



GLOBAL INSTITUTE OF ENGINEERING & TECHNOLOGY

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Survey No. 179, Chilkur (V), Moinabad (M), Ranga Reddy Dist. TS.

Phone: 8790101015 / 9959250205

e-mail: principal.giet.u6@gmail.com

JNTUH Code (U6)

CIVIL - CSE - MECH - ECE - EEE - MBA - M.Tech. EAMCET Code- GLOB

Lr.No: GIET/Principal's Office/Career/001/05/2016-17

Date 09/01/2017

CIRCULAR

All the students of Mechanical Third and Final Year hereby informed that special career guidance coaching is being conducted by Mr. Mohan Coyalkar, Futuregen Technologies, Ammerpet, Hyderabad. In our college premises on 19/1/2017. Hence all are requested to make use of this opportunity and interested students enroll your names to respective class in charges.

Cc to :

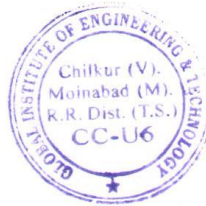
Director – for information

Dy. Director- for information

Dean – for information

IQAC-for information

Head H&S - for information



Principal

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DEPARTMENT OF MECHANICAL ENGINEERING

INVITATION

Lr. No: Mech/B.Tech/CG/Invite/01/2016-17

Date: 09/01/2017

To
Mr. Mohan Coyalkar,
Futuregen Technologies,
Ammerpct, Hyderabad.

SUB: Invited talk on “Qualities and Entrepreneurship Development”.

Respected Sir,

We are proud to welcome you as a resource person to deliver an invited talk on “**Qualities and Entrepreneurship Development**”, to the pre-final year and final year students of Mechanical Engineering on 19/01/2017.

Thank you for your time and consideration.

Yours Sincerely
H.O.D
Department of Mechanical Engineering,
Global Institute of Engineering and Technology.
Global Institute of Engineering & Technology
Chilkur (V), Moinabad (M), R.R. Dist.T.S.-501504.



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DEPARTMENT OF MECHANICAL ENGINEERING

REPORT ON Career Counseling

Global Institute of Engineering and Technology had conducted “Qualities and Entrepreneurship Development”. By Mr. Mohan Coyalkar, Futuregen Technologies, Ammerpet, Hyderabad.in our college premises on 25/01/2016.. Principal introduced the Special guest Mr. Mohan Coyalkar and Guest delivered value added speech and suggestion to build excellent life.



Career Counseling and an Entrepreneurship Development Program Special guest Mr. Mohan Coyalkar

Students have a lot of decisions to make while they're in college. These range from which courses to take up apart from their core subjects, to deciding which internships would benefit their career. However, the single biggest decision that any college student needs to make revolves around what to do after college. As a matter of fact, almost every other choice that a student makes in college revolves around his/her plans after college, be it studying further or taking up a job. Deciding what to

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do after college has a significant impact on your immediate future as well as long term goals. This decision gets difficult because there are several factors that impact it, such as interests, costs, opportunities etc. For example, you might realize while pursuing your degree that your true passion lies somewhere else, and you might decide to pursue a career in that field after college. But what if that career requires you to pursue a separate course after your graduation, something that you're not willing to do?

To ensure that you don't make a wrong decision at this crucial juncture in your life, it helps to consult a Career Counselor. A Career Counselor will guide you through this whole decision making process and will give suggestions that are beneficial for you with regards to whether you should take up a job after college or pursue a postgraduate course.

Additionally, a Career Counselor will also help in developing contingency plans in case things don't work out (not getting admission in the desired course or not getting a job etc.). Not only that, but he/she will also help you make decisions in case you wish to alter your career goals after college. In such scenarios, a Career Counselor will help you decide whether it is worth it to completely change your career focus or not, and if yes, then should you first take up a course in that career or directly apply for a job.

Our goal is to nurture the talents of the students ,empowering graduates who will flourish and change the world for better.

Entrepreneurship is the art of starting a business, basically a startup company offering creative product, process or service. We can say that it is an activity full of creativity. An entrepreneur perceives everything as a chance and displays bias in taking decision to exploit the chance.

