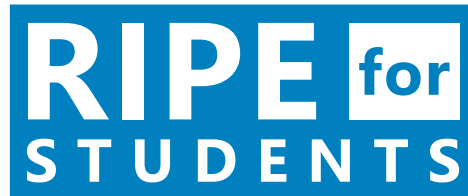


SUMMARY OF LEARNINGS



TRANSFORMS ENGINEERS TO PROFESSIONALS

RAISING INDUSTRY PROFICIENT ENGINEERS

KEY LEARNINGS

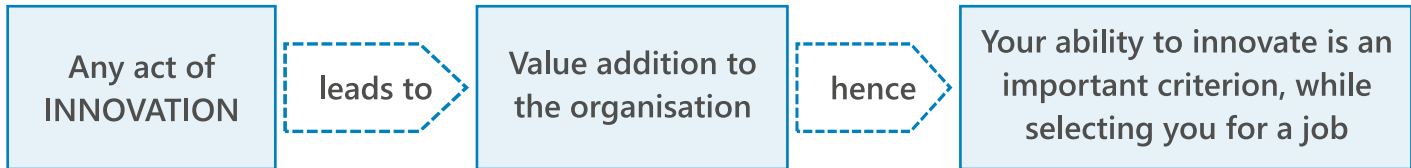
- **Expectations of the Employer, while selecting you for a JOB**
 - Clarity on fundamentals pertaining to the field in which you are seeking a job
 - Ability to apply them and solve the problems

Professionals of any field,
make their acts look very simple,
because they have mastered the
fundamentals of whatever they do.

KEY LEARNINGS

- **Innovation is a process of developing a mindset**
 - to think differently
 - to question the status quo
 - to do something differently
- **Innovation is universal & it is independent of field**
- **Innovations are respected & rewarded by the market**
- **Innovation can be performed by anyone and hence can be seen happening around us**
- **Sources of innovation process**
 - Need Creation
 - Need Fulfilment
 - Functional Enhancement

KEY LEARNINGS



- Automation is a process of reducing the dependence on manpower, while getting a task performed.
- Automations create job opportunities or business opportunities, in an altogether different way;
- You need to be INNOVATIVE, in order to identify those NEW opportunities created by Automations
- An aptitude to be innovative is existing in you

KEY LEARNINGS

Treat the customer feedback or
customer complaint with respect
because it always carries
a new opportunity with it.

KEY LEARNINGS

■ Orienting theory towards Applications

In every subject & in every field, there are certain

- Numbers that have commercial significance
- Terminology / nomenclature

You must

- ✓ Identify them quickly
- ✓ Understand them completely
- ✓ Internalise them thoroughly

KEY LEARNINGS

■ Methods to achieve application orientation

1. Theory to Application

- Identify a concept
 - Understand the theory related to it completely and clearly
 - Represent it graphically - To visualise the concept
 - Numerical consolidation - To gain confidence on the concept
-

2. Application to Theory

- Select an Engineering problem situation
- Map the problem to fundamentals
- Represent it graphically - To visualise the application
- Numerical consolidation - To gain confidence on the application

