save time and money in long run. Business planning is an ongoing activity. Review Plans regularly and update whenever the circumstances change.





the accomplished work to ensure its alignment with the project scope. In practice, projects typically have a dedicated quality control team which focuses on this area. Quality control involves testing of units and determining if they are within the specifications for the final product. The purpose of the testing is to determine any needs for corrective actions in the manufacturing process. Good quality control helps companies meet consumer demands for better products.

Mr. Rahul Raj further explained about packaging and its forms like boxes, pallets, crates, containers, bags and sacks, tape and materials for wrapping, binding and tying, disposable foodservice packaging, such as trays, plates and cups, etc. He elaborated on the important functions of packaging like product identification, protection and convenience. Mr. Raj thereafter explained about labeling, its types and functions. He also emphasised on labeling that provides information required by Law.

In his second session Mr. Rahul Raj provided information on quality control and how it is a process by which entities review the quality of all factors involved in production. He touched upon ISO 9000 that defines quality control as a part of quality management focused on fulfilling quality requirement. Participants learnt that in project management, quality control requires the project manager and /or the project team to inspect



At the program held from 8th to 22nd November 2019, the trainers were Mr. Rajesh Rana from Resonance International Inc., Dehradun; Mr. Mohd. Asif from EPCH; Mr. Deepak Singh from ASAI Indi Glass Ltd., Roorkee; Mr. Sunil Kumar, Designer, EPCH; Mr. Pulkit Jain, Assistant Director, O/o DC (Handicrafts), Saharanpur; and Mr. Rahul Raj from International Trainer Federation, New Delhi.

At the program held from 25th to 28th November 2019, the trainers were Mr. Sunil Chaturvedi from Resonance International Inc., Dehradun; Mr. Mohd. Asif from EPCH; Mr. Deepak Singh from ASAI Indi Glass Ltd., Roorkee; Mr. Sunil Kumar, Designer, EPCH; Mr. Pulkit Jain, Assistant Director, O/o DC (Handicrafts), Saharanpur; and Mr. Harshvardhan Saini from International Trainer Federation, New Delhi.



2nd to 6th, 9th to 13th and 16th to 20th December 2019

In continuance to the five days training programs in Saharanpur, Uttar Pradesh in the month of November, EPCH conducted three five days training programs once again at Saharanpur in the month of December 2019. Trainers at this program included, Mr. Sunil Chaturvedi from Resonance International Inc., Dehradun; Mr. Mohd. Asif from EPCH; Mr. Deepak Singh from ASAI Indi Glass Ltd., Roorkee; Mr. Sunil Kumar, Designer, EPCH; Mr. Pulkit Jain, Assistant Director, O/o DC (Handicrafts), Saharanpur; and Ms. Dimple Narula from Sharp Staffing Solution Pvt. Ltd.



The program from 2nd to 6th December 2019 was initiated by Mr. Mohd. Asif from EPCH, with a brief on the Council and its various activities. The rest of the training was held on similar lines as was held earlier but with a different group of participants. Mr. Asif facilitated training on project planning. Mr. Sunil Chaturvedi

from Resonance International Inc. spoke on Entrepreneurship and Export Documentation. Mr. Deepak Singh took the session on Micro Finance. Mr. Sunil Kumar made a detailed presentation on Design. Mr. Pulkit Jain, Assistant Director, DC(H) and Mr. Sunil Kumar, H.P.O made the participants aware of various schemes of



Central / State Govt. for artisans. They explained the marketing events that are to be held very soon in different states. Ms. Dimple Narula from Sharp Staffing Solution Pvt. Ltd. spoke on Business Planning, Quality Control & Packaging. She also explained about Quality Control.



At the program held from 9th to 13th December 2019, the trainers were Mr. S K Rana from Resonance International Inc., Dehradun; Mr. Mohd. Asif from EPCH; Mr. Harshverdhan Saini and Ms. Dimple Narula from Sharp Staffing Solution Pvt. Ltd.; and Mr. Sunil Kumar, Designer, EPCH.



At the program held from 16th to 20th December 2019, the trainers were Mr. S K Rana from Resonance International Inc., Dehradun; Mr. Mohd. Asif from EPCH; Mr. Harshverdhan Saini from ASAI Indi Glass Ltd., Roorkee; Mr. Ranveer Yadav, Designer; and Ms. Dimple Narula from Sharp Staffing Solution Pvt. Ltd.

