



**UTTAM TRASADIYA's
CHARGEUP Series**

FUTURE: SCOPES & DEMAND

BY :

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FUTURE IS DEPENDED ON ETHICS



**NO ONE IS HERE TO
CRY ON YOUR DEATH**



**DO THAT WORK,
IN WHICH YOU ARE
EXCELLENT**



**START THE CHANGE
THAT YOU EXPECT FROM
OTHERS**



**BE STRONG , NOT
HARD TO YOUR SELF**



**TRY TO SOLVE HARD
PROBLEMS FIRST !**



**LEARN FROM PAST,
LIVE IN PRESENT
SUCCESS WILL BE FUTURE.**



**START YOUR DAY WITH
GOLDEN - 30**



**PROBLEM IS KEY WAY OF
SUCCESS
FOR PRUDENT PERSON**



**HEAR TWICE &
SPEAK ONCE !**



**DON'T FORGET
TIME IS MONEY, IT WILL
NEVER WAIT FOR YOU**



**IF YOU DON'T HAVE SKILLS ,
LUCK WILL NEVER HELP YOU**



**GOODS FRIENDS ARE PURE
GOLD,
RESPECT THEM, DON'T USE.**



CARRIER SELECTION?

Based on characteristics

Based on demand

Based on suggestions

JOB OR BUSINESS ???

Both are difficult but not impossible.



ENTREPRENEURSHIP ???

Setting up business to make a
“PROFIT”

Be Your Own
B**SS**

ENTREPRENEURSHIP ???

Attempt to create **“VALUE”** through reorganization of business opportunity



ENTREPRENEURIAL CHARACTERISTICS

- Risk Taker
- Curious
- Job Creator
- Visionary
- Innovation
- Self Motivated
- Patience
- Faith In Self

SCOPES

-
- Industrial Business Sectors
 - Service Sectors
 - Techno-vative Business Sectors

INDUSTRIAL BUSINESS SECTOR

- Small scale industries are producing **40%** of all over industrial production in India
- Technology based products are made from this sector
- more than **380** items are being purchased from small scale industrial business sector.

SERVICE SECTORS

-
- Transporations (OLA / UBER)
 - Beauty shops (Lakmé)
 - Auto Repair (DIY Car Repairs)
 - Food Home Delivery (Swiggy / Zomato)
 - Accomodation Service (OYO)
 - Vehicle Rental Service (Zoom Car)

CHALLENGES ...

-
- Abandoning another career
 - Finance
 - Team Building
 - Being the visionary
 - Dealing with unknowns
 - Loneliness

CHALLENGES ...

-
- Time and Effort
 - Balance in Life
 - Market Intelligence
 - Competitors

ONE OF THE BEST ...

History

- Rejected in 30 interviews
- Rejected by Harvard University
- Rejected in Government Job
- Rejected in KFC

Rules of Success

- Get Used to Rejection
- Keep your Dream Alive
- Customers are Number 1
- Make good reputation
- Focus on Culture



Jack - Ma
Founder of Alibaba.com

ONE OF THE BEST ...

History

- Accident challenged her life
- Get divorced
- Family start ignoring her

Rules of Success

- I could not find any hero in my life and I “Become”
- Never Give Up
- Faith in Self
- Luck will never help you if you do not have skills



Muniba Mazari
Ambassador of United Nations

ONE OF THE BEST ...

History

- Jobless
- Borned in totally poor family
- 12 publisher rejected her story

Rules of Success

- Take actions on your Idea
- Failure helps you discover your self
- Remember where you standed
- Believe in self



J K Rowling
Writer of Harry Potter

ONE OF THE BEST ...

