

## ENTREPRENEURSHIP IN DEVELOPING COUNTRIES

“This book is a virtual pace-setter in the field of entrepreneurship. A must-read for relevant stakeholders of the Developing World.”

**-Shri. T.K.A. Nair**, *Principal Secretary to the Prime Minister of India.*

“An unique book on entrepreneurship combining theoretical excellence with a vast body of pragmatic knowledge of diverse case-specific experiences from different countries and different sub-sectors.”

**-Anita Das IAS**, *former Secretary to Government of India.*

“This book covers all of the key issues and cites rich information garnered from different parts of the world where efforts have been made to foster entrepreneurship and enterprise development. Any country intending to raise its level of entrepreneurship should start with this book”.

**-Prof. Philip Kotler**, *S.C. Johnson & Son Distinguished Professor of International Marketing, Kellogg School of Management, Northwestern University.*

“The unique aspect of the book is that it covers aspects that have learning’s and implications for entrepreneurs and policy actors. The treatment of the subject is fairly extensive with both breadth and depth in topics discussed. I would strongly recommend the book as a suggested read for all aspiring entrepreneurs who just have time to go through limited material”.

**-Prof. Amit Kapoor**, *Honorary Chairman of Institute for Competitiveness (India) & Affiliate Faculty for Microeconomics of Competitiveness Course at Institute for Strategy and Competitiveness, Harvard Business School.*

“This book is very important piece of history. It also summarises the complex and costly structures through which the state in India attempted for some fifty years to promote entrepreneurship. India, however, is still home to more poor people than have ever in world history lived in one nation. The book is a vital reminder that government should do what it can do, appropriately, before it attempts to do what it cannot.”

**-Prof. Malcolm Harper**, *International Expert – SMEs, London.*

“..an excellent blend of practitioners’ perspective on entrepreneurship development with sound theoretical underpinnings. It is a very valuable and commendable addition to the literature on entrepreneurship.”

**-Dinesh Awasthi**, *Director, Entrepreneurship Institute of India, Ahmedabad and former Professor, Indian Institute of Management (I).*

“..wonderfully smooth seamless approach by the authors in covering the concept of entrepreneurship and presenting operational tools which can easily be understood and followed by even a first generation entrepreneur”.

**-Amir Subhani IAS**, *former Joint Development Commissioner, Development Commissioner, Micro Small & Medium Enterprises, Government of India.*

“Refreshingly holistic and implementation oriented work that captures the Governmental interventions, cluster based PPP approach, BDS and other emerging concepts and tools for competitive enhancement of the MSME sector. Useful tool for practitioners and policy makers alike.”

**-R.C.M. Reddy IAS**, *Managing Director & CEO, IL&FS Cluster Development Initiative Limited.*

“This book is an introduction to the role of entrepreneurship in developing countries. It brings together the knowledge available on this topic in one comprehensive volume and will serve entrepreneurs as a valuable guide to succeed in their ventures”.

**-Rev. Fr. P. Christie S. J.**, *Director, Loyola Institute of Business Administration, Chennai.*

“This is a valuable addition to the much needed space of books that provide a comprehensive view of interventionist mechanisms for promoting Entrepreneurship”.

**-K. Ramachandran**, *Professor, Indian schools of Business & former Professor, Indian Institute of Management (A).*

“Going through the book is a wonderful journey into the world of entrepreneurship and it fills the long-felt need for a comprehensive treatment of the subject from two experts; from concept to practice and from training to management. It is a must read book for existing and prospective entrepreneurs aspiring for astounding success in their ventures”.

**-Yerram Raju**, *former Dean of Studies, Administrative Staff College of India and former Director, Indian Institute of Economics, Hyderabad.*

“This book is a result of decades of rich, diverse and valuable experience in promoting entrepreneurship by the authors both at the grass-root level as well as at the policy level. While covering the conceptual framework of entrepreneurship the book also provides useful information and direction to entrepreneurs, development practitioners and policy makers in the developing world.”

**-Harkesh Mittal**, *Head, National Science and Technology Entrepreneurship Development Board.*

“I firmly believe, this book serves as a guide to individuals aspiring to become entrepreneurs, and existing entrepreneurs for improving their own enterprises for value maximization. It will also help students of business, trade, commerce, banking & finance. I am also sure that this book will help in a big way to provide guidance to policymakers and administrators of Government policies.”

**-P. Rudran**, *former CGM, Small Industries Development Bank of India, and MD & CEO, India SME Asset Reconstruction Co. Ltd.*