



Training students to master  
the art of becoming employable,  
planning and building their careers  
through the famed 3M method



Career Path Solutions

## About Us

Career Path Solutions Private Limited was started in 2003 with three broad objectives:

1. To help graduates understand and measure their skills, capabilities, aptitude and attitude.
2. To help them acquire additional skills much needed to secure a gainful job and build a career through a uniquely created participative training program.
3. To guide them individually and collectively through a well thought out non-intrusive mentoring plan till they attain their career goals.

Training students to master the art of becoming employable, planning and building their careers, through the unique 3M method.

It is axiomatic that the best educational institutions offer more than just an education to their students. They offer a future to their students. Equally important, their students carry their name and this decides the course of their future. With the number of colleges spiraling day by day, it is imperative for an educational institution to differentiate itself from others if it has to maintain its preeminent position.

Career Path Solutions offers an answer to this very need, one that has far reaching benefits for both the institution and the student. For the institution it means optimum use of all its resources, enhancement of reputation and thus the ability to attract the best students and industry support. For students it means optimal clarity in career choices, methodologies to succeed and a solid foundation for professional life.

### **Vision**

To empower youth through skills and provide them with quality guidance, help, and enable support that will help them realize their nascent dreams.

### **Mission**

To be the most favoured partner of all the educational institutions to develop, provide and deliver services in all areas outside the realm of the classroom so that all students will emerge fully equipped to seamlessly fit into and excel in their chosen careers.

### **Methodology**

Program Delivery Through Innovative Games, Powerful videos, funny anecdotes, experience sharing, full interaction and encouragement. All trainers will be available, most times, during program.

### **Program Methodology**

Our programs are delivered by a methodology, which is dictated by the philosophy 'Define, before, you Refine'. This is reflected in the '3M' methodology that we adopt:

1. Measure: By using Psychometric Instruments (Behaviour, Attitude, Managerial Effectiveness, Communication Skills, Aptitude, etc)
2. Mentor: Through training using, Interactive Exercises, Film & Video clippings, Management and group-games, and active participants
3. Monitor: A well defined strategy will be worked out to ensure that the learning from the training is implemented with the help of the Institute staff.

## Careerpath - Benefits

### **For Students**

- Identification & removal of fears (of stage, peers, language, new situations, personality etc),
- Transformation of participant through Attitude Correction,
- Unique methods (includes mental conditioning) to handle Group Discussions & Interviews
- Marked improvement in communication skills through rise in self-confidence levels.
- If the student invests himself/herself, then getting a job will be an easy task.

### **For the College**

- Will create a good impression of the college amongst the student and their parent communities.
- Good performance of the students in the interviews will help in enhancing the name of the college amongst the Corporate Community.
- Students are the products of the college; hence their well-being will directly result in attracting new students to the institution.



## Our Team

The strengths of Career Path are its **Key People** behind our success, its distinguished **Advisory Board**, comprises of eminent personalities drawn from Academia and Industry. All of them renowned for their exceptional abilities to foresee future trends and guiding the future professionals and its panel of **Expert Trainers**, who are drawn from the industry and have more than 150 man-years of training for major Corporate companies, as well as education institutions. Therefore, the delivery of training is assured and is very effective, as more than 7500 students have experienced so far. Below are few highlights of our team:

- Eight year old company focusing solely on Student employability training.
- Team of Trainers with at least 5-35 years training expertise.
- Trained over 7500 students from 40 colleges.
- 99% satisfaction amongst students, who attended our programs.

### Key People

**Mr. S. Vinay Wardhan, Director:** He has over 15 years of sales and marketing experience, working for major Indian companies. He has had successful stints with Zenith Computers, Pertech Computers Ltd.(PCL), Faxtel Systems I Ltd., ITNation.com and his last assignment was as Marketing Manager (All-India) for Magnus Institute (Sister Concern of ICFAI). He is an engineer by qualification. Having always felt a need to serve the community at large and the Students community in particular, he is the prime mover behind Career Path.

