

# **Training Program CRP-EPs under MED & NAR certification**

## **Training Report**

**Submitted to**



**Goa State Rural Livelihood Mission**

**Prepared by**



**Entrepreneurship Development Institute of India  
(National Resource Organization)**

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## **Training Program for CRP-EPs under MED & their NAR certification**

Duration – 12<sup>th</sup> June – 19<sup>th</sup> July 2025

Venue - Directorate of Art & Culture, Panaji, Goa

Participants – 20 CRP –EPs from Ponda and Tiswadi Block

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### **Background**

Micro Enterprise Development (MED) is a component under the Start-up Village Entrepreneurship Programme (SVEP) sub-scheme of Deendayal Antyodaya Yojana - National Rural Livelihoods Mission (DAY-NRLM). The MED scheme has the objective to support SHGs and their family member enterprises in the non-farm sector. This scheme is planned in such a way that the necessary hand-holding and post enterprise grounding support to entrepreneurs shall be provided and financing part will be mobilized from CIF provided under NRLM and Banks/financial institutions.

The program aims to develop an initial eco-system for entrepreneurship development in the identified blocks and prepare it for the next level of entrepreneurship intervention like SVEP and One Stop Facility (OSF).

MED supports in setting up the eco-system for enterprise development in the selected blocks through:

1. Trained cadre of Community Resource Persons-Enterprise Promotion (CRP-EP) in selected blocks.
2. Business Support Services for enterprise development through identifying business ideas, preparation of business plans, accessing loans from Banks, maintaining accounts and support in marketing etc.
3. Enterprise hand-holding support for 6 months after grounding of enterprises.

200 SHG entrepreneurs shall be covered in each block under the MED scheme. The project duration is for a period of 18 months from the day of AAP approval. 200 enterprises will be supported in one block. The support to existing enterprises is limited to 25% of total enterprises in the block and 75% will be new enterprises. Minimum 10 CRP-EPs shall be selected and trained in each MED Block. All the CRP-EPs have to be assessed and certified by NAR as per the NSQF aligned qualification on CRP-EPs (NARQ/5003 - Level 3).

## Objective of Training

The training program for Community Resource Persons – Enterprise Promotion (CRP-EPs) under MED was designed with the following objectives:

1. Orientation and Skill Development: To build orientation, knowledge, empathy, and skills among CRP-EPs so that they can effectively provide business development support to rural entrepreneurs at the village level.
2. Technical Competency: To develop the technical capacity of CRP-EPs in business opportunity identification, enterprise management, growth facilitation, and performance tracking of enterprises.
3. Entrepreneurial Competencies: To instill crucial entrepreneurial competencies such as quality consciousness, planning, target setting, service orientation, and efficiency orientation, enabling CRP-EPs to support entrepreneurs sustainably.
4. NAR certification: To prepare all CRP-EPs to successfully qualify the NAR certification test as per the NSQF aligned qualification on CRP-EPs (NARQ/5003 - Level 3).

## Pedagogy

EDI delivered the training by employing a diverse range of participatory techniques. These included interactive sessions with case studies, PowerPoint presentations, practicum activities, participant group discussions, role plays, and reflection sessions. Field visits and hands-on exercises were also integrated to ensure that participants gained both conceptual clarity and practical exposure.

### Classroom Training - CRP-EP Training (MED, Goa) – 12<sup>th</sup> June – 20<sup>th</sup> June 2025

Day	Topics Covered	Session Goal	Facilitator
1	Registration & Inauguration / About the Institute, rules & regulations of training; Rapport building & Ice breaking; Achievement Motivation – Confidence building; Need for self-employment & Entrepreneurship Development (What, why & how)	To orient participants to MED training environment, break inhibitions for participatory learning, instill motivation and confidence, and introduce the concept, importance, and process of entrepreneurship and self-employment.	Nishit Patel
2	Introduction to NRLM ecosystem; Introduction to Micro Enterprise Development (MED); Roles &	To provide clarity on NRLM and MED frameworks, explain CRP-EP & BRC roles, and highlight	Nishit Patel

