

**SRI VASAVI ENGINEERING COLLEGE (AUTONOMOUS)**

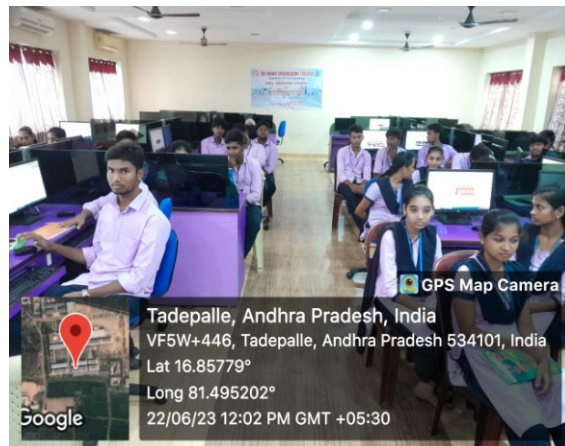
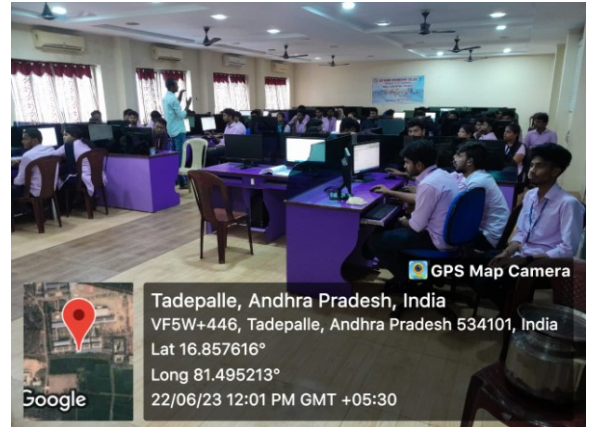
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Approved by AICTE, New Delhi and Permanently Affiliated to JNTUK, Kakinada

Pedatadepalli, **TADEPALLIGUDEM – 534 101**, W.G. Dist, (A.P.)**Department of Civil Engineering**

Academic Year : 2023-2024					
Sl. NO	DATE	Name of the Speaker	Institution/University/ Organization Sponsored	Activity	Beneficiary
1	19.06.2023 To 24.06.2023	Buri Dali Naidu 9160156908 dalinaidu.b@apssdc.in	AP State Skill Development Corporation	One week workshop on Revit Architecture	B.Tech II Year 63 Nos.
2	04.08.2023	Dr.K.V.Narasimha Rao Chief Technical Advisor, Aakruthi Consultants, Kakinada	Association of Consulting Civil Engineers (INDIA), Rajamahendravaram	One-Day Workshop On Practical And Career Oriented Training On Concrete And Steel Testing	B.Tech III & IV Year 125 Nos
3	21.08.2023 To 28.08.2023	Mr. Udaya Shankar Ramaswamy (Coimbatore)	Association of Consulting Civil Engineers (INDIA), Rajamahendravaram	Skill Advanced Course on "Building Information Modeling" (BIM)	B.Tech IV Year 63 Nos.
4	26.02.2024	Sri Veerla Venu Gopala Rao, Proprietor, Swathi Garments, Tadepalligudem	Institution Innovation Council (IIC)	Session on achieving Problem Solution fit & Product Market Fit	B.Tech II Year 58 Nos. & Diploma
5	19.03.2024 To 01.04.2024	Mr. Udaya Shankar Ramaswamy (Coimbatore)	Association of Consulting Civil Engineers (INDIA), Rajamahendravaram	Skill Advanced Course on "Building Information Modeling" (BIM)	B.Tech II Year 58 Nos.

Revit Architecture





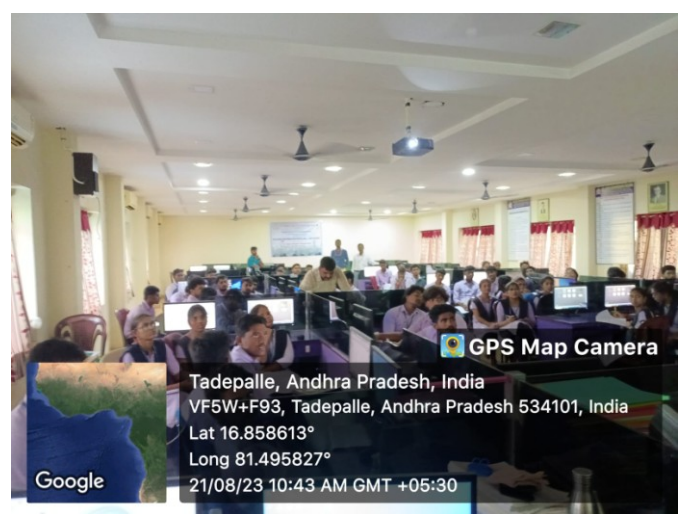
SRI VASAVI ENGINEERING COLLEGE (A)
 DEPARTMENT OF CIVIL ENGINEERING,
 &
ASSOCIATION OF CONSULTING CIVIL ENGINEERS (INDIA)
RAJAMAHENDRAVARAM CENTRE



