

The small scale sector is assuming greater importance every day. Hundreds of thousands of people start their own businesses every year, and untold more dream about the possibility of becoming their own bosses. While entrepreneurship has its many potential rewards, it also carries unique challenges. Entrepreneurship is an act not a born tact, you need to understand the environment to set up an enterprise of you own. Setting up a business requires many things like understanding yourself, understanding market and availing funds are certain basic things that one must mandatorily know before making a business decision. Entrepreneurship helps in the development of nation.

A successful entrepreneur not only creates employment for himself but for hundreds. Deciding on a right project can lead you to the road to success. But it is a perception that for owning a business you should have handsome amount of money. Now it is possible with small scale business. An entrepreneur requires a continuous flow of funds not only for setting up of his/ her business, but also for successful operation as well as regular up gradation/ modernization of the industrial unit. To meet this requirement, the Government (both at the Central and State level) has been undertaking several steps like setting up of banks and financial institutions; formulating various policies and schemes, etc. All such measures are specifically focused towards the promotion and development of small and medium enterprises. In both developed and developing countries, the Government is turning to small and medium scale industries and entrepreneurs, as a means of economic development and a veritable means of solving problems. It is a seedbed of innovations, inventions and employment. You do not need to be a genius to run a

successful small business, but you do need some help. And that is exactly what this book is, a guide into the stimulating world of small business ownership and management. The book contains the aspects to plan any business strategy step by step.

The book contains addresses of raw material suppliers, plant & machinery suppliers and more aspects that will help start and maintain a new business. Some of the important project described in the book are incense stick, cosmetic & toiletries, printing ink industry, ice cream, dairy industry (cheese, cream, butter etc.), confectionery industry, candle manufacturing, washing detergent powder, polythene sheet, green peas canning, adhesive manufacturing industry, surgical cotton etc.

The identification of a suitable project within the investment limit of a new entrepreneur is very difficult. The present book strives to meet this specific entrepreneurial need. The book contains processes formulae, brief profiles of various projects which can be started in small investment without much technical knowledge at small place. This is very useful publication for new entrepreneurs, professionals, libraries etc.

**Keywords:** Laghu, Kutir, Udyog, Small, Scale, Industries,, Hindi, Language, Tiny, project, business, industry, home, self employment, low cost, entrepreneur, startup, part, time, income, profit, entrepreneurship, guidelines, cottage, export, village, town, investment, griha, Micro, ENTERPRISE, profile, machinery, plant, equipment, selection, identification, choose, book, guide, gramin, ideas, opportunity, Essential, Steps, Starting, your, own, Resource, finance, money, profitable, venture, industrialist,

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