

INTERNSHIP PROGRESS REPORT

Submitted in the partial fulfilment for the award of the degree of

**BACHELOR OF ENGINEERING
IN**

CSE (MOBILE COMPUTING)

Submitted by:

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19BCS4257

AT

HIGHRADIUS CORPORATION

Under the Supervision of:

DIVYA JHA

STUDENT MENTOR



**CHANDIGARH
UNIVERSITY**
Discover. Learn. Empower.

DEPARTMENT OF COMPUTER SCIENCE AND ENGINEERING

APEX INSTITUTE OF TECHNOLOGY

CHANDIGARH UNIVERSITY, GHARUAN,

MOHALI - 140413, PUNJAB

MARCH, 2022

MONTHLY INTERNSHIP REPORT

A. Internship Contact Information

Student Name	Anand Svarup Bhatia
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Internship Supervisor	Divya Jha
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Report period (start date)	15 FEBURARY,2022
Report period (end date)	24 March,2022

A. Distribution of hours:

Orientation 2
 Observing 7
 Meetings (e.g. staffing, working with the team, etc) 7
 Lectures, Seminars, Conferences 2
 Assessment 4
 Planning (activity analysis, goals and objectives, etc) 3.5
 Studying/Researching 6

B. Implementation (in *hours* which so ever is applicable. Otherwise mention Not Applicable):

a. Leadership 2
 b. Counselling 2
 c. Supervision 2
 d. Evaluation 2
 e. Documentation 2
 f. Discharge/Transition Plans 2
 g. Other (Please specify) NA

Total clock hours during this report period 26

Introduction, stating where and when the internship was commenced, along with a brief description of the organization.

With an immense pleasure, I Anand Svarup Bhatia, student of Chandigarh University pursuing bachelors of engineering in computer science want to inform to the institution that I have been shortlisted as a business consultant intern at a fintech start-up HighRadius Corporation, with a video resume followed by a spontaneous case study based question the shortlisting procedure was conducted. The internship commencement was from February 15, 2022. The work location in work from home due to post pandemic situations but are expected to get better with time in either of their offices.

ABOUT HIGHRADIUS;

HighRadius is a Fintech enterprise Software-as-a-Service (SaaS) company that leverages Artificial Intelligence-based Autonomous Systems to help companies automate Accounts Receivable and Treasury processes.

The HighRadius® Integrated Receivables platform reduces cycle times in your order-to-cash process by automating receivables and payments processes across credit, electronic billing and payment processing, cash application, deductions, and collections. HighRadius offers cloud-based Autonomous Software for the Office of the CFO. More than 700 of the world's leading companies have transformed their order to cash, treasury and record to report processes with HighRadius. Our customers include 3M, Unilever, Anheuser-Busch InBev, Sanofi, Kellogg Company, Danone, Hershey's and many more.

Autonomous Software is data-driven software that continuously morphs its behaviour to the ever-changing underlying domain transactional data. It brings modern digital transformation capabilities like Artificial Intelligence, Robotic Process Automation, Natural Language Processing and Connected Workspaces as out-of-the-box features for the finance & accounting domain.

Finance business stakeholders have been led to believe that they have only two choices: pick an application software vendor that digitizes a paper or Excel-based process to an electronic system of record, or, choose a middleware platform for AI or RPA to build and maintain in-house, domain-specific capabilities. In contrast, HighRadius Autonomous Software combines the best of both worlds to deliver measurable business outcomes such as DSO reduction, working capital optimization, bad-debt reduction, reduce month close timelines and improve productivity in under six months.

Accomplishments and Work Performed, including a summary of activities and tasks, initial job responsibilities, and changes in job scope over the internship

In the first phase of the internship, we learned about the ethics and proper channels of business communication helping us optimise our transactions as per the role offered by the HighRadius Corporation.

In the second phase we learned about the brainstorming of ideas and how to think as a consultant, how to understand the situation to the best possible way and provide solution respectively. In this phase we learnt about market sizing and guesstimate problems, using graphs, pivot tables and pareto analysis and work breakdown structure and modes in product management such as RAID and RACI. Here by discussed all below.

let's talk about something that became an integral part of Business and Analytical discussions. Guessing is nothing but a playful guess with a few important facts.

I heard about speculation when I started preparing for maths exams. At first, it was not easy to decide what to do or to find a solution.

I finally looked for simple ways and solutions online and found a few ways to get a guess. For someone like me who loves to learn about observation and understanding which has helped me so much. By continuing to practice solving predictions, it is as easy as solving a basic mathematical problem.

One important thing to remember, guessing there has never been a definitive answer, It is all about the method and logical thinking that determined the final answer (Plural).

Confusing!!! Let us set an example that is easy to understand.

Q: How many burgers are sold at McDonald's Outlet in Chennai per day?

