I am Tanya Shrivastava. I am from Bhopal, and am currently pursuing my BTech. degree in Information Technology from the International Institute Of Information Technology, Bangalore. I want to pursue higher studies in NLP post my graduation. If I could relive the last ten years of my life, I would make sure not to make the same mistakes I did. I would like to show a little more behavioral maturity, and not shy away from opportunities. I would enjoy more, and have more confidence on myself, and probably have a more positive approach towards life in general, realizing that the little things that seem to matter so much at that point are actually only small hurdles when you look back later. I am a hardworking person, who believes in leading without title and by example. I believe in bringing my team together and achieving beyond the goals set by the company. I am good under pressure and don't yield to stress, and have the capability to motivate my team to do the same, I have had prior experience of management by being a part of student councils both in school and college, and have developed the time management skills required in the process. I will be a loyal employee, and will rise up to the challenges given to me. In order to convince a client, it is important to see regarding which area they have the most doubts, so that that knowledge can be used in persuading them. Apart from building a good case about my ideas, and selling them to the client by informing him how the ideas will help achieve both short term and long term requirements and goals and why they are the most preferable way to go, I will also address the apprehensions and doubts of the client, and try to convince him by making him satisfies and reducing his possible fears. Confidence is when one is aware of one's capabilities and knows one's part in the team, while overconfidence is where arrogance starts setting in, when one becomes so sure of oneself that it borders on overestimating one's capabilities. Confidence is what motivates a person, it is when a person realizes he is a part of a team and does his part well by believing in himself, and that in turn benefits the team. Overconfidence on the other hand is deteriorating to both oneself and one's team in the long run. Although I am still in college and have not had an idea of working for a company prior to this, my best career move so far, as far as technical ground is concerned, would have been to have made a strong foundation of both theory and practical knowledge of my subject by working on a number of projects and researches. I have also tried to keep in touch with diverse subjects in my field, that has helped me to try and have a broad knowledge base. Non academically, my best move would have been being a part of the Student council in my college, that has helped me develop a lot of interpersonal skills, organizational and leadership capabilities, and a lot of other personal and professional skills