**Mr. K. Seetha Ram, Director:** Retired as Corporate General Manager (sales) from Bharat Petroleum Corporation. Has been an accredited trainer in the corporation after undergoing a series of programs through ISISD, ISABS, IIM (A) programs in HRD. He holds a post-graduate diploma from the Atlanta Institute of Management. Psychometrics, personality profiling and counselling are his forte. An Engineer by qualification, Marketing-man by profession but HRD is a passion. Mr. Seetha Ram has been working as a Consultant to major HR companies like TMI Network, Middle Earth Consultants etc. He has undertaken training programs for major corporate companies like Cognizant Technologies, BPL Mobile, SkyCell, etc; He brings his twenty two years of training and management experience to our organization.

**Mr. V. Chellappan Iyer, Chief Mentor:** Mr. Iyer retired from service; after a rich and varied experience with major PSUs' like BHEL (16 years), NTPC (12 years) and later on with private sector giants like Gujarat Ambuja Cement Ltd. (2 years) and finally as Vice-President with Aditya Birla Group (8 years). He was a member of Federation of Chamber of Commerce, Karnataka, representing AV Birla Group. He has conducted many training programs on Communication skills, leadership traits, TQM, etc., He has the distinction of training Corporate clients, both in India and abroad as well. He is also a visiting faculty to many Management Institutes. He is a M. Tech in Industrial Engg. and Management from JNTU, Hyderabad.

**Dr. Suresh M. Arckatty, Advisor:** Dr. Suresh is an alumnus of XLRI, Jamshedpur, having done his PG program in Business Communication and a FDP in 1998. He has held senior managerial positions in companies like Apollo Tyres, Jamna Auto Industries, Prakash Group, Bambino Industries, C & K Networks Ltd. Etc. after a stint as Associate-Dean, ICFAI National College, and Vice-President with TMI First, he is currently a director in Malla Reddy Group of Institutions. He is also advisor to many educational institutions. Dr. Suresh is an acclaimed trainer and a consultant and his clients include MCR HRD, Indian Airlines, ASCI, Godrej group, BHEL, Assam Carbon Ltd etc. He is also a visiting faculty to NIT (previously known as REC), Warangal, ICFAI, IIIT, VJIM, Dhruva, Siva Sivani etc.

## Expert Trainers

### **Mr. K. Seetha Ram, Director**

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### **Dr. P S S Murthy, Consultant**

Dr. Murthy is a qualified ICWA, has a Doctorate, a MBA Degree as qualifications. He served as a Professor at College of Business Management, Osmania University for over 14 years, after an initial stint with Indian Institute of Management & Commerce, Osmania University. Later on, he joined the IT Movement and has worked for Blue-chip companies like HCL Info-systems Ltd., (One

Year); Satyam Computer Services (7 years) and with Seal Infotech (2 years).

He is an acclaimed trainer in the Soft-skills domain having conducted programs for the Intelli\_group, Infotech Enterprises Deloitte & Seal Infotech etc. He has also conducted programs in communication Skills for the Chaitanya Group of Institutions, Newton Institute of Technology etc.

Dr. Murthy is a domain expert on Financial Management and soft skills like Communication Skills, Leadership Skills, Team Building & Coaching, etc. He has a passion for training, which is quite unparalleled and he wants to be a change agent for the youth of our country.

### **Mr. Kota Siva Kumar, Consultant**

A trainer, with a certification from Cahners TRACOM Group USA; he has conducted training for ICFAI, Hyderabad; CSC Corporation, Oracle India, GMR Group, Microsoft Intergraph etc. Apart from these, he has trained students in over 15 engineering and other colleges across the state. He has over 9 years experience in this field. Mr. Siva Kumar has a rich experience of over ten years as an HR-Manager in organizations like Baan, Tanning and Knoah Solutions. Currently, he is a freelance trainer, after a stint with them as Head-HR, at Intergraph Corporation.

### **S. Venkatesan, Consultant**

He is an HR Professional having around 10 years of experience in the field of Training and Development, Human Resource Management, covering the entire gamut of Manpower Planning, Employee Relations, and Performance Management. The richness of his experience has an excellent blend of both Corporate Culture and the Public Sector style. He was heading the Training and Quality Division for South Central Railways. He was associated with MNCs like SAPient, Intergraph Consulting, and Kinematics from IT Sector, Allahabad Bank, Indian Bank, AMP Sanmar from the Financial Sector and with GMR Group from the Infrastructure Sector.

