



AVENUE FOR
ENTREPRENEUR
WORKING IN CIVIL
ENGINEERING

CIVIL ENGINEER TO ENTREPRENEUR



ENTREPRENEURSHIP

It is the process of designing, launching and running a new business, which is often initially a small business



ENTREPRENEUR- A person who organizes and manages any enterprise, especially a business, usually with considerable initiative and risk.


Entrepreneur + Capital = Products + Customer = Business

What is Civil Engineering ?



- Civil Engineering deals with the design, construction, and maintenance of structures or public works as they are related to earth, water or in space
- Civil Engineering is the oldest engineering
- Civil Engineering is also known as the **mother of all engineering**

● Avenues to Entrepreneurial Success



OFFICIAL

STARTUPS



Avenue 1 – The first avenue to explore would be your current profession, trade or service industry. There are several questions that you can ask yourself to ascertain if this avenue will be where you choose to create your startup from. Here are a few questions to ask yourself: Do you love what you do now? Are there parts of all of your job, trade or service that excites you? Are there skills that you have are amazing and others would pay to learn or use? Is the market large enough and will you ready to start your Business?



Avenue 2 – The second avenue to explore could be a partnership. You may hold a piece of the puzzle, and another person completes it. You might have the funding, management, marketing or accounting expertise and the other person has the trade, skill or service, etc. The point is – both of you will have skill in the game, which reduces the risk associated with building a startup business dependent solely on talents and skills of your employees. It will still take work. Proper legal agreements need to be made and you still have to do the required work necessary to build a successful business. Communication will be key as well as a partnership is a relationship like no other.



Avenue 3 – The third avenue is risky business, as it is entirely employee driven. This means that the success of your startup will rely heavily on the skills, commitment, and ability of other people who are being paid to build your business. The two biggest obstacles will be (1) ensuring that your vision of the company is correctly shared with them and (2) hiring the right people. I strongly recommend seeking professional assistance if you lack the expertise and experience in recruiting effectively, as this will be the foundation upon which you build your dream business. Do not be dismayed as most successful companies rely on their employees even though this path can be risky. If this type of business is built correctly your business can grow exponentially. The growth will far exceed a business that solely relies on your own physical and mental ability, because the right employees will ultimately become an extension of yourself.



Avenue 4 – The final avenue through which to explore to find your ideal startup business is to “Tap into the Sap”. This simply means that you research the current or future trends of business opportunities that are about to grow or are growing massively. This requires tremendous research in many different industry types, as well determining your interest, tolerance and commitment level to working in them. You will need to ensure that you have all the skills required to take an idea, develop it, plan, launch and grow it into a successful business or hire a company with an excellent track record like.

Some ideas for civil entrepreneur

1. Civil contractor.
2. Consultant (Structural/ Geotech).
3. Project management consultant.
4. Quantitative surveyor.
5. Billing consultant.
6. Material supplier.
7. Construction material manufacture.
8. Model maker.
9. Real estate marketing.
10. Material testing laboratories.
11. Labour contractor.
12. Providers of specialized services such as pre-stressed concrete, scaffolding.
13. Private surveyor. etc



Entrepreneur Leadership Qualities

- Accepting responsibility for actions
- Seeking self-improvement
- Possessing technical skills
- Making decision
- Being a role model
- Goal oriented
- High energy & Enthusiasm
- Ability to solve problem
- Self Motivation & Initiative
- Team building mentality