Before jumping into the questionnaire there are a few steps you need to keep in mind to resolve a guess;

How to deal with it: There are many ways (simple mathematical method, individual approach, method of delivery and demand) in each guess but understand the question requirement and choose the simplest and easiest way to define it.

Numbers to keep in mind: Numbers such as population, GDP, gender ratio, average family size, Global geographical location, population growth rate and other distribution should be kept in mind.

Statistics - Multiple numbers: Know the sum of zeros per million, crores, billion, trillion.

Always keep your numbers simple and round as equal numbers to make calculations easier.

Now, looking at a given question is the first step to solving a guess. Never hear questions with limited data or insufficient data to resolve. When questioning permissions ask a lot to understand the question clearly and consider dealing with them.

In the example there are a few parameters that we need to rearrange to get a clear idea of what is requested, so let's make some ideas.

- Are you considering dine-in sales or take-and-deliver delivery too? -We think both.
- Is it a weekend or a week? - As long as it lasts a week
- The size of the exit? - Medium in thought
- Chennai area (Sub-urban, IT hub, Urban Residential area)? - Considering the IT hub
- The same Burger giant (Subway, Burger Man, Burger King) nearby? - If you think Yes
- Is there anything to offer? In this place or other nearby place? - Take Yes (same offer)

Here, we come to a clear understanding of the question. Let me rearrange: How many burgers on sale in the medium-sized McDonald's

Outlet in Chennai, an IT hub during the week that combines both food and thoughtful deliveries on offer and large bursaries nearby?

What is Market Measurement?

"Market size" is determined by the total number of potential buyers of a product or service within a particular market, as well as the total revenue that the sale can earn.

It is important to calculate and understand the market size for a few reasons.

First, entrepreneurs and organizations can use market scales to estimate how much profit they can make from a new business, product or service. This helps decision-makers decide whether to invest in it.

If you choose to go further, this analysis will also help you develop a marketing strategy that addresses the unique needs and strengths of your main market.

Market benchmarking can also help you estimate the number of people you may need to hire before launching a new product or service, rather than "feel in your own way" as you explore your new market. If you know this from the start, you can improve your recruitment process, so that you have the right people in the area where you need them.

Market Measurement Methods

There are two commonly used methods of market measurement:

1. Top Down Market Sizing - although the way down is simple, it is often unreliable and extremely hopeless. It looks at the "appropriate" market size of your product or service, and calculates how much your organization might benefit from.

For example, suppose your organization is marketing learning resources in schools. Your survey shows that there are 6,000 eligible schools in your country. You know that the average sales per school is about \$ 50,000, which means your market size is \$ 300 million.

This, of course, is a staggering number of unrealistic expectations. Not all schools need your products, and they probably will not buy \$ 50,000 worth of goods each, so it can be a real challenge to capture even a small percentage of this market. The way to the top gives you augmented data, and you often can't rely on it to make good decisions.

2. Lower-Up - This approach tends to take more time than measuring the low-level market level, because you do all your market research and do not rely solely on general predictions and trends. However, you will get a more realistic and accurate test of strength in your market.

In this article, we will focus on how you can use the bottom-up method to determine your market size.

How to Calculate Market Size

Follow these three steps to see your market size:

1. Define Your Targeted Market

To predict the size of your market, you need to know the type of person your product or service is most appropriate for. Your contribution should meet a need - or solve a problem - specifically for a group of people, and you need to define who these people are.

Also, think about how you can reach these customers - there is no need to consider them if you can not reach them effectively.

You can use market segregation to divide your market into specific groups. This will give you a greater understanding of each group your product or service will attract, and will allow you to tailor your offering according to the specific needs of each group.

Once you have identified the different potential categories in your market, select the ones you want to focus on to build your business.

Now you need to decide how big the market is in each category you find. To do this, contact business organizations, data providers, community organizations, city and state development offices, or regulatory agencies that deal with business and commerce; and do your best to get a list of potential customers in the categories you have selected.

For example

Your organization wants to develop medium-sized grocery store software. But, before you invest in the time and money to develop the software, you need to make sure that the market is big enough, and that people are interested enough in your product to buy it.

After researching online and contacting your local business and trade department, you decide that there are approximately 10,000 grocery stores in your country, and you get a list of these stores.

2. Use Market Research to Evaluate Interest in Your Product

Obviously, not everyone in your target market will want to buy your product. So your next step is to measure real interest.

One way to do this is to focus on competitors who are directing the same group of buyers. What is their market share? And what are their annual markets for similar products or services?

If your competitors are very focused on this market, this can give you a good estimate of the potential market size. However, it is almost impossible to obtain this information if they are also focused on other markets, or if they are part of large business groups.

Another way to assess interest is through individual interviews, focus groups, and surveys. Ask for a sample large enough for people or businesses to fall within your target market, and explain what you can offer. The larger your sample, the better your analysis will be.

Ask them questions like these:

Is this product of interest to you?

What would they feel comfortable paying for?

How likely are you to buy the same product or product over the next two years?