**Mr. Ratan Kumar, Consultant**

He started his career with Hindustan Motors, Calcutta as Channel Sales Manager in 1991. Subsequently commissioned in Indian Air Force as a Technical Officer and served for 9 years. Seeking change, moved to the corporate world and joined Bharat Forge, Pune as Business Development Manager - West. Moved to Hyderabad in 2001 and served a telecom operated in the channel development business. Joined Birla Sun Life as Sales Manager in Nov 2002 and then moved over to training in June 2004. Then joined Aviva in March 2005 in the capacity of Manager Training He has conducted many training programs on Attitude training, Sales Training, Interviews and Group Discussions as a part of his passion for training.

**Dr. Keerti Basvesh, Consultant**

An Electronics Engineer with a Doctorate in HRM, has over 15 years of training experience. He is an Outdoor Training Specialist, with a rich plethora of Management games under his repertoire. He has long stints with C & K Networks, ICFAI National College, and Apollo Hospitals etc. He is currently heading the HR Department at Coromondal Prestcrete Limited., His impressive lists of training Clientele include Satyam Computers, Apollo Hospitals, Deloitte, Indian Airlines etc.

**Mrs. T K Radha Ramanujam**

Worked as a free lancer for Wipro Technologies, Dell, GVK Biotech, Dr .Reddy's Lab and BPO's like 24/7 in the following areas: Communication skills, Etiquette, Team management, Group dynamics, Leadership Conflict and resolution, Active listening, Behaviour Skills, Presentation skills, Cross culture awareness Interaction and development, Interpersonal and Intrapersonal Training, Customer service, Spoken English Voice and accent, She has over 12 years of work experience as a Centre Manager for prestigious computer institutes and as a freelance trainer. Currently she is part of Communication Lab of Wipro Ltd., Hyderabad.

**Mrs. T R Uma Maheshwari**

She has over 18 years work experience as a software professional. Working in companies such as NIIT, Magna Infotech and Effigent, She has served in software design, development, implementation; consulting, training and project management, helping organizations succeed in achieving their IT initiatives. Apart from extensive technical training experience, she brings several years of leadership in team building, facilitation, coaching/mentoring and process management. Her passion for facilitation and knowledge transfer has been instrumental in her moving into soft skills training for Leadership. Her special focus areas of training are in Communication, Leadership and Team Building, which She conducts as workshops for many corporate clients. She holds a graduate degree in Mathematics from Madras University and also a post graduate diploma in Computer Software and Applications. I have taken formal courses in Internal Quality Auditing and PMP. She has completed Diploma in French at the Alliance Francoise and is fluent in English and many Indian languages such as Hindi, Tamil, Telugu and Kannada.

**Mr. S. Vinay Wardhan, Director**

He has over 15 years of sales and marketing experience, working for major Indian companies. He has had successful stints with Zenith Computers, Pertech Computers Ltd.(PCL), Faxtel Systems I Ltd., ITNation.com and his last assignment was as Marketing Manager (All-India) for Magnus Institute (Sister Concern of ICFAI). He is an engineer by qualification.

For the past few years, he has developed into a fine trainer of Career-enablement areas. Having always felt a need to serve the community at large and the Students community in particular, he is the prime mover behind Career Path.

We have other equally proficient trainers, whose profiles can be provided based upon the Program content and requirement.

