

Name- B P Murali

Academic Qualifications

- Bachelor's Degree in Agricultural Sciences – University of Agricultural Sciences, Bangalore, 1974
- Post Graduate Diploma in Management , Indian Institute of Management, Ahmedabad, 1976

Work Experience

From August 2006 till date

- Visiting Professor at Entrepreneurship Development, Institute of India, Ahmedabad.
- Consultant, SME Development , Bangalore.
- Consultant, United Nations Development Organisation, Vienna (New Enterprise Creation and Growth of SMEs)

June 2004 – June 2006

- In the capacity of Director, setting up and operationalising an institute exclusively devoted to assisting family-owned businesses in Saudi Arabia and other MENA countries

September 1983 till May 2004

- Chief Faculty , Entrepreneurship Development Institute of India, Ahmedabad, India.

Since June `97, he was on a special assignment as Project Director, UNIDO-sponsored Inter-regional Centre For Entrepreneurship & Investment Training implemented by the Institute.

Key Competencies

- Strategy Formulation for planned interventions to facilitate Entrepreneurship Development.
- Training need analysis, formulation, pilot testing and institutionalization of training programmes on a variety of Small and Medium Enterprises (SMEs) – related themes
- Institutional capacity building for SME Development
- Training Programme for Resource Persons to facilitate enterprise growth
- Developing Business Counselors
- Business Profiling as a prelude to growth-related decisions in SME sector
- Intrapreneurship Development
- Building and leading a team of professionals

Contributions at National Level

Training Programmes

- Designing, pilot-testing and replicating training programmes for developing potential entrepreneurs
- Motivational/appreciation programmes for SME Support System officials
- Programme on Growth strategies for existing entrepreneurs
- Developing entrepreneurial competencies
- Developing Business Counselors
- Key Resource Person for planning and implementing the first ever training programme for Cluster Development Agents (sponsored by UNIDO)

Research

- Entrepreneurial Competencies that contribute towards top performance

Institutional Development

- Training resource persons for Entrepreneurship Development
- Guidance in manpower planning, strategy formulation and formulation of activity plans for State-level Entrepreneurship Development Organisations

Papers/Manuals

Manuals for Resource Persons covering :

- Facilitating Enterprise Growth
- Planning and implementing Performance Improvement Programmes for SMEs
- Integrated Firm Analysis
- Marketing Management for SMEs
- Focused Behavioral Event Interview
- Industrial Project Preparation and Appraisal (yet to be published, co-authored)
- Investment Opportunity Identification, Formulation & Screening (yet to be published, co-authored)

Papers

- Case Study on Entrepreneurship Development (Commonwealth Secretariat)
- Strategy Formulation and Enterprise Growth (Presented in GTZ sponsored seminar in South Africa – September 96)
- Human Resource Development for enterprise promotion (UNIDO)
- AMT Trainer, EDI Paper, 1984 (Co-authored)
- Competent EDP Trainer , EDI paper 1984 (Co-authored)
- How Achievement Motivation Develops, EDI Paper, 1984 (Co-authored)
- Chapters on Break Even Analysis, Preliminary Project Report and Costing as a part of `A Handbook for S&T Entrepreneurs` published by EDI and sponsored by Dept. of Science & Technology, Government of India
- Enterprise Performance and Entrepreneurial Competencies, paper presented at the National workshop on `Sick Industries Syndrome in India` organized by Gandhi Labour Institute, in June 1988 (Co-authored)
- Introducing Entrepreneurship in Management Education, paper presented in the workshop on Management Education organized by INTERMAN-ILO, at Montreal, in 1989 (Co-authored)
- Role of Support System in entrepreneurship Development : some issues; presented during 3rd National Meet of Trainer- Motivators, 1989

Contributions at International level :

Institutional Development

- As Project Director of Inter-Regional Centre for Entrepreneurship & Investment Training (sponsored by Govt of India & UNIDO) formulating overall activity plans for the Centre, conducting training programmes & developing Focal Point Institutions in Bahrain and Mozambique
- Developed a group of Business Counselors in Bhutan (1995) under UNDP-sponsored project
- Developed a group of Resource Persons for Entrepreneurship Development in Nepal, Jordan, Sudan, Bahrain, Malawi, Mozambique, Mauritius and other developing countries
- As a key member of the team, identified, recruited and trained Resource Persons from Guinea Conakry for SME Development
- As a part of UNIDO Sub contract and in the capacity of Team Leader, I have contributed to setting up of Saudi Entrepreneurship Development Institute, Jeddah.

Training Programmes

Planned & implemented several training programmes in Africa and Asia covering various aspects of Project Development Cycle including investment opportunity identification, market analysis, technical analysis, training of trainers for new enterprise creation, developing Business Counselors and assisting existing entrepreneurs in consolidation and growth.

International Research

As a part of an international team, I have played a key role in the research study on Entrepreneurial Competencies initiated by Mc Cber and Company, USA . I have been trained in Job Competency Assessment Process and Competency – based Entrepreneurship Training at Oxford and Cranefield, UK.

Manuals

Prepared 'Facilitator's Guide' on New Enterprise Creation and growth of existing enterprises in SME sector.

Early work experience

April '82 – August '83

Business Development Manager in Rajasthan Consultancy Organisation Ltd., Jaipur, India

May '81 – March '82

Project Formulation Officer in the Entrepreneurship Development Board, Rajasthan, India

Dec '77 - April '81

Project Officer in UP State Agro Industries Corporation, Lucknow, India

Dec '76 - Dec '77

Marketing Management Trainee in UP State Agro Industries Corporation, Lucknow, India