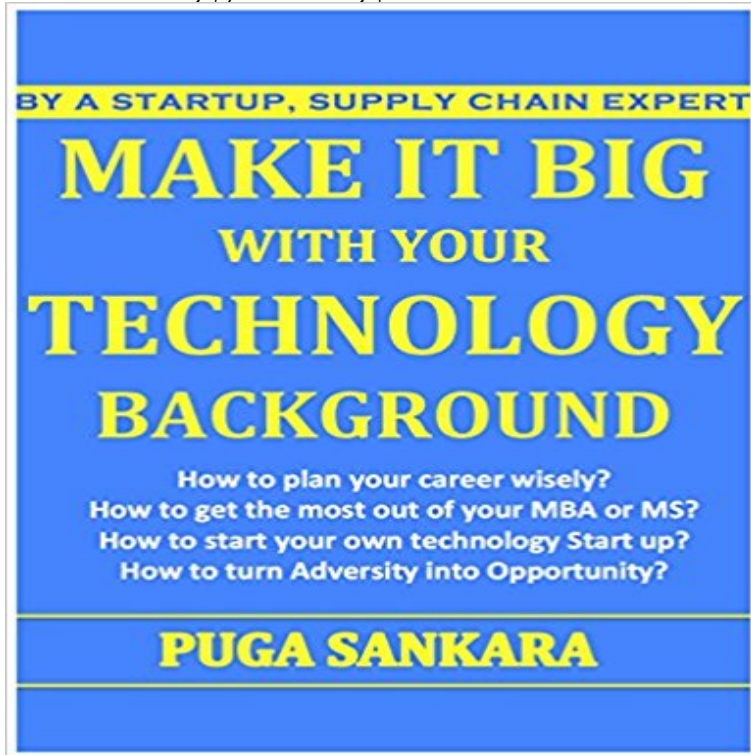


# Make It Big With Your Technology Background: The Story of a Technology Immigrant



This book will help you chart your course in terms of your career; the best time to read this book is when you are in college or graduating from college. This book is a result of many conversations with my mentees at Georgia Tech and several other graduating seniors who asked me the same question again and again. When I go to the mentor meetings at Georgia Tech, I am constantly surrounded by young graduates who ask me all these questions: Hey what do I need to do to become successful?, How did you end up where you are?, What would you advise?, and What skills do I need to get?. All these kids are acquiring all kinds of technical skills at their school, which is the easy part, but the soft skills are the ones that are hard to build because we dont focus on them so much unless you get into an MBA program or a leadership building program or some kind of a career development program. But even if you get into an MBA program. you are not going to become a great presenter or a great sales expert overnight. It takes practice. So it is very important to learn early on and start building expertise in them early on. If you are planning for a Masters degree, either an MBA or an MS, this book will help you take a hard look at why you are doing it, what the end goal is, and your end goal plan. Dont put the cart before the horse, plan your end goal, then work backwards. Determine the steps you need to take to accomplish that end goal and then figure out what strategy you can employ to execute those steps, one by one, and finally accomplish your end goal. Also this book will help you understand the importance of soft skills and give you a plan as to what and how to acquire them. I didnt know soft skills were important until I was 30. Soft skills are very important because they will significantly propel you forward in your career. There is only one Obama, there is only one Bill Clinton, there is only one Donald Trump, but there are plenty of high

quality Java programmers, there are plenty of high quality iOS programmers and there are plenty of high quality Android programmers. Only one person like Obama, Bill Clinton, or Donald Trump can inspire people to do that magic. If you plan your career well and you start focusing on soft skills along with the technical skills, your career will grow much faster. A true leader who inspires enthusiasm, who excites people, who gets people fired up, who completely changes the culture of an organization, and who get people motivated to do monumental accomplishments, is irreplaceable and often very hard to come by. Many companies are willing to pay any amount of money to get such a leader on board. That is why you saw Steve Jobs come back to turn around Apple, Howard Schultz come back to turn around Starbucks, Narayanamurthy come back to turn around Infosys and Michael Dell come back to turn around Dell. And to become that true leader, it takes years of training, years of practicing, and years of learning those soft skills so that you can be the best communicator, the best public speaker, the best persuader, the best negotiator, and the best relationship builder. You can build all the best relationships in the industry and be the person with the best demeanor. The sooner you know about all these things, the sooner you know the importance of acquiring these skills and the sooner you will learn about how to acquire them and become adept at these. This book will also show you how to become an entrepreneur because being an entrepreneur is the most challenging and the most rewarding career ever. If you become a successful entrepreneur, you can solve any problem that you run into in this world. It takes a certain mentality to become a successful entrepreneur. It is typically at least a 15 to 20-year project. So the earlier you start planning and executing, the sooner you can become an entrepreneur and the sooner you can make all the money and retire.

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