History

- Had no money to pay rent
- First Sallary was Rs. 50
- His Teacher dis-motivated him on his ideas

Rules of Success

- Remember Hard work is your religion
- Love what you do
- Keep it simple
- Be the one that tries



Shahrukh Khan
World Famous Star

MERITS

- **Family Business**

- No Financial Issues
- Supportive Elders
- Settled Business
- Reputation
- Network
- Experience
- Permission is needed on each and every decision

- **New Enterprise**

- Loans and Govt. Support
- Innovative Knowledge
- Opportunities to Grow up
- Self Respect
- Guides
- Expertise
- Self Independence to take decisions

DEMERITS

- **Family Business**

- Decision based on emotional thinking
- Experience has priority
- Limited resources to grow up with new ideas
- Misuse of power
- Lack of managerial skill
- Lack of understanding for convincing

- **New Enterprise**

- No one with the individuals to share emotions
- Lack of experience
- Lack of skills to use available resources
- Democratic decisions are harmful
- Lack of team
- Everyone will ignore in initial stages of business

WHY START UP FAILS ???

- No market need (40%)
- Run out of cash (27%)
- Not the right team (20%)
- Lack of family support (5%)
- Financial support (8%)

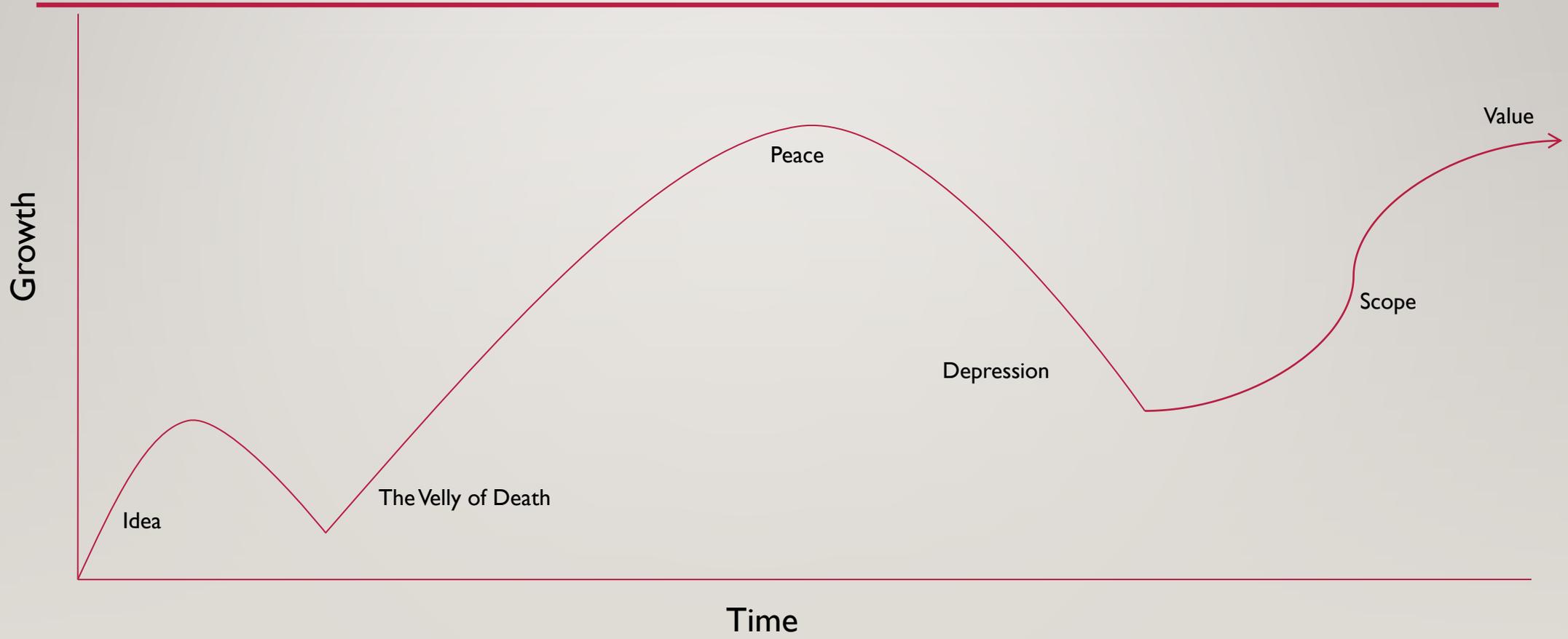
HOW TO START AN ENTERPRISE ??