	Responsibilities of CRP-EP and BRC; Income generating opportunities in enterprise through BRC services	enterprise opportunities through BRC support for promoting entrepreneurship.	
3	Social norms & customs affecting entrepreneurship; SRLM structure; CBOs – structure & functions; Enterprise business partners – Banks, agencies, procurement etc.	To build understanding of social, institutional and financial ecosystems influencing enterprise promotion, and the role of CBOs, SRLMs, and external partners in entrepreneurial activities.	Nishit Patel
4	Basic Mathematical operations – Addition, Subtraction, Multiplication, Division, Practice	To strengthen basic arithmetic skills necessary for business calculations, improving accuracy and confidence in handling day-to-day enterprise transactions.	Naveen kr. Chourasia
5	Solving percentage, fractions, equations, and averages based mathematical problems	To enable participants to apply mathematics to business contexts like pricing, profit margins, cost analysis, and financial decision-making.	Naveen Kr. Chourasia
6	Entrepreneurial Competencies (David McClelland model); AMT workbook exercise; Introduction to enterprise and its types; Business types, processes, and cycle	To help participants identify and develop entrepreneurial competencies, understand different enterprises and business cycles, and assess their own entrepreneurial traits.	Nishit Patel
7	Business risks & mitigation strategies; Business Opportunity Identification Guidance (BOIG); Sources of data & key informants; Theoretical process of BOIG	To train participants in identifying business opportunities, assessing risks, and applying systematic approaches for enterprise planning and data collection.	Prof. Prakash Solanki
8	Markets – types, segmentation, linkages; Preparing questionnaires for market survey; Customers – needs & business capabilities	To enable participants to analyse markets, prepare tools for surveys, and understand customer needs for aligning enterprise capabilities with demand.	Nishit Patel

#### Field Visit - CRP-EP Training (MED, Goa) – 21<sup>st</sup> June – 26<sup>th</sup> June 2025

Day	Activity	Outcome
9	Visit District/Block SRLM offices and understand the structure; Meet Community Based Organisations (CBOs) & understand functions	Participants will be able to describe the SRLM structure at block/district level and explain the roles and functioning of CBOs.
10	Use AMT manual questionnaire to map entrepreneurial competencies of unemployed youth and self-employed youth; Visit local businesses to map business cycle and seasonal fluctuations	Participants will be able to assess entrepreneurial competencies using AMT tools and analyse real business cycles and seasonal variations.

11	BOIG practical - data collection, SWOT analysis, and selection of a suitable activity	Participants will be able to conduct field-level data collection, perform SWOT analysis, and select feasible business opportunities.
12	Collection of data as per market survey questionnaire	Participants will be able to collect, record, and organize field data using survey tools for market analysis.
13	Customer profiling and need assessment; Identify backward and forward linkages for enterprises	Participants will be able to analyse customer profiles, assess needs, and identify supply chain linkages for enterprises.

**Classroom Training - CRP-EP Training (MED, Goa) – 30<sup>th</sup> June – 8<sup>th</sup> July 2025**

Day	Topics Covered	Session Goal	Facilitator
14	Basic financial terms (cost, price, profit, profitability) & applications; Sources of capital; Types of financial statements	To introduce participants to fundamental financial concepts, different sources of capital, and basic financial statements for managing small businesses.	
15	Institutions providing credit; Credit products & features; Govt. schemes supporting entrepreneurship	To familiarize participants with credit institutions, products, and government schemes that can support enterprise creation and growth.	
16	Licensing, registrations & certifications for enterprises; e-Aadhaar, DIC registration, etc.	To equip participants with knowledge of mandatory registrations, licenses, and certifications for legal compliance and business facilitation.	
17	Bookkeeping for small businesses; Comparing financial statements; Basic diagnostic techniques	To train participants in bookkeeping, interpreting financial statements, and using diagnostics for enterprise health monitoring.	
18	Basics of Smartphone; Search engines & app stores; MED/SVEP software	To build participants' digital literacy and enable them to use smartphones, online tools, and enterprise software effectively.	
19	Data uploading, downloading & report generation in MED software; Communication skills; Networking & liaisoning; Teamwork	To strengthen ICT use in enterprise management, along with soft skills for effective communication, networking, and teamwork.	
20	Training Need Assessment (TNA); Structuring training modules; Use of training aids; Behavioural games (Ring toss)	To impart skills in identifying training needs, designing modules, using training aids, and experiential learning through games.	
21	Behavioural games (Boat building); Community awareness	To develop facilitation skills for awareness creation, record-keeping,	

methods; Document/file management & indexing; MED administrative procedures	and administrative procedures for effective functioning as CRP-EP.	
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### Field Visit - CRP-EP Training (MED, Goa) - Date