An entrepreneur is a creator or a designer who designs new ideas and business processes according to the market requirements and his/her own passion. To be a successful entrepreneur, it is very important to have managerial skill and strong team building abilities. Leadership attributes are a sign of successful entrepreneurs. Some political economists regard leadership, management ability, and team building skills to be the essential qualities of an entrepreneur.

An entrepreneur is an innovator or a creator who introduces something new to the firm or economy. It can be a new method of production, a new product, a new source of material, a new market or any other similar innovation. Thus, an entrepreneur is an innovator, creator, borrower, purchaser, etc. Some famous entrepreneurs are Azim Premji, Lakshmi Mittal, and Ekta Kapoor.

Motivation – An Important Factor

The performance of an entrepreneur is dependent on his/her ability and willingness to perform. Here, by ability we mean a function of education, experience and skill and by willingness we mean to perform depending upon the level of motivation. Motivation is one of the fundamental factor required for an entrepreneur to promote his/her ideas.

Why is Motivation Required?

The term motivation has been derived from the word 'motive' which is nothing but what prompts any person to act in a particular manner. Motives are the definition of a person's goals, dreams and needs. They direct human behavior to towards achieving their goal.

When everything is properly organized, then what is the need of motivation?

The following points answer this question and gives an idea **why motivation is an important factor for an entrepreneur –**


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- **Tough competition** – An entrepreneur needs to face tough competition, in order to sustain and make a mark in this global market. To cope with this competition, motivation is required at each stage of the firm.
- **Unfavorable environment** – Nobody knows what the future holds. One has to take care of the current economy and should be prepared for the worst situations of deteriorating economic conditions. For this, motivation and optimism is essential.
- **To create public demand** – Market runs by the people and for the people. To run a business profitably, it is required to create a public demand for your product or service in the market and attract as many customers as possible. To do this in the right way, motivation is required.
- **To enhance creativity** – Market always wants something new and different. If every firm offers the same product without any variation then there is no point of preferring one brand in particular. To sustain one has to be innovative. Add some new features in the existing products and services, make them more user friendly in a considerable budget. This requires motivation too.
- **To increase productivity** – It is very important to take care of the quality of the product as well as the profit. People will always prefer a product which is cost efficient and of good quality. So, motivation is required for increase the productivity.

Thus motivation plays a unique role in establishing a company by frequently boosting the entrepreneur to do effective things efficiently.

What Motivates an Entrepreneur?

Many research studies have been conducted by researchers to understand and answer this question so that the factors that motivate people to take all the risk and start a new enterprise can be identified.

The **6Cs that motivate entrepreneurs** to establish their own business are as follows –

- **Change** – Entrepreneurs frequently want change, not only change, they also want to be the bearers of change. They are solution givers and want to interrupt the status quo. They have a vision like "I want to assemble the world's information" or "I want to put an AC at every desk" and they take an attempt to make this change. In this attempt, some succeed and some fail.
- **Challenge** – Some people love challenges and they opt for starting a new business as it is very challenging to handle big problems. These people find typical job in a big corporate as boring and not challenging enough.
- **Creativity** – Running one's own business is all about being more creative and having the independence to make new discoveries. For example, testing a new website design, launching a new marketing scheme, creating inventive items that solve a known issue in a different way, creating new advertising campaigns, etc. One needs to have an infinite room to welcome and introduce creativity in a small business.
- **Control** – Some people tend to start a business because they don't want to be pushed around and work for a product/company in which they have no way to shape their destiny. They want to be their own boss, having their own time, own pace, location of their choice, employees of their choice and have a progressive role in deciding the direction of the company.

- **Curiosity** – Successful entrepreneurs are always anxious and ask – "what if we do X this way?" They want to have more than one option to do a work and choose the best one from them. They want to understand the customer's perceptions, point of views, markets and competitors. They are frequently anxious to see how their particular theory like "people want to do A with B" works. In this aspect, they can't be differentiated from a scientist who is trying to prove his theorem.
- **Cash** – The last but not the least part is the cash. Money says it all. Many nonentrepreneurs have a misconception that cash comes first for entrepreneurs but this is never really true. If this would be the case, then there is no reason for an Ellison or Gates to keep expanding their business aggressively after they have made more than billion dollars. However, money is not the primary motivation.

