

Be an Entrepreneur

Take the first step towards developing your enterprise.

The EDIP Program

Enroll in the most effective entrepreneurship program in Bahrain, established since the year 2000.

Transform your ideas to reality.

Entrepreneurs are not only born but can be identified, and developed. Those who have the potential to be successful entrepreneurs can be assisted in strengthening their strengths and competencies. With this philosophy, the program is designed to translate their dreams into successful businesses.

Support will be by way of capacity development, counseling and mentoring towards building your enterprise, starting from identification of business opportunities, developing business plans, strengthening entrepreneurial competencies and acquiring skills in managing a small enterprise.

EDIP

Enterprise Development & Investment Promotion Program

Did you know?

The EDIP program is now implemented in over 50 countries and supports millions of entrepreneurs worldwide.



Advantages

You will benefit from the following:

- Arrive at clarity about your business idea
- The right skills in preparing your business plan
- Counseling assistance in completing your business plan
- Opportunity to sharpen your entrepreneurial strengths that contribute to top performance
- Understanding of the areas needed to managing your business
- Identifying current support services available to you (information, regulation, finance, government support, and others).
- Receive continuous support by the UNIDO ITPO and AICEI experts.

Entrepreneur Success Stories:

You will meet and interact with a number of success stories of the program; entrepreneurs who have started from scratch and reached incredible heights.



UNITED NATIONS
INDUSTRIAL DEVELOPMENT ORGANIZATION



UNIDO NETWORK OF INVESTMENT AND
TECHNOLOGY PROMOTION OFFICES
BAHRAIN



ARAB INTERNATIONAL CENTRE
FOR ENTREPRENEURSHIP & INVESTMENT



Discover Your Inner Entrepreneur

EDIP
Program Methodology

1
Preparation
& Empowerment

2
Counseling
Technology Tie-up
Joint Venture

3
Financial
Linkages

4
Incubation:
In-Wall or Virtual

5
Enterprise
Growth

Pre - Incubation

Incubation

Post - Incubation

Who Should Attend?

Do you have a business idea that you're passionate about? Are you excited about turning your interests and hobbies into a successful business? Do you want to be your own boss?

We are looking for those who have a desire to set up and further develop their own small enterprises in Bahrain.

All applicants will go through a selection process. 15 - 20 applicants will be accommodated in each program.

The applicant must:

- Be in a position to devote necessary time to attend the capacity development program and counseling sessions regularly.
- Be committed to setting up his/her own enterprise.
- Be in a position to follow the program thoroughly and take up necessary activities (market study for example) towards project implementation.

1 Preparation & Empowerment:

The preparation & empowerment phase is designed to cover the following in 2 weeks:

- **Entrepreneurial Competencies:** Behavioral science-based inputs to strengthen your soft skills and entrepreneurial competencies.
- **Business Opportunity Identification:** How to identify and screen business opportunities, and build the viability of your business idea.
- **Market Assessment:** How to assess the market potential, while receiving guidance in carrying out fieldwork for market identification, assessment, and engagement for the proposed product/service.
- **Accounting & Book Keeping:** How to understand your business' financial performance, and best practices in accounting and book keeping.
- **Commercial and Company Law:** Orient yourself on regulations and procedures of establishing different types of companies, while understanding the nature of business transactions.
- **Business Plan:** Receive the necessary skills towards preparing a concrete Business Plan for your idea.
- Essentials of how to implement your project and manage your small enterprise.
- **Meet with Bahrain's regulatory bodies** (Ministry of Industry, Commerce, and Tourism, among others) to understand their procedures and formalities and address them with your concerns and questions.
- **Meet with Bahrain's entrepreneur support institutions** (Tamkeen, Bahrain Development Bank, among others) to identify and understand the nature and extent of their support to entrepreneurs.



Unleash Your Innovative Spirit

Did you know?

The UNIDO ITPO Bahrain office celebrated its 20 year anniversary in 2016 in line with the UNIDO 50th Anniversary, in which ITPO Bahrain was commended for developing the EDIP program "the Bahrain Model" and its efforts towards unleashing the spirit of entrepreneurship and innovation, leading to economic and social empowerment.

Methodology:

The group of selected applicants will go through capacity development sessions is typically spread over 2 weeks, at UNIDO ITPO Office. The sessions are generally scheduled in the late afternoon/evening, apart from weekends.

The sessions will include best practices, interactions with entrepreneurs and officials of the support system, case studies, real life exercises, business stimulation exercises, audio visuals, field visits and a group business plan competition.

Faculty:

The program will be conducted by experts and counselors from UNIDO ITPO Bahrain and the AICEI, with the support of qualified trainers and experts from the relevant entities.

Language:

The program is conducted in English and Arabic.

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Counseling: Following the initial phase, a vigorous follow-up mechanism will provide you advice and counseling with the ultimate objective of finalizing your business plan and facilitating the implementation of your project; the participants will be assisted towards international partnerships and technology tie-ups wherever applicable, as well as facilitate efforts towards seeking necessary licenses.

3

Financial Linkages: In line with the business plan, access to finance is facilitated through the identification of an appropriate investment package, on the basis of the project's capital requirements and the entrepreneur's own financial capacity. Entrepreneurs are advised on completing formalities for seeking loan support from financial institutions.

4

Incubation: The entrepreneur is guided through the project implementation plan towards establishing a physical or virtual premises, by receiving assistance on facilitating links with infrastructural services, support on equipment procurement and installation, procurement of raw materials and other utilities. The counselor guides the project implementation to the stage where it becomes fully operational.

5

Enterprise Growth: This involves expansion, diversification, product development, quality improvement, and cost reduction. The Enterprise Growth program is designed to assist on (a) enterprise performance improvement (b) opportunity mapping for growth and (c) development of core competencies and strategic awareness leading to sustainable growth.



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