- Live in future
- What is missing
- Write it down
- Prototype
- Co founders and team
- Equity and Fund
- Follow up
- Growth

SECRET OF SUCCESS OF START UP

- Innovation
- Digitalization
- Planning and Execution

EMOTIONAL JOURNEY OF ENTREPRENEUR



FOLLOW THIS VALUES

- Stop Selling, Start Helping
- Talk to Un-happy customers
- Learn from failures
- Be a driver, Not owner
- Treat your employees as a family member and family member as an employee
- Trust, Respect and Character are most powerful factors
- Be responsible for failure
- Give opportunities to others in succession time

FOLLOW THIS VALUES

- Make your own way ; respect all, follow your self
- Be strong; not rigid
- Start the change that you expect from others
- Learn from past but live in present
- Make honest relations
- Take risks; climb up on trees of opportunities
- Spend some time with your self
- Think to live the life ; not to leave
- No problem is living on the earth which do not have solutions

HOW TO GROW UP THE BUSINESS?

**“STOP SELLING.
START HELPING.”**

“TALK TO UNHAPPY
CUSTOMERS.”

**"CONFIDENCE AND ENTHUSIASM
ARE THE GREATEST SALES
PRODUCERS IN ANY KIND OF
ECONOMY."**



**“YOU WILL GET ALL YOU
WANT IN LIFE IF YOU HELP
ENOUGH OTHER PEOPLE GET
WHAT THEY WANT.”**



"TAKE RISKS.

IF YOU WIN,

YOU'LL BE HAPPY;

IF YOU LOSE,

YOU'LL BE WISE."

**“EVERY CHOICE YOU MAKE
HAS AN END RESULT.”**

**"A GOAL
PROPERLY SET IS
HALF WAY REACHED."**



**"LACK OF DIRECTION, NOT LACK
OF TIME, IS THE PROBLEM. WE
ALL HAVE TWENTY-FOUR HOUR
DAYS."**

"Your business is never really good or bad 'out there.' Your business is either good or bad right between your own two ears."



"Most people think 'selling' is the same as 'talking'. But the most effective salespeople know that listening is the most important part of their job."



"PEOPLE DON'T BUY FOR LOGICAL REASONS.

They buy for emotional reasons."

**"TODAY IS ALWAYS THE
MOST PRODUCTIVE
DAY OF YOUR WEEK."**

**"REMEMBER THAT FAILURE
IS AN EVENT, NOT A
PERSON. YESTERDAY
ENDED LAST NIGHT."**



**"IF YOU DON'T SEE
YOURSELF AS A WINNER,
THEN YOU CANNOT
PERFORM AS A WINNER."**



"IF WE LEARN FROM LOSING,

**we become
winners in the
end."**



**"LEADERSHIP IS DOING
WHAT IS RIGHT WHEN
NO ONE IS WATCHING."**

**"FEAR IS THE DESTROYER
OF DREAMS AND THE
KILLER OF AMBITIONS."**

**"EXCELLENCE IS NOT A SKILL.
IT'S AN ATTITUDE."**

**"YOUR COMPETITION IS
EVERYTHING ELSE YOUR
PROSPECT COULD
CONCEIVABLY SPEND THEIR
MONEY ON."**

"EXPECT THE BEST. PREPARE FOR THE WORST.

Capitalize on what comes."

**“PASSION IS ENERGY. FEEL THE
POWER THAT COMES FROM
FOCUSING ON WHAT EXCITES
YOU.”**

**“YOU HAVE TO DROP YOUR SALES
MENTALITY AND START WORKING WITH
YOUR PROSPECTS AS IF THEY’VE ALREADY
HIRED YOU.”**

**“BUSINESS OPPORTUNITIES
ARE LIKE BUSES, THERE’S
ALWAYS ANOTHER ONE
COMING.”**



**“DON’T LET WHAT YOU
CANNOT DO
INTERFERE WITH
WHAT YOU CAN DO.”**



**KEEP
CALM
AND**



**AND
CELEBRATE
YOUR SUCCESS**

**BROUGHT TO
YOU BY:**



**UTTAM TRASADIYA's
CHARGEUP Series**

Thank You !

Do whatever you wish to be !

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