



From CMD's Desk



We believe in relationships and 2019 is being concentrated for further more expansions globally. One of the great things about being in a relationship with someone is essentially building the plans in living together. Accordingly, we have also few great plans for G-TEC to achieve the objectives in the year of 2019.

Key themes of plan include focusing the energies of the entire system on achieving the ambitious goal. The works on promoting centers and ensuring they are well-placed, tackling disadvantages if any to sticking on YES G-TEC, the positive slogan of the growth, setting targets and taking effective action on more admissions. Ensuring to provide our most innovated programmes to enable the youth on skilling that needed by the era by using maximum digital technologies to enhance the opportunities to find developments. Introducing more international certificates as an add-on value to students to choose their carrier for the best.

I wish all success to all in G-TEC Family.

Mehroof .I. Manalody
Chairman & Managing Director
G-TEC Group of Institutions

CHARACTERISTICS AND FUNCTIONS OF A SUCCESSFUL ENTREPRENEUR

An entrepreneur is a person who has a passion for creation and the ability to follow through on their ideas. Entrepreneurs want to work for themselves and are willing to take risks in order for their ideas or products to succeed. Entrepreneur is a person who brings co-ordination between different factors of production by supervising and managing the industry and is also called as an organizer.

Best Characteristics of an Entrepreneur that one must nurture

Creativity

Creativity gives birth to something new, without creativity, there is no innovation possible. Entrepreneurs usually have the knack to pin down a lot of ideas and act on them. Not necessarily every idea might be a hit. but the experience obtained is priceless.

Creativity helps in coming up with new solutions for the problems at hand and allows one to think of solutions that are out of the box. It also gives an entrepreneur the ability to devise new products for similar markets to the ones he's currently playing in.

Professionalism

Professionalism is a quality which all good entrepreneurs must possess. An entrepreneur's mannerisms and behavior with their employees and clientele goes a long way in developing the culture of the organization.

Along with professionalism comes reliability and discipline. Self-discipline enables an entrepreneur to achieve their targets, be organized and set an example for everyone.

Trust in the entrepreneur is what keeps the people in the organization motivated and willing to put in their best. Professionalism is one of the most important characteristics of an entrepreneur.

Risk-taking

Risk-taking ability is essential for an entrepreneur. Without the will to explore the unknown, one cannot discover something unique. And this uniqueness might make all the difference. Risk-taking involves a lot of things. Entrepreneurs have a differentiated approach towards risks. Good entrepreneurs are always ready to invest their time and money. but, they always have a backup for every risk they take.

Passion

Your work should be your passion. So when you work, you enjoy what you're doing and stay highly motivated. Passion acts as a driving force, with which, you are motivated to strive for better.

It also allows you the ability to put in those extra hours in the office which can or may make a difference. At the beginning of every entrepreneurial venture or any venture, there are hurdles but your passion ensures that you are able to overcome these roadblocks and forge ahead towards your goal.



Planning

Perhaps, this is the most important of all steps required to run a show. Without planning, everything would be a loose string as they say, "If you fail to plan, you plan to fail."

Planning is strategizing the whole game ahead of time. It basically sums up all the resources at hand and enables you to come up with a structure and a thought process for how to reach your goal.

Knowledge

Perhaps, this is the most important of all steps required to run a show. Without planning, everything would be a loose string as they Knowledge is the key to success. An entrepreneur should possess complete knowledge of his niche or industry. For only with knowledge can a difficulty be solved or a crisis is tackled.

It enables him to keep track of the developments and the constantly changing requirements of the market that he is in. May it is a new trend in the market or advancement in technology or even a new advertiser's entry, an entrepreneur should keep himself abreast of it.

He should know what his strengths & weaknesses are so that they can be worked on and can result in a healthier organization.

A good entrepreneur will always try to increase his knowledge, which is why he is always a learner. The better an entrepreneur knows his playground, th say, "If you fail to plan, you plan to fail."

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Social Skills

A skill-set is an arsenal with which an entrepreneur makes his business work. Social Skills are also needed to be a good entrepreneur. Overall, these make up the qualities required for an entrepreneur to function.

Social Skills involve the following:

Relationship Building

Hiring and Talent Sourcing

Team Strategy Formulation

Empathy

Perhaps the least discussed value in the world today is empathy or having high emotional intelligence. Empathy is the understanding of what goes on in someone's mind. A good entrepreneur should know the strengths and weaknesses of every employee who works under him. You must understand that it is the people who make the business tick! You've got to deploy empathy towards your people.