It is important to come to a series of conclusions based on the feedback you receive from these focus groups or surveys. Usually, people will say one thing and do another. People tend to “think twice” before making a real purchase, and this is especially true as budgets, interests, and market conditions change.

For example

Within three months, you talk to 100 randomly selected grocery stores, representing one percent of your target market. Describes the concept of new software, as well as the benefits it will provide to store owners.

After the presentations were completed, 35 stores expressed a strong interest in the software, as well as a willingness to purchase when it became available. To save, you reduce this number to 18. Thus, 18 percent of stores

Step 3: Calculate the potential sales

Now you have a realistic image of how your product or service can become popular in your target market. Use this data to determine if your product is worth the investment and risk.

To do this, develop a financial model for your business using the data you collect (see our articles on forecasting cash flow and the use of NPV and IRRs to find out more about this.)

Then, point out the key assumptions in your model, and test them using techniques such as Scenario Analysis and Monte Carlo Analysis.

For example

You have decided that 1,800 grocery stores can invest in your software, which costs \$ 30,000. If 100 percent of these stores purchase software, this could result in a \$ 54 million refund.

Your organization has already estimated that it will need to invest at least \$ 7 million to develop, test, and market new software. This investment is only 13 percent of potential annual revenue, so the risk is low, even if the response is not as good as predicted. So your organization decides to move forward with the development of new software.

Important Points

Your "market size" is the total number of potential buyers of your product or service within a particular market. This information can be especially helpful to businesses and entrepreneurs who want to invest in new products. It can also support strategic decision-making and allow you to create evidence-based marketing strategies.

There are two ways you can determine the size of your market:

Top Down - this takes into account the "appropriate" market size of your product or service and calculates how much your organization might earn from it.

Bottom Up - complete your market research to find the exact and accurate market size of your product or service.

To calculate the market size using the vertical route, follow these three steps:

Describe your target market.

Use market research to evaluate your product interest.

Count possible sales.

Pareto Analysis

What Is Pareto Analysis?

Joseph Juran, a Romanian-American businessman, discovered Pareto's research in 1937, about 40 years after it was published. Juran went on to rename the 80-20 law as "Pareto's Goal for Equal Distribution."

Pareto analysis is a method used to make business decisions, but also works in a number of areas ranging from social economics to quality control.

It is based primarily on "80-20 law." As a decision-making process, Pareto's mathematical analysis distinguishes a limited number of input items — desirable or undesirable — that have the greatest impact on the outcome.

Pareto's analysis is based on the assumption that 80% of project profitability can be achieved by doing 20% of the work — or, conversely, 80% of problems can be traced to 20% of the causes. Pareto Analysis is a powerful quality and decision-making tool. In a general sense, it is a way of finding the facts needed to set priorities.

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Pareto's analysis states that 80% of project profits or outcomes achieve 20% of work — or conversely, 80% of problems can be traced to 20% of causes.

According to Pareto's analysis, each problem or benefit is given a numerical score based on the level of impact on the company; the higher the score, the greater the impact.

The modern application of Pareto analysis is used to determine which problems cause the most problems in different departments, organizations, or business sectors.

By allocating resources to high-value issues, companies can use Pareto analysis to solve problems effectively because they can identify those issues that have the greatest impact on a business.

Understanding Pareto Analysis

In 1906, Italian economist Vilfredo Pareto discovered that 80% of Italian land was occupied by only 20 percent of the population. He expanded his research and concluded that this unequal distribution of wealth was common throughout Europe. The 80-20 Act is officially defined as follows: The top 20% of the country's population is approximately 80% of the country's wealth or total income.

BUSINESS MANAGEMENT WITH Q-MATRIX

As a leader in an organization there is a great responsibility:

General Quality Management of how the organization will operate, the individuals in the organization, the provision of goods

and / or services to meet the need, to ensure appropriate working conditions. Q-MATRIX is here to help fulfill these obligations.

SAVE TIME, REDUCE PROBLEM AND KEEP EVERYTHING CONTROLLED

Managing the organization day in and day out while remembering the big picture and organizational stability and organizing the staff

needed to meet those needs can be stressful. Q-MATRIX provides an organization-wide quality management solution to help leaders stay in control and reduce stress.

Q-MATRIX provides a solution for staff / staff development from the perspective of the organization to the individual. Having a staff quality perspective and identifying opportunities for organizational development at a glance, performance tracking and individual development plans while tracking all required documentation helps reduce stress in organizational performance.

Q-MATRIX PROVIDES MATERIALS THAT DESERVE GOOD MANAGEMENT AND STAFF DEVELOPMENT.

Rearranging parts or organization can be challenging and stressful; having easily accessible information to support multiple decisions and trades can be challenging and stressful. Q-MATRIX provides skills management and application management tools to make the job easier. Identifying a potential gap between the skills and competencies of employees and the needs of the organization can lead to a more efficient staffing system.