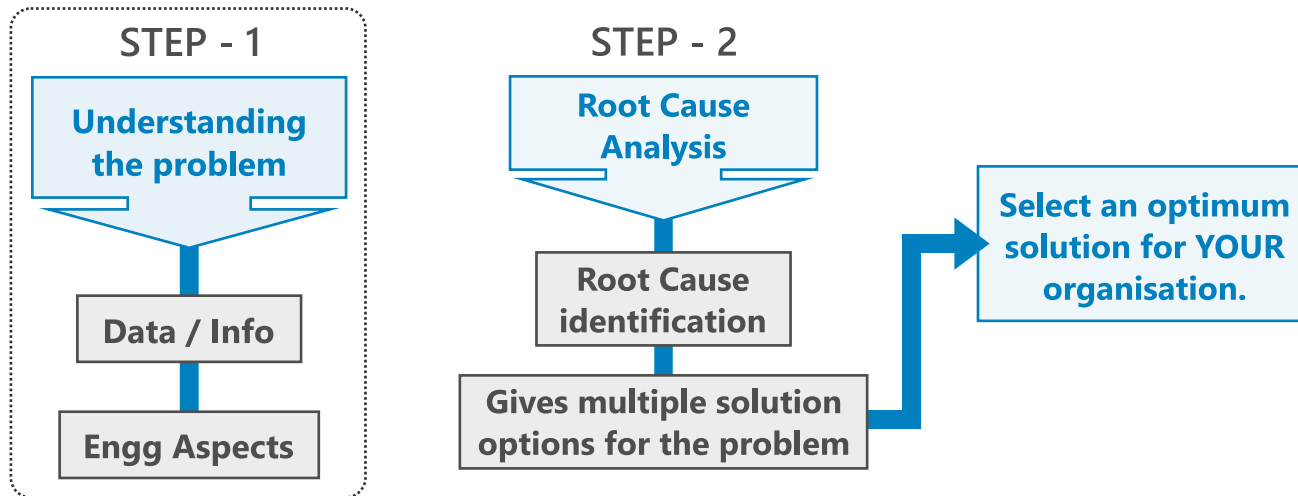
KEY LEARNINGS

■ Problem Solving Methodology

- Problems are the opportunities to demonstrate your capabilities
- The very purpose of recruiting a person is to solve the problems
- You need to give an OPTIMUM solution for your organisation
- An optimum solution is the one that can be adopted by a particular organisation with reference to its resources.
- The first task in a problem solving process is to understand the problem clearly & completely
- In order to understand the problem, you need to ask yourself the right questions about the problem.

KEY LEARNINGS

- Problem Solving Methodology



KEY LEARNINGS

■ Competency model

- Your selection for a job in an organisation, is an endorsement for your knowledge and skill by that organisation.
- Hence, the moment you join that job, organisations take your knowledge & skill for granted.
- Your performance in a job will be measured with your competence which demonstrates your usefulness to the organisation.
- Competence is to have the knowledge and skill to complete a task quickly and cost effectively.
- To develop competence, you need to build the abilities to solve problems, to innovate and to fulfil customer needs.
- Benefits of competence – *Reward, Respect & Recognition*

KEY LEARNINGS

- **Knowing about the industry of your choice**
 - Understand the market segmentation.
 - Acquire financial details and assess Growth potential.
 - Interpret the above data in your own way.

KEY LEARNINGS

- **Developing the habit of Curiosity**
 - It is the process of trying to know more about something that is already known to us.
 - Curiosity is something that will make and keep the professionals a LIVE WIRE, irrespective of their position and age. Hence, this habit must be built at the earliest possible.

KEY LEARNINGS

- **Building the habit of Curiosity**

Identify the Engineering problem situations



from your daily routine,



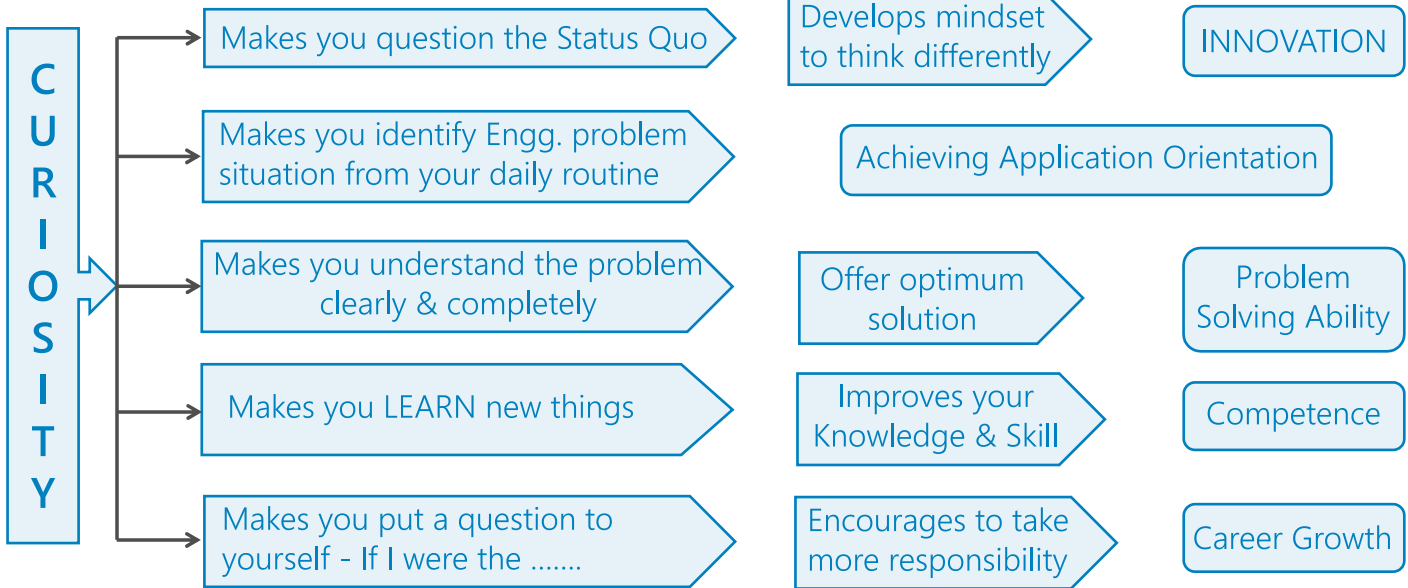
related to some of the subjects, you're studying



and map them to fundamentals

KEY LEARNINGS

■ Benefits of *CURIOSITY*





AWAKENS THE ENGINEER IN YOU

Call: 83320 38328 | Email: ramprasad.rac@gmail.com