Principles of Entrepreneurial Leadership

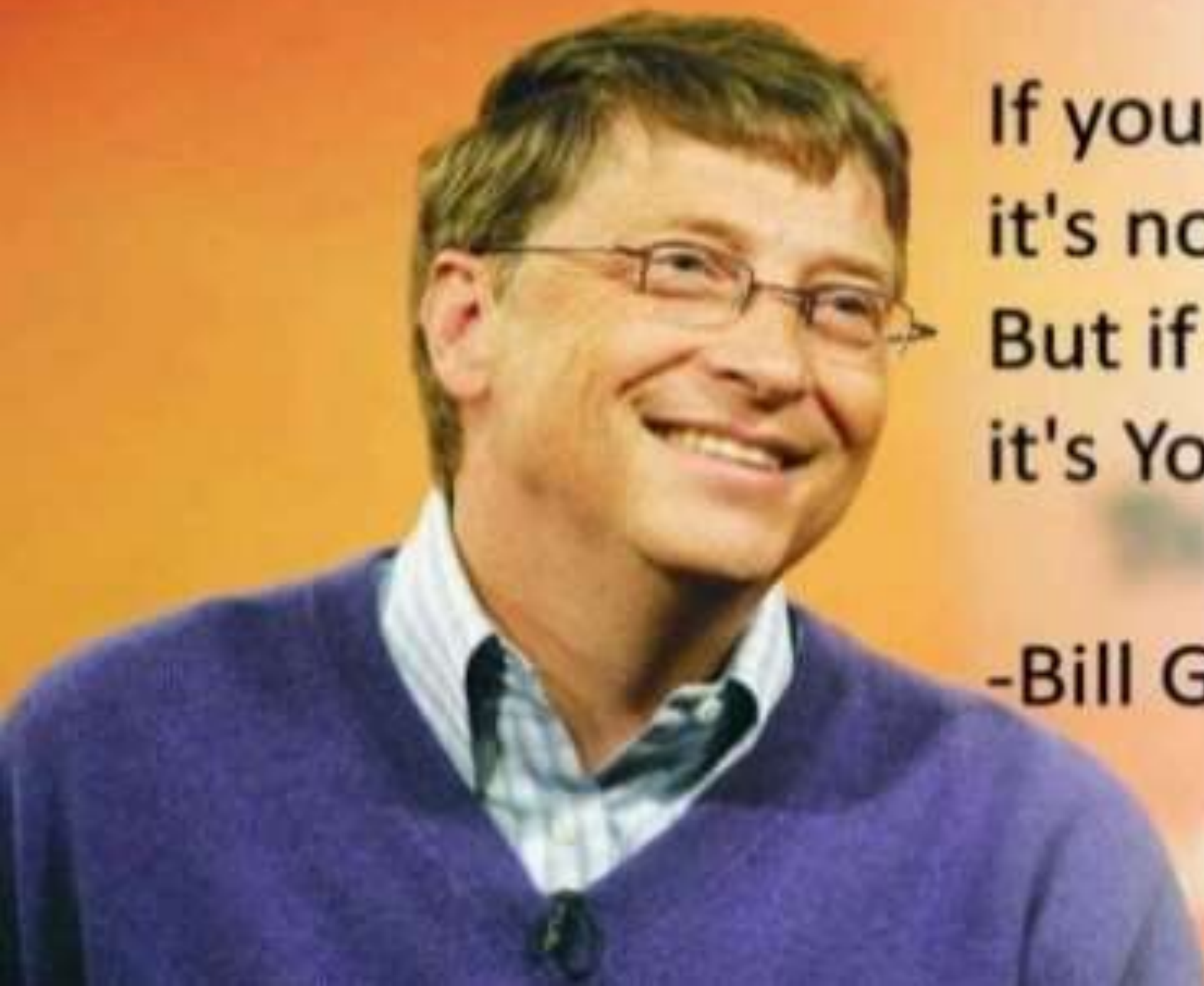
- Never blame
- Don't create adversarial situations
- Understand the work. Be a constant learner
- Brainstorm
- Record all ideas
- Be decisive
- Consider profit sharing
- Be sympathetic
- Be firm

Government Schemes for Rural Entrepreneurship in India

- **Entrepreneurship Development Institution Scheme**
- **Rajiv Gandhi Udyami Mitra Yojana (RGUMY)**
- **Performance and Credit Rating Scheme**
(Implemented through National Small Industries Corporation - NSIC)
- **Product Development, Design Intervention and Packaging (PRODIP)**
- **Khadi Karigar Janashree Bima Yojana for Khadi Artisans**
- **Marketing Assistance Scheme**
- **Provision of Urban Amenities to Rural Areas (PURA)**

