the business is profitable will be the winners. Founders who cannot make profits must consider the options of selling, closing or venturing into another line of business, which may have better potential for profits.

**About the author:** Dr. L.S. Subramanian is a Technology Adviser, CXO and thought leader with expertise in Networks, Infrastructure, IT Security, Compliance, Cloud Computing and Emerging Technologies. He has 30 years’ experience in framing the technology agenda for organizations therein advising them on the changing Information Technology ecosystem and its usage within organizations. His Business Domain interests include: Banking & Insurance, Retail, Exchanges, Government, Manufacturing, Financial Services, IT & IS Services. He is a specialist in CXO Advisory, Emerging Technologies, Cloud Computing, IT Strategy & Architecture, Networks and Infrastructure, Data Centers, IT Systems and Vendor Selection, Project Management, Information Security. He has worked in various geographies such as India, United Arab Emirates, Australia, United Kingdom, South Africa, Singapore.

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**Work Practices To Make The Best Of Your Time**

The following is the “To-Do” list for the new folks at CDAC Mumbai.

*prepared by*

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**Commitment to work**

- Writing Java/.Net code is not the only sacred thing in life; every component in SDLC is equally important. Increasingly, coding is the least sacred thing!
- Getting to associate with a project through its life-cycle is a rare privilege! Never say “no”.
- Own the project you are in – go beyond the assigned space.

**Involvement in Centre’s activities – small and large.**

- Get involved in some teaching activities. Start with lab, and then move to lectures. Teaching is a great learning and personality development aid.
- Hindi promotion
- Swacch Bharat Abhiyaan

**Respect work ethics and rules and regulations.**

- Respect everyone and their time, irrespective of their level or profile.
- Everything is a learning opportunity, for those who are prepared. Everything and everyone around you have something to teach you; listen carefully, not to miss it.
- If you are underutilised, inform FLA, and further. No point in throwing up hands, at the review time.
- Note that we have recruited you and are paying your salary, for us to get our work done. Not to build your CV!
- We usually have very little person-level monitoring; that is not ‘don’t care’. It is ‘we trust you to be responsible’. Violations can be costly.
- Not much of dress code. But dress without embarrassing others!
- Use APAR as a self-assessment device; it helps to be objective, and make the exercise productive.

**Excel in something**

- Technologies change rapidly with time. Be flexible to adapt. Don’t hand over your life to Java or .Net or whatever.
- Build expertise (deep knowledge) in some subject – try to be the “best” in the field. It may define your life for you.
- We have a good library. Do visit sometimes. Lot of good resources; explore.
- Read at least one non-fiction book every year, cover to cover.