## Our Clients

### List of client colleges

1. J.N.T.U. College of Engineering, Anantapur
2. J.N.T.U. College of Engineering, Kakinada, E .G .Dist
3. MVSR Engineering College, Hyderabad.
4. Gokaraju Rangaraju Inst. Of Eng. & Tech., Hyderabad.
5. Kakatiya Inst. Of Tech. & Science (KITS), Warangal
6. Kavikulaguru Inst. of Tech. & Science (KITS), Ramtek, Nagpur Dist.,
7. Kamala Inst. of Technology & Science, (KITS), Singapur, Karimnagar.
8. Mahatma Gandhi Inst. of Tech., Gandipet, Hyderabad.
9. Vignan Inst. of Tech & Science, Deshmukhi, Near Hyderabad.
10. Vignan's Inst of Mgmt & Tech for Women, Ghatkesar, RR Dist.
11. CVR College of Engineering, Ibrahimpatnam, Hyderabad (Rural).
12. Swarnandra College of Engineering & Technology, Narsapur, W.G. Dist.
13. Mahatma Gandhi Institute of Technology, Gandipet, Hyderabad.
14. Sri Devi Women's Engineering College, Hyderabad
15. St. Mary's College of Engineering, Hyderabad.
16. PRRM Engineering College, Shabad, Hyderabad Rural District
17. Jyothishmathi Inst. of Tech & Science, Karimnagar,
18. Anurag Engineering College, Kodad, Nalgonda Dist.
19. TKR College of Engineering & Technology, Sarooragar, Hyderabad.
20. Malla Reddy Engineering College, Dhulapally, Secunderabad,
21. Malla Reddy Inst of Engg. & Tech., (MBA), Dhulapally, Secunderabad,
22. CMR College of Engineering and Technology, Medchal Road, Secunderabad,
23. Newton Institute of Engineering, Macherla, Guntur Dist.
24. Kshatriya College of Engineering, Armoor, Nizamabad Dist.
25. Saarada Inst. Of Tech & Science, Khammam.
26. MSN Inst of Mgmt & Tech., Chavara, Kollam Dist., Kerala.
27. Loyola Academy, old Alwal Road, Secunderabad,
28. St. Joseph's P.G. College, Basheerbagh, Hyderabad,
29. David Memorial Inst. of Management, Hyderabad,
30. Kasturba Degree & PG College for Women, Secunderabad,
31. Lokamanya Tilak PG College, Ibrahimpatnam, RR Dist.
32. Shri Shakthi college of Hotel management, Secunderabad.
33. Regency College of Hotel Management & Catering Technology, Hyderabad.
34. Institute of Chartered Accountants of India, SRC, Hyderabad,
35. MANAGE ( National Institute of Agriculture Extension Management), Hyderabad,
36. OGA & ES College of Education, Pargi, RR Dist., AP,
37. Lal Bahadur College of Education, Warangal, AP,
38. Chinmaya High School, Begumpet, Hyderabad,
39. NTPC Limited, Secunderabad and Simhadri.
40. Choice Solutions Limited, Hyderabad.
41. Measurement Solutions, Secunderabad.
42. Goldstone Infosol Limited, Secunderabad.

### Partial list of corporate clients

1. Saudi Cement Company, Aindar, Saudi Arabia.
2. NTPC Ltd. (South Zone Plants)
3. HP -Global Delivery India Centre
4. Sitel India Ltd,
5. PCS Industries Limited,
6. Choice Solutions Ltd.
7. Emergency Medicine & Research Institute (EMRI) -Call 108
8. Franklin Templeton India Ltd.

## Services Offered

Career Path is well equipped to provide any customized training programs in the following areas:

### Career Preparation

- a. Psychometric Analysis to understand the personality of the person
- b. Analysis and remedial solutions to upgrade one's personality to the corporate standards
- c. Managerial and executive qualities
- d. SWOT, Goal Setting

### Communication Skills

- a. Special emphasis on the Spoken component
- b. Public Speaking
- c. Presentation Skills
- d. One on one Communication
- e. Group Communication

### Job Selection Process Training

- a. Resume' Writing Skills
- b. Group Discussions
- c. Interview Management

### Aptitude test training

- a. Non-Verbal comprehension
- b. Quantitative Analysis
- c. Logical Reasoning etc

All the above modules can be taught separately OR can be combined into a workshop and then they are seamlessly integrated. We can also design and deliver any customised training requirement.

We can also undertake any training program, whose objective is to teach the modern trends in Human Resources (HR), Finance Management, Sales & Marketing, etc;

We are also proficient in conducting successful Faculty Development Programs (FDP).

### Career Path Solutions Private Limited

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