The solution addresses a major part of the pressure of administrative and marketing activities in finding suitable candidates, allowing leaders to focus on organizational analysis and decisions. Demographic indicators can be problematic and Q-MATRIX provides tools to help leaders see the need for action and develop strategies to deal with any risks.

QUALIFICATION MANAGEMENT ENSURES LONG-TERM SUCCESS

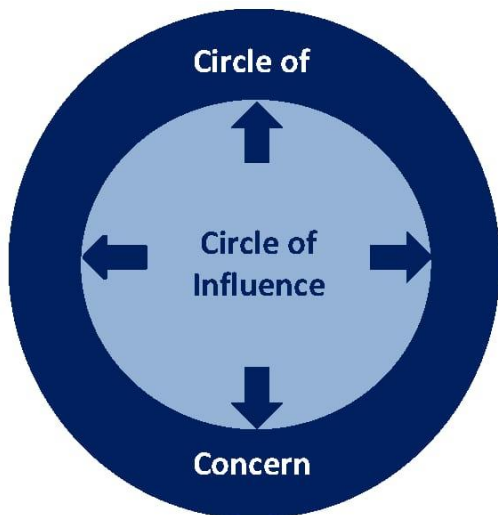
Having a well-trained and satisfied staff helps ensure the long-term success of any organization and Q-MATRIX provides tools to leaders to help the organization on the path to long-term success. The ability to view individual skills and abilities related to their current or planned positions (Qualifications Management) helps to identify individual development opportunities. This could be technical, interpersonal, certification, etc.

Q-MATRIX has what it takes to be the most important management tool in any organization.



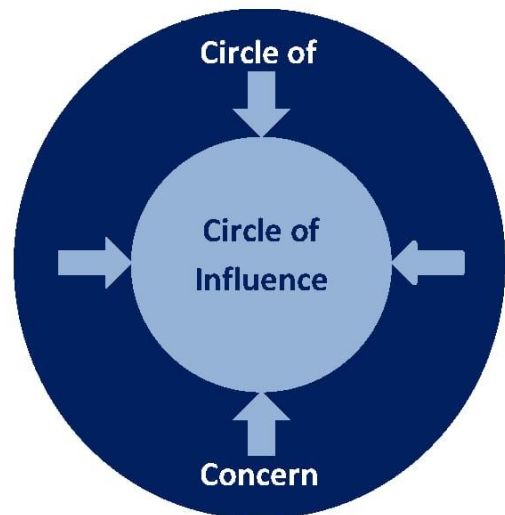
The 7 Best Practices for People Who Are Successful are endless works of art to lead a happy, productive and meaningful life and a life not to be missed leave any traveller of personal development - by teacher, author and speaker, Stephen Covey

PRACTICE 1: Be determined



Proactive Focus

Positive energy enlarges Circle of Influence



Reactive Focus

Negative energy reduces Circle of Influence

“There is a gap between motivation and response and your key to both our growth and happiness are the means by which we use that space. ”

If Actions 1 - 3 are about gaining independence and personal victory, Practice 1 is about taking full ownership of that victory. It says you are the builder of your health.

At its core are the following principles:

1. After each motivation (emotion, feelings or thought) comes a response (more sensitivity, feelings or thought - which includes intentions to do).
2. By default, our response is determined by instinct, memory and habit; but
3. Before each answer comes a gap that the mind is conscious of intervene.

What we do with this gap determines our ownership the lives and ownership we take of our lives ultimately reflect our growth and happiness.

Why? The answer lies in our choice to stay in our Influence Circles or Troubleshooting Circles.

LEGAL CONVENTIONS VS. CONCERNS

“God grant us peace so that we can accept the things we cannot change”.

PRACTICE 2: Start With the Mind You

“If your ladder doesn't lean against the right wall, all the steps you take takes you to the wrong place immediately. ”\

When Habit 1 tells us that we are the builders of our lives, Habit 2 tells us What you can build with that identity and Why.



DOING THE RIGHT THING

At the heart of human production is efficiency and efficiency: Efficiency to do things right (we'll get to it in Habit 3); yet Succeeding at doing the right thing (focused on this practice, Practice

2). Succeeding is difficult because it requires the maturity of four different ones features:

1. Direction - clarity of direction and purpose; ability to choose a the result you want.
2. Wisdom - vision, understanding and judgment; the ability to do this plan the best course for that outcome.
3. Power - the power to act and the power to take the first step along the way the course we set.
4. Security - stability and self-respect to keep going in dealing with conflict and change.

What is the use of guidance, wisdom and strength when we lack internal-security to do something when a particular course undermines our self-confidence?

What good is wisdom, strength and security when the ladder we climb (direction) leaning against a completely wrong wall?

We will enable Habit 7 (update). In the meantime, let us take a closer look see Guidance, Wisdom and Power.

WHEN FOCUSED \neq INSIDE

See the following list of common living facilities: family, finance, job, property, sex, position, happiness, friends, enemies, community, you.