From the above discussion, it can be said that the highest motivating factor is the urge to get something or the drive to do something differently.

Results of Motivation

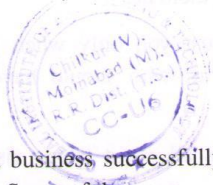
Successful entrepreneurship needs determination, freedom, discipline, connectivity and an abundance of skills in planning. People with a complete package of physical strength combined with perseverance, mental strength, and self-discipline have the passion and urge to succeed. **With proper motivation, we get the following outcomes –**

- **Heavy industrialization** – Tremendous growth can be seen in industrialization. Example: Companies like TISCO, TELCO have been set up and are flourishing.
- **Self-employment** – A common man gets a chance to make a difference, set a new standard of industrial growth. Example: Entrepreneurs like Dhirubhai Ambani and Azim Premji are born.
- **Economic growth** – When there is growth in an individual's economy, there is a growth in the company's economy, which in turn results in the growth of that particular area and country. Example: Emergence of smart cities concept.
- **Creating new jobs** – More entrepreneurship leads to more job openings. More job openings leads to more employment opportunities.
- **Proper social benefit** – When a country's economy grows or increases we see that more advanced and proper social benefits are provided to the general public like construction of roads, school, hospital, colleges, etc.

Entrepreneurial drive is the inbuilt encouragement some people possess to make something happen. It is the energy that pushes one forward as a founder and forces not to give up in the face of failure, ultimately leading to success.

In order to organize and run a business successfully, an entrepreneur must possess **certain traits important for driving success**. Some of them are –

- **Self-confidence** – Others will trust you only when you trust yourself. This is the most important trait of an entrepreneur, who should have the confidence to take one's own decisions.



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- **Risk-taking ability** – Business is all about taking risks and experimenting. Entrepreneurs need to have a risk-taking ability.
- **Decision-making ability** – Entrepreneurs should have the willingness and capability to take decisions in favor of the organization all the time.
- **Competitive** – Entrepreneurs should always be ready to give and face competition.
- **Intelligent** – Entrepreneurs always need to keep their mind active and increase their IQ and knowledge.
- **Visualization** – Entrepreneurs should have the ability to see things from different point of views.
- **Patience** – This is another virtue which is very important for entrepreneurship as the path to success is often very challenging and it requires a lot of patience for sustenance.
- **Emotional tolerance** – The ability to balance professional and personal life and not mixing the two is another important trait of an entrepreneur.
- **Leadership quality** – Entrepreneurs should be able to lead, control and motivate the mass.
- **Technical skill** – To be in stride with the recent times, entrepreneurs should at least have a basic knowledge about the technologies that are to be used.
- **Managerial skill** – Entrepreneurs should have the required skill to manage different people such as clients, employees, co-workers, competitors, etc.
- **Conflict resolution skill** – Entrepreneurs should be able to resolve any type of dispute.
- **Organizing skill** – They should be highly organized and should be able to maintain everything in a format and style.
- **High motivation** – Entrepreneurs should have high level of motivation. They should be able to encourage everyone to give their level best.
- **Creative** – They should be innovative and invite new creative ideas from others as well.
- **Reality-oriented** – They should be practical and have rational thinking

Skills of an Entrepreneur

Every entrepreneur should have the following necessary skills to run his/her business smoothly.