Unhappy employees are not determined and as an entrepreneur, it is up to you to create a working environment where people are happy to come. To look after their well-being, an entrepreneur should try to understand the situation of

employees. What can be a motivational factor? How can I make my employees want to give their best? All this is understood through empathy.

Keeping a workplace light and happy is essential. For without empathy, an entrepreneur cannot reach the hearts of employees nor the success he desires. Empathy is one of the most important characteristics of an entrepreneur.

An entrepreneur must be accepting. The true realization of which scenario or event can be a useful opportunity is necessary. To recognize such openings, an open-minded attitude is required.

Open-mindedness towards learning, people, and even failure

An entrepreneur must be accepting. The true realization of which scenario or event can be a useful opportunity is necessary. To recognize such openings, an open-minded attitude is required.

An entrepreneur should be determined. He should face his losses with a positive attitude and his wins, humbly. Any good businessman will know not to frown on a defeat. Try till you succeed is the right mentality. Failure is a step or a way which didn't work according to the plan.

A good entrepreneur takes the experience of this

The customer is everything

A good entrepreneur will always know this; a business is all about the customer. How you grab a customer's attention is the first step. This can be done through various mediums such as marketing and advertising.

It is also important that you know the needs of your customers. The product or service which is being created by your organization needs to cater to the needs of your consumers. Personalizing a business for consumers will also boost the sales.



Major Functions Makes an Entrepreneur Successful

Taking Initiative

Entrepreneurship is a pro-active activity that takes such actions, which other can't even perceive. This unique function of entrepreneurship provides with a wide variety of products, ways of actions, production techniques etc. Therefore, taking initiative with such end and qualification is the prime function of entrepreneurship in every economy.

Organizing Resources

Organizing entails identifying those resources that are required to transform a particular idea into reality. The resources include human and nonhuman resources. Organizing in entrepreneurship will increase productivity, promote new venture, distribute and supervise work and responsibility and will remove barriers to work. Entrepreneurship thus is the tapping tool for assuming indigenous skills and resources for the productive purpose.

Managerial Roles

Entrepreneurs perform several managerial roles to keep their venture functioning with success. The roles are interpersonal roles that consist of a figurehead role, leadership role and liaison role, informational roles that include

recipient role, disseminator role, decisional roles that consist of entrepreneurial role, disturbance-handler role, resource allocator role and the negotiator role. The entrepreneur also does the associated managerial functions such as planning, organizing, leading and controlling.

Innovations

Schumpeter described the entrepreneur as an innovator. The entrepreneur innovates new methods of production and new market areas. He also initiates steps for improving the technology of the industry.

Identifying Opportunities and Prospects

Entrepreneurship searches those activities of value that have an economic and social contribution. It identifies new opportunities in the socio-economic arena which have got profitable prospects therefore, entrepreneurs are called as searchers of hopes into blind spots and this function enormously indebted our society to entrepreneurship.

Decision Making

Entrepreneurship is a new initiative therefore it has to take a decision new ventures. Entrepreneurship has to decide upon equipment to be used quality, price and its variation,

deficiency, capital structure, the feasibility of the project, organizational structure, philosophy of management etc, that will guide, run and prosper the new venture or district attempt for entrepreneurship.

Co-ordination

The entrepreneur acts as a coordinator. He coordinates the different activities of factors of production. He hires the services of the factors of production and employs them in production. In his absence, it is not possible to bring coordination between different factors of production

Organization of labour force

The entrepreneur recruits right type of men and places them at the right place in production. He introduces division of labour and allots work according to the necessity, merit and ability. He supervises the activities of employees and inspires them to work hard.

Supply of tools and machines

The entrepreneur provides latest tools and up-to-date machinery for the employees. He makes efforts for getting maximum level of output and profits.

Marketing Mechanism

Entrepreneur takes steps for promoting the demand for his

output. For this he utilizes the services of information and publicity agencies. He influences the marketing behavior of all consumers through attractive publicity and advertisement.

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Anticipation of Market Changes

The Entrepreneur always pays attention on the tastes and fashion of the consumers. He introduces changes in production and produces commodities suitable to the changing needs, fashions and habits of the consumers. Sometimes he himself influences the mind of the consumers by offering a variety of commodities.

Division of Labor

The entrepreneur introduces division of labor in industry. He appoints right men in right He increases the quality and quantity of output and reduces the expenses to a great extent.

Risk Taking

The entrepreneur faces several types of risks while organizing production. He insures expected risks. He may not insure certain kinds of unexpected risks. He hears risk arising due to the unfavorable conditions in the market. As far as possible he takes steps for overcoming the risks and minimizing his losses.