What absorbs most of your energy and time? Guides your priorities

and actions? Where do you get most of your confidence?
Focusing on any of these institutions undermines our efficiency
three ways:

Myopia - neglect of some institutions by correcting others;
Misunderstandings - transactions that conflict with our values and principles;
and
Instability - security and self-reliance based on external factors
Influence Circle.

The solution? The road to efficiency begins with a focus on principles.

RULES OF LIVING

Principles, explains Covey, are like gravity; those are the laws of nature ultimately control the consequences of actions. For example:

Injustice, dishonesty, and selfishness often lead to division
mistrust;

Carelessness and laziness always cause decay and decay; and

Constant arrogance causes dislike and mistakes

Surely, you may flee from injustice, arrogance, or temporary negligence.

But over time, the above effects are inevitable. That's it

make these statements standard. That is why the wicked always lose.

Instead of focusing on other institutions, says Covey, we should focus on this
the core principles of all of them. Doing so greatly enhances our quality
efficiency. It puts us completely in our Influence Circle and it stops us
solid foundations for guidance, wisdom, strength, and security.

It makes doing the right thing easier.

SEVEN STEPS TO HEALTH PRINCIPLES

Covey's goal-oriented lifestyle can be shortened to seven
steps:

- 1 ;Summary of 7 Most Successful People - Stephen Covey |
2. Define values;
- 3 .;
4. Set goals;
5. Create a statement of purpose;
6. Exercise and commit to your daily goal statement; and
7. Review and update your objective statement often.

PRACTICE 3: Set Priorities

Habit 3

Put First Things First



Work First, Then Play!

I spend my time on things that are most important. This means I should say no to things I should not do. I set priorities, make a schedule, and follow my plan. I am organized.

"There is no such thing as a lack of time, just a lack of essentials." -
Tim Ferriss

When Habit 2 is about human success (what and why),
Practice 3 deals with personal efficiency (method).

To make things happen you need a production system namely:

1. Alignment - aligned from top to bottom; from the mission statement to next action;
2. Balance - making sure we don't let the important parts of life falter again decay;
3. Effective - making time for priorities and improving efficiency over time;
4. People Focus on People - designed to improve relationships, not oppression;
5. Adaptable - because "there is no plan at first when you first contact the enemy"; and
6. It's manageable - if you can't keep it to yourself and keep it updated, you will not trust it and you will not use it.

If you do not know where to start - do not worry. We will deal with each ingredient below.

In the meantime, let's get started as we continue to put first things first...

TWO EXTRA PRINCIPLES

Summary of 7 Most Successful People - Stephen Covey |

To increase productivity, Covey says, it's important to be able to both
Principles:

1. Paradigm for [P] [PC] - Performance Comparison with Performance Ability; and
2. Paradigm [Q2] - Speed vs. Significance: NOTE 3: Put Things First "There is no such thing as a lack of time, just a lack of essentials." –Tim Ferriss

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PRACTICE 4: Think Win-Win



“We can see that we are dealing with a different situation. Why not do it we agree to communicate until we find a mutually beneficial solution it's good.”

If Practices 4 - 6 are about gaining interdependence and social success, Practice 4 is about leadership among the people; urging others to serve us our willingness to serve.

FOUR CONNECTION EFFECTS

There are four possible outcomes of any agreement:

1. Win-Win - beneficial and satisfying solutions.
2. Win-Lose - zero-sum (i.e., "only one winner") solutions.
3. Lose-Win - to allow and release.
4. Lose-Lose - equally harmful retaliation.

Any win-win result is a loss. Of course, you can find or stop that you want, but for what? Best of all, your relationship is bad - whatever submission seems to love. Worse, you face broken promises or 'Cruel listening' (following agreement with the letter, but no longer). In any case, there is no other way to be more productive than to benefit equally Win-Win.

But committing to Win-Win solutions is difficult, and it takes five important ones ingredients to prepare:

1. Character - balance of courage and consideration, based mobility;
2. Relationships - enough trust and interest to feel both confident teams working together;
3. Agreements - carefully planned to make results again expectations are clear;
4. Systems - support collaboration, not competition, within groups; and
5. Procedures - to develop Win-Win solutions regardless of the problem your face.

Yes, there is more to it. Win-Win solutions are internally based character, in maturity and integrity, and especially in the combination of: Wisdom - the courage to express one's feelings and beliefs in moderation
Summary of 7 Most Successful Behaviors - Stephen Covey
by considering the thoughts and feelings of others.

Persistence - the desire to find a profitable Win-Win solution everyone; whether quick or easy solutions are available.

Strength - knowing the importance we place on ourselves and how to overcome it it means to us; adherence to our feelings, our values and our own bonds.

With the right character and the right mindset, we unlock the best results with it others than you may be alone. But perseverance to keep courage and moderation are difficult. Knowing what is important a to win, to disagree with someone in favor and to go out racism takes perspective and power. That is why Habits 1 - 3 are so essential for the success of Practices 4 - 6.