FAMOUS ENTREPRENEURS OF CONSTRUCTION INDUSTRY

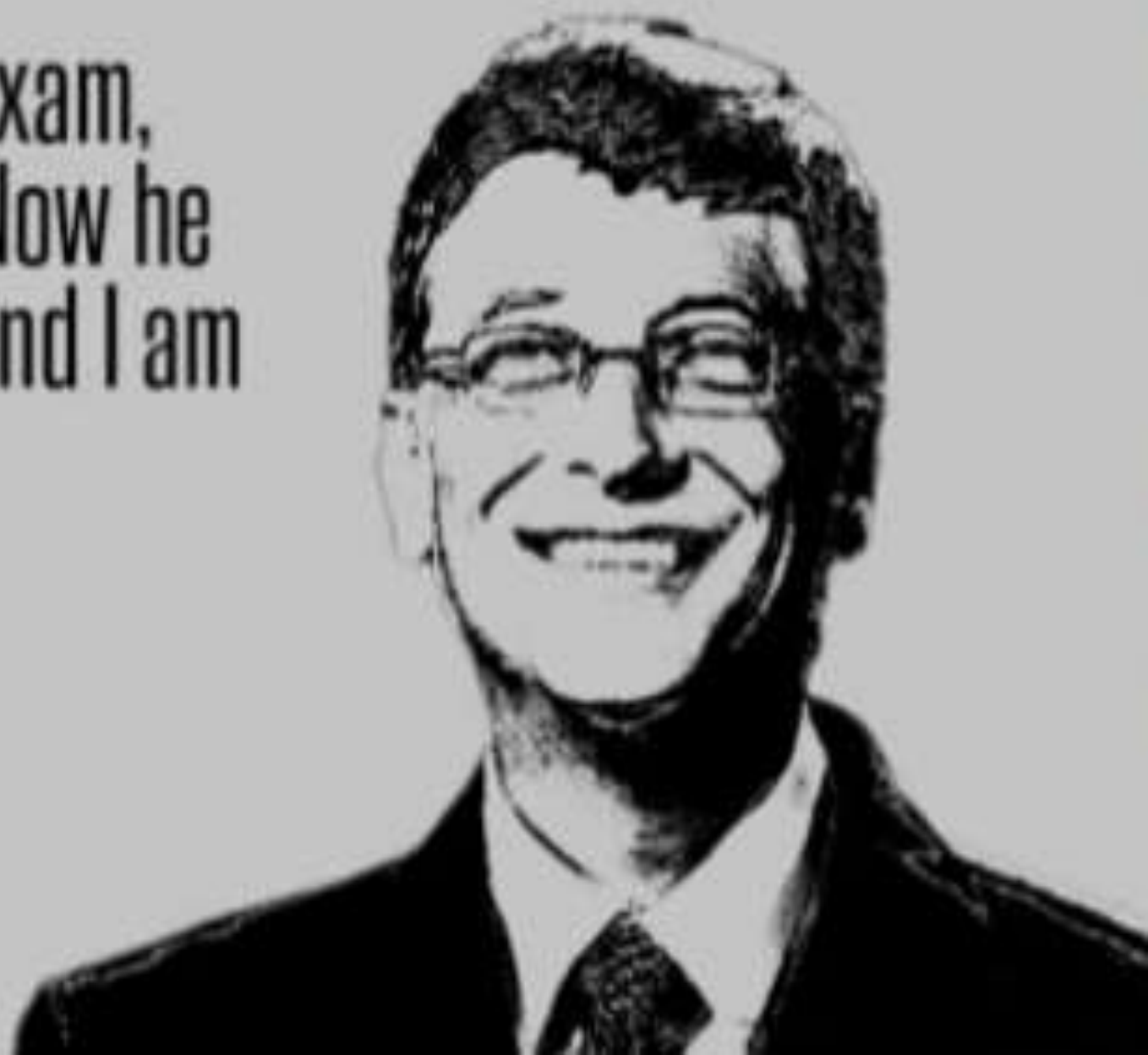
- Dr. AVS Raja, *Founder Chairman*, **Nagarjuna Construction**
- Abhishek Lodha, *31 Managing Director*, **Lodha Group**
- Ashish puravankara, *Joint Managing Director*, **Puravankara Projects Ltd**
- Gaurav Mittal, *32 Managing Director*, **CHD Developers Ltd**
- Harshavardhan Neotia, *49 Chairman*, **Ambuja Realty**
- Kamal Khetan, *42 Chairman and Managing Director*, **Sunteck Realty Ltd**
- Vikas Oberoi, *41 Chairman and Managing Director*, **Oberoi Realty Ltd**
- Atul Tantai *Executive Director*, **GPT Infraprojects Ltd**




If you Born Poor
it's not Your Mistake,
But if you Die Poor
it's Your Mistake

-Bill Gates

I failed in some subjects in exam,
but my friend passed in all. Now he
is an engineer in Microsoft and I am
the owner of Microsoft.



A close-up photograph of Warren Buffett, an elderly man with white hair and glasses, wearing a dark suit, white shirt, and a red patterned tie. He is gesturing with his right hand, palm up. The background is a collage of US dollar bills, including \$1, \$5, and \$100 denominations, which are slightly out of focus. Overlaid on the image is a quote in white, bold, sans-serif capital letters.

**RULE NUMBER ONE:
NEVER LOSE MONEY
RULE NUMBER TWO: NEVER
FORGET RULE NUMBER ONE**

-WARREN BUFFETT-

THANKS