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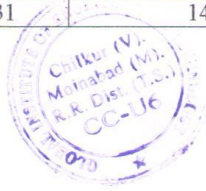
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DEPARTMENT OF MECHANICAL ENGINEERING

Academic Year 2016-2017


III YEAR B-TECH		
SL NO	ROLL NO	NAME
1	14U61A0301	ABDUL RAHAMAN SK
2	14U61A0303	AFTAB ALAM
3	14U61A0304	CHIRANJIT MONDAL
4	14U61A0305	HABEEB AHMED SHOAIB
5	14U61A0306	M A SAUD SIDDIQUI
6	14U61A0307	MD ABDUL AHMED
7	14U61A0308	MD AFREED
8	14U61A0310	MD KAIFY SHADAB
9	14U61A0311	MD KAMRAN KHAN
10	14U61A0312	MD NURUDDIN KHAN HAYAT FAROOQUE
11	14U61A0314	MD TUFAIL HUSSAIN
12	14U61A0315	MOHAMMED KHASIM HUSSAIN
13	14U61A0316	MOHAMMED ABDUL KHADER
14	14U61A0317	MOHAMMED FAREED KHAN
15	14U61A0318	MOHAMMAD GHOUSE KHAN
16	14U61A0319	MOHAMMED MUDASSIRALI
17	14U61A0320	MOHAMMED QUTUBUDDIN
18	14U61A0321	MOHAMMED YOUSHA MIRZA
19	14U61A0323	MOHD AMIR ALI KHAN
20	14U61A0324	MOHD DAUD
21	14U61A0325	MOHD KAZIM AHMED
22	14U61A0326	MOHD NAVEED
23	14U61A0327	MOHD RASHEED
24	14U61A0329	MOHD TALHA
25	14U61A0330	MUJAHEDUL ISLAM
26	14U61A0331	NIHAL KHURSHID
27	14U61A0334	SADIQUE
28	14U61A0335	SOHIB AHMED
29	14U61A0337	SYED ASAD UDDIN
30	14U61A0338	SYED MUJEEB UDDIN
31	14U61A0339	SYED WASIFULLAH HUSSAINI



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IV YEAR B-TECH		
1	13U61A0301	AMID AHMAD
2	13U61A0302	AMIR KHUSHRO
3	13U61A0303	ATMAKURU KUMAR REDDY
4	13U61A0305	DANISH PERWEZ ALAM
5	13U61A0306	Haidar Imam Khan
6	13U61A0307	K NAVEEN KUMAR
7	13U61A0308	MD AFTAB ALAM
8	13U61A0309	MD ASHFAQUE AHMED
9	13U61A0310	MD DAWOOD
10	13U61A0311	MD KHAJA MOHIUDDIN
11	13U61A0312	MD SHAHANSHA KHAN
12	13U61A0313	MIR ZUBAIR ALI
13	13U61A0315	MOHD MINHAJUDDIN
14	13U61A0316	MOHD MOHSIN
15	13U61A0317	MOHIDUL SK
16	13U61A0318	NEERAJ KUMAR
17	13U61A0320	SAFRUL HODA
18	13U61A0321	SANDEEP SINGH
19	13U61A0322	SELIM MOLLA
20	13U61A0323	SHAIK AZAM UDDIN
21	13U61A0324	SOURAV DOLUI
22	13U61A0325	TALHA FAROOQUEE
23	13U61A0326	WAHEED UDDIN AHMED




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Date: 19/01/2017

To
Mr. Mohan Coyalkar,
Futuregen Technologies,
Ammerpet, Hyderabad.

SUB: Thanking for accepting invitation as a Speaker- Reg.

Respected Sir,

We thank you on accepting of our invitation, for delivering lecture on **“Qualities and Entrepreneurship Development”**, to the pre-final year and final year students of Mechanical Engineering on 19/01/2017.

We appreciate the co operation extended by you and hope the similar co operation in future.
Thanking you

Yours Sincerely
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FEEDBACK FORM

Please evaluate your rating of the course by placing a tick in the appropriate box.

1. Poor 2. Satisfactory 3. Good 4. Very good 5. Excellent

Date:

ASPECTS	RATING				
	Excellent 5	Very good 4	Good 3	Satisfactory 2	Poor 1
Coverage of important topics	✓				
Trainer was knowledgeable and skillful		✓			
Quality of input provided	✓				
Presentation in class		✓			
Adherence to the time schedule			✓		
Opportunity given to clear doubts		✓			
Overall learning experience	✓				
How did the training classes enhance your skills?					
<i>Excellent</i>					
Specify problems faced by you during the training classes?					
<i>No Problem</i>					



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