HABIT 5: Seek First to Understand, Then Understand

“Seek first
to understand,
then to be
understood.”

Stephen Covey

“Let me listen to it first until I understand it deeply and completely your opinion. When I can express your opinion once for me, then I will be able to communicate with you and you. ”

A doctor cannot heal with good intentions alone. To make the right decision diagnosis first. And diagnoses must first be understood.

If our sincere desire is to help others, the same principle applies. To to bring both victories to Win-Win we need a deeper understanding of the other side requirements.

WHY OBEDIENCE IS NOT GOOD enough

Comprehension begins with listening and there are five types of listening inclination:

1. Ignorance - clearly disobedience;
2. Hypocrisy - to give the impression of listening;
3. Select - to listen periodically, alert the selected indicators;
4. Be careful - listen carefully, for the purpose of responding; and
5. Compassion - listening attentively, with the intention of understanding.

Listening lies in our Influence Circle. And you would think we would donate as

as much energy and time to listen as empathetically as possible. But we do not. By Best of all, we listen carefully - a job that is very focused on us needs are more than the needs of those around us. To be clear, careful listening is a form of obedience; but it is polluted by four trends in autobiographical response:

Estimation - to agree or disagree with what is said;

Inquiry - asking questions about your reference framework;

Counselling - giving advice based on our experience; and

Interpretation - analyzing the motives and behaviours of others based on ourselves.

This tendency makes listening more irrational and focused on yourself. Ku in all cases, it hinders our ability to understand by judging prematurely, directions and instructions.

PRACTICE 6: Mix

Habit 6



Synergize

"Together is better"

“Let's work together to produce more solutions for ourselves
the difference we both see is better than this or you
or raise it at the beginning. ”

Practice 6 is about association, which, when properly understood, is “extremely high
work for a lifetime - a true examination and manifestation of all other prescribed practices
together ”.

Synergy is a creative collaboration that we open with a four-dimensional focus
personal talents, Win-Win mindset and sensitive communication
severe health challenges. Synergy is a commitment to a focused goal
an old, unifying and explicit partnership ourselves and others.

But if synergy is the result of all other combined practices, what does it mean
missing ingredient? Why does synergy get its habit?

The paradox of PARADIGMS

Ready to test? Take a quick look at one (and only one) of them
links to two images here: Picture A or Picture B.

Done? Okay, now look at the image link here: Figure C.

What do you see? Look carefully.

If you have never done this before, you are likely to see only one of: (A) an old woman with a hook nose; or (B) a beautiful young woman. In fact, deception contains both. Try a different approach. Use another Picture A or Picture B if you need help.

Even if you know this trick or can see both versions easily, it is worth it considering (i) that Covey business school classrooms have improved disagreement in answering this test and (ii) that the real world is like that as it is misleading and even more complicated.

The problem, Covey argues, is that we take different ideas for granted compete. We do not consider ourselves to be equally efficient and accurate other ways they usually are.

POWER BY DIFFERENCE

To look at this paradox is to open the mind. It shows us what our paradigms are there is subjective; born more in initiation than intended wisdom. It offers humility and respect acceptance of our limitations and imperfections. It helps us to realize that “without experience, we are always suffering due to lack of data”.

The difference, it turns out, is by no means a distraction. They-a the need for complete understanding and making wise decisions.

This awareness is a spark in the heart of synergy. Whether inside us or among us, we suddenly learn to respect the same different perspectives lessons. We are looking for other ways to look at things. We build on power once and for all to compensate for the weakness. We recognize that similarities are not unity.

We see that similarities are not unity.

WHEN $1 + 1 = 100$

How does synergy sound? It is an aura of high trust and cooperation matured with acts of courage, love and truth. It is supernatural, joy, synchrony, intuition, paradigm flexibility combined with the feeling of repair and closure. Does that feeling sound familiar? In your home? From your work? Do you play sports?

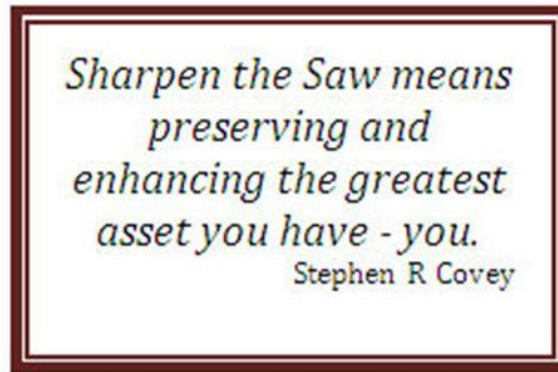
Most of us can find at least one memory of meeting, just as individuals or as groups. Sometimes those events create miracles. Sometimes they are "Stay on the edge of chaos and for some reason you go down to it". In both cases, the importance of independence is clear. Creative collaboration is a thing raw and unexpected. It requires the protection, openness and spirit of trip. For those who are able to try again, even if they sometimes burn.