Day	Activity	Outcome
22	Analyze local businesses – gather information on cost, price, and profit; Derive profitability	Participants will be able to calculate cost, price, and profit from real business data and assess enterprise profitability.
23	Visit institutions (banks, cooperatives) providing credit; Visit government departments supporting entrepreneurship	Participants will be able to identify credit institutions, explore credit facilities, and understand government entrepreneurship support mechanisms.
24	Visit local businesses to study licenses, registrations, and certifications; Visit e-Aadhaar registration centre	Participants will be able to identify legal requirements for businesses and understand Aadhaar registration/update processes.
25	Study books of local businesses; Conduct business diagnostics	Participants will be able to analyze business records and apply diagnostic techniques for enterprise health.
26	Practical on smartphone operations, search engines, and app stores	Participants will be able to operate smartphones and use apps/search engines for business-related purposes.
27	Practical on communicating with local communities	Participants will be able to practice effective communication methods with rural communities.
28	Practical on group functioning, leadership, and group dynamics	Participants will be able to recognize leadership roles, group behavior, and apply group dynamics in village settings.
29	Conduct Training Need Assessment (TNA) of target group; Customize training modules	Participants will be able to conduct TNAs and adapt training modules to suit local needs.
30	Practical on behavioural games (Ring Toss & Boat Building); Conduct one awareness program	Participants will be able to apply experiential learning tools and organize awareness programs in communities.
31	Practical on filling forms; Recording minutes of meetings; Conduct demo class for target group	Participants will be able to complete official documentation, maintain meeting records, and deliver demo training sessions.

### Outcome of Training

The training program achieved a **100% result**. Out of the 20 participants who underwent the training, all successfully qualified the NAR certification as per the NSQF-aligned standards. Following their certification, the participants have been successfully onboarded as Community Resource Persons - Enterprise Promotion (CRP-EPs) under the MED program in Tiswadi and Ponda blocks.

# Annexure 1

## List of participants

S.No.	Block	Name of CRP-EP	Gender	Social Category	Contact No.	Aadhar Card No.
1	Tiswadi	Smita Rupesh Sawant	Female	General	9765328743	203343442379
2	Tiswadi	Utkarsha Umesh Waghdhare	Female	OBC	7798409131	628140055030
3	Tiswadi	Manali Naik	Female	General	9404432194	455591805894
4	Tiswadi	Monaliza Araujo	Female	General	9689063015	507762051763
5	Tiswadi	Chetna Prajapati	Female	General	7378830228	976226750080
6	Ponda	Neha Suraj Velip	Female	ST	7030234809	325471761716
7	Ponda	Reshma	Female	OBC	8975631545	798272076677
8	Ponda	Sweta Kishan Betodkar	Female	OBC	9764695296	833847814814
9	Tiswadi	Tejaswini P. Godase	Female	General	7972520337	887925178940
10	Ponda	Sneha Rohan Nageshkar	Female	General	9637372777	983188503817
11	Tiswadi	Sujata Jagannath Chopdekar	Female	OBC	7769045276	731234392978
12	Ponda	Riya Rajaram Murkar	Female	General	8411893837	332970184236
13	Ponda	Shilpa U Naik	Female	OBC	9922540551	914420286420
14	Ponda	Mahima Mahesh Naik	Female	OBC	7507939155	499184100067
15	Tiswadi	Amita Abhay Jambhale	Female	General	9923568652	620566603218
16	Ponda	Mohini Mohan Gaonkar	Female	OBC	7887464693	890856485613
17	Tiswadi	Deepa Chouhan	Female	General	9767240506	836477149071
18	Tiswadi	Vishakha Vinayak Bandodkar	Female	ST	9881954052	347190593848
19	Ponda	Rajashree Rahul Gaude	Female	General	9561286324	561382036757
20	Ponda	Durva Naik	Female	OBC	7620314702	563049207618



**Attendance Sheet**  
**CRP-EP Training Programme under MED in Goa**

Module: (Classroom Training)

Venue: Lecture Hall, Directorate of Arts and Culture, Panaji, Goa

[illegible]



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**Attendance Sheet**  
**CRP-EP Training Programme under MED in Goa**

**Block: Ponda and Tiswadi**

**Module: (Classroom Training)**

**Venue:** Lecture Hall, Directorate of Arts and Culture, Panaji, Goa

[illegible]



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**Attendance Sheet**  
**CRP-EP Training Programme under MED in Goa**

Block: Ponda and Tiswadi

Module: (Assessment & Certification)