Entrepreneur must be a courageous, risk taking and uncertainty bearing person. Therefore, the entrepreneur is described as captain of the industry, considering his functions.

Uncertainty bearing

The entrepreneur bears uncertainty in production and marketing of his commodities. Sometimes he gets enormous profits. Sometimes he gets abnormal losses. He must be ready to face the unexpected happenings. He must behave just like a rock in an ocean during a typhoon.

Creation of values

The entrepreneur plays an important role in a capitalist economy. The formation of several firms and industries is based on his ideas. New firms and industries are established due to his ability and caliber. The wealth of a nation increases due

to his untiring and industrious policies. That is why the entrepreneur is described the creator of values.

Scientific Management

The entrepreneur introduces the techniques of scientific management. He utilizes the service of different factors and other equipment upto their optimum capacity. He adopts latest management methods and gets profits.

Forecasting

Last but far from least, the role of entrepreneurs involves acting as a forecaster. The enterprise works in a business environment and is affected by changes occurring in various aspects of this environment. It could be internal, such as strikes, machinery breakdowns; budget cuts etc. or these could be external, such as legal policy changes, political or social unrest, technological advancements, etc.

An entrepreneur must be able to correctly forecast these changes and prepare the organization to deal with these changes.

Every Director of G-TEC EDUCATION is an Entrepreneur and have to emulate the characteristics and functions of an Entrepreneur to become a successful director.

2018 MILESTONES

1.2 Lakh Registrations and 20 % Increase in Admissions

35 New Centers in different countries

ICDL Digital Challenge Competition

New Exam Portal

Tally Commerce Aptitude Test (TCAT)

G-News Reloaded

Charishma Program for Trainers

Train The Trainers

46 Train The Trainers Program and 988 Participants

Issued Participation Certificate for Trainers

New Certifications

GCC VAT, GST Using Tally

MTA, QBCU

GEM-ELSP

(EMPLOYMENT LINKEDSKILLING PROGRAM)

The ELSP Program is designed with the objective of providing Employability skills and Employment Assistance to the students of the College/University and set up an example for high quality and purposeful education in the country. The program aims to provide such finishing skills that are necessary for the student while they enter the corporate world. The program comprises of six modules of training followed by a paid internship (apprenticeship) program to help students 'Learn-on-the-job' and earn their work-experience. ELSP is promoted & delivered under G-TEC EMPLOYABILITY MISSION (GEM).

We started the ELSP Registration on 31st May 2018. We have conducted 102 Seminar on ELSP at 75 colleges across India.



Exams

45,000 Centre Examinations

New Exam Portal Launched

15,000 International Certifications

11,707 Online Examinations

5537 IAB Examinations

3115 Semester Examinations

13 Courses in Software Division

41 New Courses

5 Courses in Accounting Division

13 SAP Courses

3 Courses in Hardware Division

7 Courses in Multimedia Division

Revised Curriculum

Revised Syllabi

Revised Counsellor Presentations

Revised Study Materials

Introduced 51 CBTs

GOBSBANK

Job Fair

15 events with 8,530 Walk-Ins

1,906 shortlisted Candidates

Company Statistics

505 Associated Companies

G-5 (New Online Portal)

Placement Support

Leading ASO,s
1. Kannur
2. Palakkad
3. Malappuram

Leading Centres
1. Payyannur
2. Kannur
3. Kattappana.

SCHEME TOPPERS IN 2018

Sno	Scheme	1st Place		Iind Place		IIIrd Place	
		Centre	Admission	Centre	Admission	Centre	Admission
1	YES G-TEC 2018	HARIPPAD	111	KANNUR	79	CALICUT MAIN CENTRE	37
						KANHANGAD	37
2	GZOOM 2017	PANDALAM	241	THIRUVALLA	231	CHARUMOODU	223
3	IT MAGIC 2018	KONDOTTY	715	PERUMBAVOOR	650	CHARUMOODU	581
4	INFINITY 2018	HARIPPAD	277	CALICUT MAIN CENTRE	246	EDAPAL	235
5	FREEDOM OFFER 2018	KANNUR	284	KANHANGAD	252	PAYYANNUR	231
6	VIDHYRAMBAM 2018	HARIPPAD	129	MAVELIKKARA	105	KONDOTTY	101
				NORTH PARAVOOR	105		
7	WCLD 2018	PAMBADI	120	NATTIKA	113	HARIPPAD	79