As we grow from independence we depend on each other for our role in sharing changes. We go from giving to creation. We understand that though we cannot control the paradigms of others, we cannot control our own in a way encourages others to be open. In doing so we begin to create synergy people and situations where it may not be.

Where we can respect both sides of our environment (analytical and art); when we can truly prove ourselves and not contradict those who oppose us look at the world differently; when we can free ourselves and know we will we always find our way back home: that's where we find Habit 6. That's where we are we have reached our full potential.

HABIT 7: Sharpen the Saw

Especially now, make time for yourself!



Where Habits 1 – 6 are tools of Performance [P], Habit 7 is the ultimate manifestation of Performance Capability [PC]. It says “If you’re going to fell a mighty tree [P], it’s important [Q2] to keep your saw sharp as possible [PC], even if that means taking a break from the cutting every once in a while.”

Staying sharp, argues Covey, means attending to 4 different areas across 2 domains:

Daily Private Victory

Aim for one hour per day, every day, for the rest of your life.

Physical Sharpness – exercise, nutrition, rest and relaxation

Mental Sharpness – reading, visualising, planning, writing

Spiritual Sharpness – value clarification and commitment, study and meditation

Daily Public Victory

Doesn’t need explicit time, but does need practice.

Social/Emotional Sharpness – service, empathy, synergy, intrinsic security

We all know that the benefit of investing in these areas outweighs its cost.

For those who are too busy to find the time to exercise, read or make space for thinking and meditation, the kicker is this: if you do not act on these [Q2] activities, they will eventually act on you.

Why is “Sharpening the Saw” always the 7th role on our weekly planner?

Because avoiding poor outcomes takes constant renewal. It is much harder to recover from chronic illness or re-skill in a world that’s outrun us than it is to stay on top in the first place.

Don’t become someone that people refer to as “once having had so much potential.” Do be the person that makes changes in their Circle of

Influence that they know they should or need to.
Covey's prescriptive suggestions in each area are minimal but solid.
Building even the limited activities below into your life will leave you happier, more at peace and more effective. For more detail, you'll find thousands of resources on Amazon and Google.

PHYSICAL SHARPNESS

Exercise for 3 – 6 hours per week. Start slowly. The goal of every session is to make it through the next one.

Endurance – aim for 60% of your max. heart rate [~ 220 beats per minute less your age] for at least 30 minutes. N.B., training effect is $\sim 72 - 87\%$ of maximal.

Flexibility – stretching before exercise, to warm up, and after it, to release lactic acid.

Strength – callisthenics (bodyweight exercises) are all you need e.g., pushups, pull-ups, sit-ups; weights are a good addition when available; N.B., almost all the benefit comes at the very end, just before failure.

MENTAL SHARPNESS

Commit to continuous learning:

Read – aim for a book per month, then per fortnight, then per week.

Write – keep a journal of thoughts, experiences, insights and learning.

Visualise/plan – exercise the first 3 habits; especially weekly planning.

SPIRITUAL SHARPNESS

Guidance – commit and recommit to your mission statement on a regular basis.

Peace – make time often to immerse yourself in prayer, meditation, art or nature; find time to find the “still small voice of calm”.

SOCIAL/EMOTIONAL SHARPNESS

Our social/emotional sharpness doesn't require explicit time every day, but it does require practice.

Emotional wellbeing is primarily manifested in our relationships with others, so make commitments continually and consciously to make deposits in your Emotional Bank Accounts.

Relationship to Your Academic Experience, describing any connections that were found between the work performed thus far as an intern and your classroom experiences prior to and during the internship. In short, Skills you learned in classes that will be most valuable on the job. Be very specific.

The brainstorming of ideas while comprehending the business case was something that was emphasized in the soft skills sessions in our academics so they were helpful. Talking about the cases understanding was solely the matter of understanding use of modern calculative measures like excel, pivot chart , pareto analysis were having certain indirect links in the relationship with the curriculum imtroduced,

The most difficult situation I encountered during this month of internship.

The most difficult situation I faced in this internship was to understand the pattern of online internship and making interaction via online channels more efficient. During the pandemic times its very difficult for people to coordinate and understand the work flow and manage good relationships with peers.

Use of business communications at work is really a deal when it comes to interaction with people at work competition and striving for excellence among peers who are fighting for the same job profile, this thing is actually very interesting.

Talking about the content , the content was refined highlighting the core of communication and basic understanding about how things work as a consultant and what are the domains they work in was very good knowledge.

Along with that working on more and more business cases led pushed us outside our comfort zone of constantly thinking and using logic driven approach for coming to feasible conclusions.

The things/topics I need to learn more about in the classroom to become more effective on the job.

