Gaurav Sanjeev Taneja
1001955801

Lend An Ear Report
(Helping as a technical consultant for start-up)

Introduction:

The person I have chosen for lend an ear topic is Aakash. I met Aakash on a trek in Himalayas. I am passionate about trekking so does he. We shared a same tent and that how we got acquainted to each other. While discussing our life he showed a lot of passion to start his own firm that provide web based services.

After getting back from trek I stayed in touch with Aakash. He has Bachelors degree in Business Management and no experience of working. I was able to comprehend his ideas and perceive the lack of technical understanding once we spoke about his idea of web based firm. He had his father's support as an investor but both were naive for a web based firm.

Given my background in web application development, I'm ideal for the position of technical consultant. He will gain business insights from my expertise and I can also introduce him to people I've established connection with, who may be potential clients for him. And also it is a start-up, cost-saving is a major priority, and this would assist him in decreasing expenses. This activity will help enhancing my leadership quality

Action Plan:

Week	Action	Description	Impact
1	Introducing web-application(Phases, Technologies and Database)- 3 days	Owner should be aware about the product and trending technologies such as Angular, Node and Mongodb.	This tasks will give him confidence to talk about new trending technologies with clients.
	Preparing a prototype.- 2 days	I'm imagining Aakash as a client, and I'm gathering his requirements. This will assist him in understanding how to interact with the client and what information should be obtained for project.	This task will give him confidence to interact with client and about the prototype.
2	Meeting with client to show product and use project developed in last week.- Entire week	To stand out among the competitor Aakash needs a strong and powerful web application that can attract clients to his organization. I will help him by generating a simple but interactive and secure banking application prototype.	Here main motive is to gain projects and real world experience about the client meetings.
	Assisting as technical recruiter- Entire week.	Organizing interview to add valuable employee to his team.	This will help in handling the projects and make him more available for new clients.
3	Training of Interns- Phase 1 (6 days)	Training on database and its functionality(Mongodb, Postgres)- 3 days	Develop knowledge and Hands on experience on the database technologies

		Training on back-end.(Nodejs) Integrating back-end with database-3 days	Develop knowledge and Hands on experience on the Back-end technologies
4	Training of Interns-Phase 2(6 days)	Training on front-end(Angular and React)-3 days	Develop knowledge and Hands on experience on the Front-end technologies
		Integrating both the front-ends with back-end.	
5	Training of Interns on Deployment	DevOps training to deploy project 3-days	Develop knowledge and Hands on experience on the deployment strategies
		Assessment and developing project with all the learning of previous weeks.-3 days	This will help boosting confidence in employee to face the real world projects and deliver with full efficiency.

Evaluating Success:

- Aakash interaction with me was full of nervousness and hesitation it took a while for him to open up. After five weeks his success can be evaluated by seeing the client interaction and confidence by which he tackles the queries of clients.
- Each employee before appearing for interview will go through assessment to gain clarity about the technical background. And after training they will appear for the assessment the score will show the development of employee.
- The growth of the business will be measure the number of client it acquires and it is never ending process there can be ups and downs. So there is no definite answer.