Venue: Lecture Hall, Directorate of Arts and Culture, Panaji, Goa

Sr. No.	Name of Participant	Gender	Social Category	Contact Number	Attendance - Signature (Assessment & Certification)			
					Day - 1	Day - 2	Day - 3	Day - 4
					16.07.2025	17.07.2025	18.07.2025	19.07.2025
1	Smita Rupesh Sawant	F	Gen	9765328743	<u>SR Sawant</u>	<u>SR Sawant</u>	<u>SR Sawant</u>	<u>SR Sawant</u>
2	Utkarsha Umesh Waghmare	F	OBC	7798409131	<u>Utkarsha</u>	<u>Utkarsha</u>	<u>Utkarsha</u>	<u>Utkarsha</u>
3	Sneha Rohan Nageshkar	F	Gen	9637372777	<u>Sneha Nageshkar</u>	<u>Sneha Nageshkar</u>	<u>Sneha Nageshkar</u>	<u>Sneha Nageshkar</u>
4	Sueta Kishan Betadkar	F	OBC	9764695296	<u>Betadkar</u>	<u>Betadkar</u>	<u>Betadkar</u>	<u>Betadkar</u>
5	Neha Suraj Velip	F	ST	7030234809	<u>Neha Velip</u>	<u>Neha Velip</u>	<u>Neha Velip</u>	<u>Neha Velip</u>
6	Tejaswini P. Godase	F	Gen.	7972520337	<u>Teju</u>	<u>Teju</u>	<u>Teju</u>	<u>Teju</u>
7	Chetna S. Prajapati	F	General	7318830228	<u>Chetna</u>	<u>Chetna</u>	<u>Chetna</u>	<u>Chetna</u>
8	Vishakha V. Bandedkar	F	ST	9881954052	<u>Bandedkar</u>	<u>Bandedkar</u>	<u>Bandedkar</u>	<u>Bandedkar</u>
9	Manali M. Naik	F	General	9404432194	<u>Naik</u>	<u>Naik</u>	<u>Naik</u>	<u>Naik</u>
10	Amita. Abhay. Jambhale	F	General	9923568652	<u>Jambhale</u>	<u>Jambhale</u>	<u>Jambhale</u>	<u>Jambhale</u>
11	Reshma R. Naik	F	OBC	897563505	<u>Naik</u>	<u>Naik</u>	<u>Naik</u>	<u>Naik</u>
12	Sujata. J. Chopdekar	F	O.B.C	7769045276	<u>Chopdekar</u>	<u>Chopdekar</u>	<u>Chopdekar</u>	<u>Chopdekar</u>

13	Riya R Muskar	F	Gen	8411893837	Rmuskar	Rmuskar	Rmuskar	Rmuskar
14	Mahima M. Naik	F	OBC	4507939155	mnaik	mnaik	mnaik	mnaik
15	Shilpa U. Naik	F	OBC	9922540557	Snaik	Snaik	Snaik	Snaik
16	Durga. D. Naik	F	OBC	7620314702	DNaik	DNaik	DNaik	DNaik
17	Moraliza. Shaujo	F	General	9689063015	Mshaujo	Mshaujo	Mshaujo	Mshaujo
18	Deepa Chauhan	F	General	9767248806	DChauhan	DChauhan	DChauhan	DChauhan
19	Geeta. S. Charse	F	General	9579821816	GCharse	GCharse	GCharse	GCharse
20	Rajashree R Gaude	F	General	9561286344	Rgaude	Rgaude	Rgaude	Rgaude
21	<del>Geeta S Charse</del>	<del>F</del>	<del>General</del>	<del>9579821816</del>	<del>GCharse</del>	<del>GCharse</del>		
22								
23								
24								
25								



