International ITEC Training Programme on
"Capacity building program for Agri Business Incubators Emerging economies"

(Two weeks Programme)

Rationale and justification for the ITEC programme at MANAGE, Hyderabad

India, third-largest startup ecosystem in the world, after the US and China both in terms of number of Incubators and number of startups (80,152) DPIIT recognized startups). Incubators are playing a crucial role in the growth of startups providing assistance and hand holding at various stages. Incubation ecosystem in India is evolving and Various stakeholders in the ecosystem are helping the startups to thrive in the business with a conducive environment.

Just like startups, Incubators are also need to be handheld during the initial phases to provide quality and relevant services for the entrepreneurs. Setting up incubators in a systematic manner will help them to become self-sustainable and will be building a strong network.

Besides sharing India's experiences, competences and success stories in the incubation ecosystem through the ITEC programmes, on Work of startups in the sector application of various advanced technologies and in the Indian Agri-startup ecosystem, we stand to gain from the mutual cooperation with other countries in terms of cross learning and their good will.

Aims and Learning Objectives of the program

- ➢ To know Indian Startup Ecosystem and Agri-startup Ecosystem
- ➢ To understand various Incubation models
- ➢ To learn setting up of policies for incubators
- ➢ To familiarize with revenue generation models for incubation centers
- ➢ to develop competencies for building strong networks for incubators
- ➢ To develop an Cross border implementation plan for the Indian Incubator models
- ➢ To demonstrate services offering based on core competencies of the incubators

Tentative Programme Schedule

	Day - 1
9.30 am – 10:30 am	Registration
10.30 am – 11:15	Inauguration of the Program
11.15 am	Tea Break
11.30 am	Interactive Session with participants
	Entry level test - Understanding the background and experience of the participants
	Introduction to the program & overview of learning objectives of the program
01.00 pm	Lunch
02.00 pm	Indian Startup Ecosystem – Agri-Startup Ecosystem in India
03.30 pm	Tea Break
03.45 pm	Agri Business Incubators - A bird eye view MANAGE-Centre for Innovation and Agripreneurship - Journey of Agri-Business Incubator by MANAGE
05:15 pm	Close
	Day- 2
09:30 – 11:15 am	Incubation center models in India - Demographic classification
11.15 am	Tea Break
11.30 am	Incubation center models in India - Demographic classification
01.00 pm	Lunch
02.00 pm	Setting up an incubator - key to success in setting up
03.30 pm	Tea Break
03.45 pm	Examples of Incubation Centers in India - Sector Specific
05:15 pm	Close
	Day -3
09:30 – 11:15 am	Organization Structure of Incubation Center - framing HR policies for incubator
11.15 am	Tea Break
11.30 am	Policy support - supporting mechanism (Host or supporting organization)
01.00 pm	Lunch
02.00 pm	Policy support - supporting mechanism (Host or supporting organization)
03.30 pm	Tea Break
03.45 pm	Policy for Incubation Centers - Discussion

05:15 pm	Close
	Day - 4
09:30 – 11:15 am	Policy for Startups by Incubators - mapping the core competencies
11.15 am	Tea Break
11.30 am	Policy for Startups by Incubators - mapping the core competencies
01.00 pm	Lunch
02.00 pm	Choosing a right mentor for startup Incubator - Building mentor network for the incubation ecosystem
03.30 pm	Tea Break
03.45 pm	Choosing a right mentor for startup Incubator - Building mentor network for the incubation ecosystem
05:15 pm	Close
	Day - 5
09:30 – 11:15 am	Interaction with Mentors associated with MANAGE and other incubators
11.15 am	Tea Break
11.30 am	Interaction with Mentors associated with MANAGE and other incubators
01.00 pm	Lunch
02.00 pm	Type of mentors - Identifying the mentors for the incubators for the participant countries - Workshop
03.30 pm	Tea Break
03.45 pm	Type of mentors - Identifying the mentors for the incubators for the participant countries - Workshop
05:15 pm	Close
	Day-6
09:30 – 11:15 am	Significance of Networking for Agri-Business Incubators - Building networks for incubators
11.15 am	Tea Break
11.30 am	Building Investors Network
01.00 pm	Lunch
02.00 pm	Conducting Investment meets
03.30 pm	Tea Break
05:15 pm	Interaction with Angel Investors in MANAGE CIA network

	Day-7
09:30 – 11:15 am	Significance of Infrastructure for the Incubators - Mapping the mandate of the Host organizations
11.15 am	Tea Break
11.30 am	Visit to CIE - IIIT Hyderabad - Makers Lab/ Fabrication Labs for Incubation Centers
01.00 pm	Lunch
02.00 pm	Interaction with Startups at CIE - IIIT Hyderabad
03.30 pm	Tea Break
05:15 pm	Close

	Day - 8
09:30 – 11:15 am	Developing a Business Model for an Incubator
11.15 am	Tea Break
11.30 am	Crafting offerings for Startups by Incubator
01.00 pm	Lunch
02.00 pm	Resources for Startups by an Incubator - Role of stakeholders in the ecosystem
03.30 pm	Tea Break
03.45 pm	Promotional Strategies for Incubator
05:15 pm	Close