OUR PRIDE

Congratulations

TALLY GCC VAT TOPPERS DECEMBER 2018

FIRST **SECOND** **THIRD**

ABHIRAM A
CAPTAIN OF TALLY
G-TEC KANNUR DISTRICT

RAHUL C ELIAS
CAPTAIN OF TALLY
G-TEC KANNUR DISTRICT

SAPORNA ROUSAD
CAPTAIN OF TALLY
G-TEC KANNUR DISTRICT

SHRIM L S
CAPTAIN OF TALLY
G-TEC KANNUR DISTRICT

JOSKEETTY VINCENT
CAPTAIN OF TALLY
G-TEC KANNUR DISTRICT

Congratulations

TALLY GST TOPPERS DECEMBER 2018

FIRST **SECOND** **THIRD**

ANASOONIA C S
CAPTAIN OF TALLY
G-TEC KANNUR DISTRICT

SHRIM L S
CAPTAIN OF TALLY
G-TEC KANNUR DISTRICT

ANUSREE KISHAN
CAPTAIN OF TALLY
G-TEC KANNUR DISTRICT

ANUSREE KISHAN
CAPTAIN OF TALLY
G-TEC KANNUR DISTRICT

ANUSREE KISHAN
CAPTAIN OF TALLY
G-TEC KANNUR DISTRICT

Congratulations

TALLY ACE TOPPERS DECEMBER 2018

FIRST **SECOND** **THIRD**

ANUSREE KISHAN
CAPTAIN OF TALLY
G-TEC KANNUR DISTRICT

ANUSREE KISHAN
CAPTAIN OF TALLY
G-TEC KANNUR DISTRICT

ANUSREE KISHAN
CAPTAIN OF TALLY
G-TEC KANNUR DISTRICT

ANUSREE KISHAN
CAPTAIN OF TALLY
G-TEC KANNUR DISTRICT

ANUSREE KISHAN
CAPTAIN OF TALLY
G-TEC KANNUR DISTRICT

SAP POWER USER RESULT

TRAINERS BATCH 3-DECEMBER 2018

Congratulations

FIRST **SECOND** **THIRD**

ATHIRA V
G-TEC KANNUR DISTRICT

MUHAMMED SAEED A
G-TEC KANNUR DISTRICT

SARATH SHANKAR
G-TEC KANNUR DISTRICT

SAP POWER USER RESULT

BATCH 3-DECEMBER 2018

Congratulations

FIRST **SECOND** **THIRD**

GOPIKA D
G-TEC KANNUR DISTRICT

NANDU KRISHNAN
G-TEC KANNUR DISTRICT

ANUSREE KISHAN
G-TEC KANNUR DISTRICT

RAHUL M R
G-TEC KANNUR DISTRICT

LIBY MATHEW
G-TEC KANNUR DISTRICT

SHAIK KATHALIM
G-TEC KANNUR DISTRICT

Smile Corner

"I don't wake up at night to check my e-mail. I automatically have it forwarded to the people in my dreams and they read it to me"

60th IAB - UK INTERNATIONAL EXAMINATION TOPPERS

Congratulations

FIRST **SECOND** **THIRD** **TRAINER**

SWATHIMOL VIJAYAN
IAB-DIFA 1251117
G-TEC KATTAPPANA IDUKKI

REXY T V
IAB-DIFA 1248700
G-TEC PALLURUTHY ERNAMKULAM

ATHIRA V SAGAR
PDIFAS 1259621
G-TEC MAVELIKARA ALAPUZHA

JAYALEKSHMY.M.K
IAB-DIFA TRAINER
G-TEC NATTIKA THRISSUR

PDIFAS DEC 2018 EXAMINATION TOPPERS

Congratulations

FIRST **SECOND** **THIRD**

ATHIRA V SAGAR
G-TEC MAVELIKARA, APZ
REG No. 1229621

RINISHA RAJAN
G-TEC PANICOR, KNR
REG No. 1224788

ARUN KUMAR R S
G-TEC VELLANAD, TVM
REG No. 1233188

ARUN SUDHAKARAN
G-TEC KATTAPPANA, IDK
REG No. 1229621

V.K. BHUVANESHWARI
G-TEC PATTAMBI, PKD
REG No. 1229621

RAHUL P
G-TEC KANNUR, KNR
REG No. 1224788

MOHAMED RABEEH.A.M
G-TEC PARAPPANAGAD, MLP
REG No. 1229621

SREENA.M
G-TEC SREEKESHERAPURAM, PKD
REG No. 1229621

GNEWS

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