### Annexure 3: Training Program Session Plan:

#### Training Session Plan Community Resource Person – Enterprise Promotion on MED

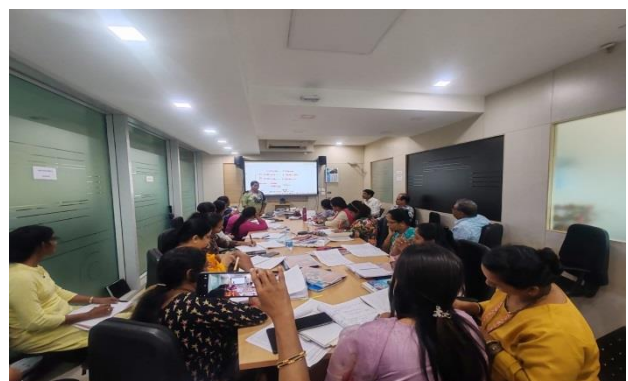
DATE/DAY	I SESSION (10.00 TO 11.15 AM)	II SESSION (11.30 AM TO 12.45 PM)	III SESSION (2.00 TO 3.15 PM)	IV SESSION (3.30 TO 4.45PM)
1	Registration & Inauguration / About the Institute, rules & regulations of training /institute	Rapport building and unfreezing – Ice breaking exercise	Achievement Motivation - Confidence building	Need for self-employment, Entrepreneurship Development (What, why & how?)
2	Introduction to NRLM ecosystem	Introduction to Micro Enterprise Development (MED)	Roles and Responsibilities of CRP _ EP and BRC	Income Generating opportunities in enterprise through BRC Services
3	Social norms and customs affecting entrepreneurial activities	SRLM structure	Community Based Organisations (CBOs) - structure and functions	Enterprise Business partners - Banks, implementing agencies, procurements, etc.
4	Basic Mathematical operations - Addition, Subtraction	Basic Mathematical operations - Multiplication	Basic Mathematical operations - Division	Basic Mathematical operations - Practice sessions
5	Understand and solve percentage based mathematical questions	Understand and solve Fractions based mathematical questions	Understand and solve simple equations based mathematical questions	Understand and solve averages based mathematical questions
6	Entrepreneurial Competencies - David McClelland model	Measuring entrepreneurial competencies - AMT workbook exercise	Introduction to enterprise and its types	Business - types, process and business cycle
7	Business Risks and mitigation strategies	Business Opportunity Identification Guidance (BOIG)	Sources of Data & Key Informants	Theoretical Process of BOIG
8	Markets - types, segmentation, forward and backward linkages		Preparations of questionnaire for Market survey	Customers - customer needs and business capabilities
Go to field for Practical from day 9 to 13				
9	Visit District/Block SRLM offices and understand the structure		Meet Community Based Organisations & understand its functions	

DATE/DAY	I SESSION (10.00 TO 11.15 AM)	II SESSION (11.30 AM TO 12.45 PM)	III SESSION (2.00 TO 3.15 PM)	IV SESSION (3.30 TO 4.45PM)
10	Using AMT manual questionnaire - map Entrepreneurial competencies of an unemployed youth	Using AMT manual questionnaire - map Entrepreneurial competencies of a self-employed youth	Visit some local business units and map business cycle and seasonal fluctuations	
11	BOIG practical - collection of data, SWOT analysis and selection of a suitable activity			
12	Collection of data as per market survey questionnaire			
13	Talking to different customers of an enterprise and customer profiling - need assessment		Identifying backward and forward linkages available for identified businesses	
Class Room Training - 14 to 21				
14	Basic financial terms (cost, price, profit, profitability, etc.) and their applications		Sources of capital	Different Types of Financial Statements
15	Institutions providing credit	Credit Products and its features	Central and State Govt. schemes supporting entrepreneurship	
16	Different types of licensing, registrations and certifications required for various types of enterprises			e-Aadhar, DIC registrations, etc.
17	Book keeping for small businesses		Comparison of financial statements across time and basic business diagnostic techniques	
18	Introduction to the basics of a Smartphone	Concept of search engine and app stores	Software	
19	Processes of data uploading, downloading and generating reports in MED software	Effective communication skills	Networking and Liaison skills	Working of team and groups
20	Training Need Assessment	Structuring training modules as per Training Needs of the target group	Different training aids	Behavioural games of Ring toss
21	Behavioural games of Boat Building	Methods of creating awareness among the community	Process of maintaining documents, files and indexing	MED administrative procedures
Go to field for Practical from day 22 to 31				
22	Analysis of local businesses - gather information on cost, price and profit. Derive profitability			
23	Visit and understand some of the Institutions (Banks, co-operatives, etc.) providing credit to local entrepreneurs. Visit and understand some of the Govt. departments supporting entrepreneurship			



DATE/DAY	I SESSION (10.00 TO 11.15 AM)	II SESSION (11.30 AM TO 12.45 PM)	III SESSION (2.00 TO 3.15 PM)	IV SESSION (3.30 TO 4.45PM)
24	Visit local businesses and find out types of licenses, registrations and certification these businesses have obtained. Visit local e-Aadhar registration centre and find out processes of obtaining Aadhar and Aadhar updating facilities			
25	Talk to local businesses and find out types of books maintained by them. Conduct some basic business diagnostics on the books maintained			
26	Practical on operations of a smart phone, search engines and app stores			
27	Practical on communicating with the local communities			
28	Practical on functioning of groups, identifying group leaders, followers and understanding group dynamics in the villages			
29	Conduct Training Need Assessment of target group, analyse and customise training modules based on the TNA			
30	Practical on Behavioural games of Ring toss	Practical on Behavioural games of Boat building	Conduct one awareness program	
31	Practical on filling up of forms	Recording minutes of the meeting	Take one demo class for the target group	
Assessment on day 32				

## Annexure 4 Some Glimpses





## **Entrepreneurship Development Institute of India**

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