	Day - 9
09:30 – 11:15 am	Incubation Center Operations - Financial Model for Incubator Revenue generation models for Incubation Centers
11.15 am	Tea Break
11.30 am	Drafting proposals for funding by Incubation Centers
01.00 pm	Lunch
02.00 pm	Building livelihood /Rural incubators for sustainable development
03.30 pm	Tea Break
03.45 pm	Building livelihood /Rural incubators for sustainable development
05:15 pm	Close

	Day - 10
09:30 – 11:15 am	Building Programs for the startups/entrepreneurs - Stage wise programs
11.15 am	Tea Break
11.30 am	Building Programs for the startups/entrepreneurs - Stage wise programs with focus on MANAGE CIA Programs - Overview
01.00 pm	Lunch
02.00 pm	Monitoring and Evaluation of Incubated startups
03.30 pm	Tea Break
03.45 pm	Monitoring and Evaluation of Incubated startups
05:15 pm	Close

	Day - 10
09:30 – 11:15 am	Assessing Performance of Incubation Centers - Metrics for Evaluation
11.15 am	Tea Break
11.30 am	Assessing Performance of Incubation Centers - Metrics for Evaluation
01.00 pm	Lunch
02.00 pm	Case study discussion - Public private partnerships in Incubation
03.30 pm	Tea Break
03.45 pm	Case study discussion - Public private partnerships in Incubation
05:15 pm	Close

	Day - 11
09:30 – 11:15 am	Visit to T-Hub, A Govt. of Telangana initiative to Nurture Startups
11.15 am	Tea Break
11.30 am	Interaction with Incubated Startups in T-Hub
01.00 pm	Lunch
02.00 pm	Visit to WE (Women Entrepreneurship)Hub - A Startup Incubator exclusively for Women Entrepreneurs
03.30 pm	Tea Break
03.45 pm	Interaction with Women Entrepreneurs associated with WE Hub
05:15 pm	Close

	Day - 12
09:30 – 11:15 am	Agri Business Incubation Services by of ICRISAT – Visit to ICRISAT
11.15 am	Tea Break
11.30 am	Agri Business Incubation Services by of ICRISAT – Visit to ICRISAT
01.00 pm	Lunch
02.00 pm	Interaction with Startups Incubated at ICRISAT
03.30 pm	Tea Break
03.45 pm	Interaction with Incubation Center team at ICRISAT
05:15 pm	Close

	Day - 13
09:30 – 11:15 am	Visit to Ag-Hub, Hyderabad
11.15 am	Tea Break
11.30 am	Interaction with Startups Incubated at Ag-Hub, Hyderabad
01.00 pm	Lunch
02.00 pm	Visit to a-IDEA, Technology Business Incubator of NAARM, Hyderabad
03.30 pm	Tea Break
03.45 pm	Interaction with Startups Incubated at a-IDEA, Technology Business Incubator of NAARM, Hyderabad
05:15 pm	Close

	Day - 14
09:30 – 11:15 am	Reflection paper
11.15 am	Tea Break
11.30 am	Presentation by Participants
01.00 pm	Lunch
02.00 pm	Presentation by Participants
03.30 pm	Tea Break
03.45 pm	Feedback and Certificate Distribution
05:15 pm	Close

Expected learning outcomes from the course

➢ Enhanced knowledge and understanding of participants about India's Incubation ecosystem

➢ Practical knowledge of setting up incubation ecosystem with matching vision of the host institution

➢ Setting up policies for Incubation centers

➢ Revenue generation strategies for incubators

➢ Fund generation for incubators

Eligibility Conditions of the participants

1. Firsthand experience in Agri-Business/ Agriculture - Reasonable level of experience in Public/ Private/ Civil Societies in Agriculture and allied sectors in the training theme area.

2. Applicants shall possess physical and mental skills and abilities for successfully completing the program.

3. Working knowledge of English is mandatory to understand the training content

Additional details for uploading on ITEC portal:

Educational qualifications of candidates	Graduation with Agriculture/Business Management/Agri Business/Rural Development equivalent degree
Work experience (required) if any	Working experience in the field of agriculture / rural development /technology Management / technology companies /Food Technology for 3 years
Minimum age	25 years
Maximum age	55 years
Target Group (level of participants, target ministries or dept., etc.)	Junior / Middle level Officers from Department of Agriculture, Small and Medium scale industries, Non-Governmental Organizations, Universities, Agri Startup founders and other Agri & allied ecosystem partners
Number of days of local trips	4 (Tentative)
Number of days for outstation trips	0
Number of nights for outstation trips	0
Places to be visited	Hyderabad, Golkonda,
Mode of transport	AC Bus/ AC Train
Transportation charges (approx.)	50,000/- per batch
Accommodation charges, if hotel is required to be hired	NA
Entry ticket charges	4500 per candidate