Interpersonal skills are also known as social skills. The process of using social skills is called socialization. We all learned communication skills at an early age. Before we spoke we learned human communication skills from the caregivers around us. In the workplace, communication skills are known as interpersonal skills. Both social skills and interpersonal skills refer to the same thing — interacting with others.

At work, you will work with many people every day. Strong interpersonal skills will allow you to communicate and work with all types of people, including managers, colleagues, and clients. Interpersonal skills do more than just give you the ability to interact with other people. Collaborative skills help you develop relationships with people. Strong relationships with your coworkers will help you succeed at work.

Studies show that poor interpersonal skills are a major cause of misunderstandings, promotions, or even loss of employment.

Here are seven tips for interpersonal skills that will help you develop strong relationships and get along well with people at work:

1. Manage relationships
2. Understand the feelings of others
3. Collaborate with others
4. Great Attitude
5. Showing respect
6. Proper communication
7. Active Obedience

1. Manage relationships

You spend a lot of time with people at your workplace. If you are a full-time employee, you can expect to spend 40 hours or more a week with coworkers. You can begin to understand why it is so important to have good working relationships with colleagues and supervisors! Good relationships will help you to get along with people and help you do your job better.

Do you have a co-worker or a tough boss? Stay respectful and professional to that person. If you need to deal with that person make sure you do it carefully. You will never know! A hardworking coworker may become a friend over time.

2. Understand the feelings of others

The ability to discern and relate to the feelings of others is called empathy. Empathy will help you to build strong relationships with others. When you have empathy, people are more likely to empathize with you and their feelings.

When people tell you something important, it shows that they feel comfortable around you. Do your best to put yourself in their shoes. Think about how you would like to be treated if you were in their position. What would you like to say to yourself? What would you expect someone to do for you?

3. Collaborate with others

Collaborating, or working well with others, is an important part of interpersonal skills in the workplace. Even though each employee may have his or her own responsibilities and goals, every employee or team has the same goal. That goal is to help the company succeed. Without co-operation, the workplace can become an unpopular place, and the company will not succeed.

Before starting a team project or collaboration, make sure each person understands what is expected of them. Make sure everyone is able to share their ideas or thoughts. Encourage your team to be a safe place to share and share.

4. Have a Big Attitude

Having a positive attitude will affect many aspects of your work.

A positive attitude will help you to deal with stress and depression and will help you to be flexible

in your work. Regularly sharing a positive attitude will help you grow in your position and ultimately help you move forward in your career.

In a previous post, we talked about 5 Ways to Improve Your Mind and Success at Work:

Avoid negative thinking and complaining

Spend time with positive people

Thank you for your work

Give yourself a chance to recharge

Reward yourself by doing good work

5. Showing respect

When you show respect for others at work, people will respect you. You can show respect for others

by being polite and courteous. Always remember to ask and thank you.

When people talk to you, listen to what they have to say and look them in the eye to show that you

are listening. Wait until other people have finished speaking before you respond so as not to cause

them to forget what they wanted to say.

6. Appropriate Communication

Interpersonal skills are not limited to what you say at work, including your actions, or your actions.

The way you treat people at work will determine whether they feel comfortable with you when they are

around you. Start by always standing the right distance from the person you are talking to.

A good rule of thumb is to keep the arm length away from the person. That way, other people can easily

hear you but not feel like you are in their own place. Some people do not like to be touched, so it

is important that you respect your privacy. Aside from just patting him on the back or shaking hands,

it is best not to touch people at work. Keeping your hands to yourself will ensure that you do not

irritate or offend others.

7. Active Obedience

Active listening means being fully involved while listening to someone speak. Focus entirely on the speaker. You look at them, you nod, and you ask specific questions to make sure you understand.

Next time a co-worker or manager talks to you. Put your phone, computer, or notebook and engage fully.

You will be amazed at how much better they understand what they are telling you and how much better you will remember it later.

8. Assumption

Taking healthy assumptions in favor of our work

9. Identifying risks

Possible risks that might show up

10. Issues

What are the possible issues that are happening that are hindering with the smooth work of the entire system.

11. Dependencies

When something depends on certain things

Plans for the Rest of the Semester, stating what you still plan to do and the estimated hours required during the rest of the semester.

- Learning more Management skills with the company.[5hrs/month]
- Solving more complex situation-based tasks.[5hrs/month]
- Sharpen thinking skills [5hrs/month]
- Making of final project[5hrs/month]
- Discussion of current progress and roadmap ahead[5hrs/month]
- Counselling from the seniors regarding upcoming challenges [5hrs/month]

Total Hrs left = 30/month (estimated)

Conclusion, your opinion as to the value of the internship and its impact (if any) on your future career choice.

This internship helped me exploring more career choices other than coding and for my degree it also helped me in following my passion that is solving realtime problems and help guide the customer it also helped my understanding the needs of customer and serving them better. this internship also upscaled my confidence in communication and helped me understand the qualities that corporates need in the present time. This also game me idea of corporate ethics and working habits.