Workshop on
PRACTICAL AND CAREER ORIENTED TRAINING
ON CONCRETE & STEEL TESTING

Resource Person
Dr. K.V. Narasimha Rao
 M.Tech., Ph.D., LL.B.,
 (4th August, 2023)







Sri Vasavi Engineering College (Autonomous)

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Pedatadepalli, Tadepalligudem, 534101, W.G. Dist. (A.P)

Date: 26/02/2024

PROGRAM REPORT “SESSION ON ACHIEVING PROBLEM SOLUTION FIT & PRODUCT MARKET FIT” on 26th Feb 2024



Semester 1

Thrust area: Validation & Concept Development

Quarter 2

Theme	Innovation
Activity Name	Session on Achieving Problem-Solution Fit & Product-Market Fit
Mode of Conduct	Offline / Online
Time	One day
Participants (Online / offline)	<ul style="list-style-type: none">Students: Minimum 40 students from the InstituteFaculty: Maximum possible participation
Online Resource*	https://www.youtube.com/watch?v=jM9IlyILD-w
Description	<ul style="list-style-type: none">Conduct a session on Building an Innovation/ product fit for market and on Integrating the Market Research at the early stage of Start-up Planning.<ul style="list-style-type: none">Workshop should be focused importance of product-market fit and integrating market research into startup planning.Identify and invite experienced entrepreneurs, product development experts, and market research professionals as a guest speaker and facilitators.Use hands-on activities that includes product development, market research methods, customer segmentation, and validation techniques, along with engaging presentations, case studies, and interactive activities to convey key concepts.Use IIC Logo on Communication materials like Poster/Banner.Institute should upload the complete training/activity on YouTube as an activity proof and provide the same link during report submission in the portal.Kindly submit PDF in Overall report of the activity option. Overall activity report should have IIC and Institution's Logo, Title of the event, objective of the event, Speakers Details, Participants details, max 5 photographs (for offline meeting) or screenshot (for online meeting) of the session, and key outcome of the activity. You may include Media Coverage, feedback received from the guest/participants.For dissemination & outreach of the session, share brief summary/report on social media platforms and tag MOE's Innovation Cell.

*Online resources are given for reference purpose. Institutes can either use this resource link to share with the participants in advance or they can design their own training/workshop module based on the activity description.

In accordance with the specified focus area mentioned above, the Institution's Innovation Council (IIC) of our college, in partnership with the Department of Civil Engineering, organised a one-day workshop (offline) titled "SESSION ON ACHIEVING PROBLEM SOLUTION FIT & PRODUCT MARKET FIT" on 26th Feb 2024.

The brochure is below.



Sri Vasavi Engineering
college(Autonomous)



INSTITUTION'S INNOVATION COUNCIL

Is associated with

Civil Engineering Department



WORKSHOP ON

SESSION ON ACHIEVING PROBLEM SOLUTION FIT & PRODUCT MARKET FIT

WORKSHOP FACILITATOR

SRI. VEERLA VENUGOPALARAO

Proprietor Swathi Garments

Date:

26-02-2024

Chief patrons:

SRI G.SATYANARAYANA
President

SRI CH. V. V. SUBBARAO
Secretary and correspondent

Patron:
CH. APPARAO
Technical Director

Convenor:

Dr.G.V.N.S.R.RATNAKAR RAO

Principal

Co convenor:

Dr. CH. ANIL KUMAR
Assoc. Professor, EEE

Advisory Committee:

Dr.CH.RAMBABU
DEAN STUDENT AFFAIRS
Dr. V. S.NARESH
DEAN,R&D

Coordinator:

Dr.R.RADHAKRISHNA
PROFESSOR & HOD CIVIL DEPT

Co coordinator:

SRI. E.HANUMAN SAI GUPTA
ASST. PROFESSOR CIVIL DEPT

Student coordinators:

J.U.KAVYA ANJALI
K. LALITHA

STUDENT COORDINATORS:

J U KAVYA ANJALI - 7893047664
K LALITHA RATHNAM - 9347171567

FACULTY COORDINATOR:

Dr. R. RADHAKRISHNAN
PROFESSOR & HEAD
DEPARTMENT OF CIVIL ENGINEERING

FACULTY CO-COORDINATOR:

Mr. E. HANUMAN SAI GUPTA
ASSISTANT PROFESSOR
DEPARTMENT OF CIVIL ENGINEERING

CO - CONVENOR:

DR. ANIL KUMAR CHAPPA
ASSOC. PROFESSOR
EEE DEPARTMENT

CONVENOR:

Dr. G.V.N.S.R. RATNAKARA RAO
PRINCIPAL
SVEC- TADEPALLIGUDEM.

DETAILS OF CHIEF GUEST:

SRI. VEERLA VENUGOPALARAO

Work:

Proprietor – swathi Garments, Tadepalligudem
Mobile Number: 9966228845.

SRI .T. BHOGESWAR RAO

Work:

Managigng Director- TBR Infra private limited
Mobile Number: 8297775551
Email: tbr@tbrinfra.com

OfflineMeeting details:

Sri Vasavi Engineering College(A)- Tadepalligudem.

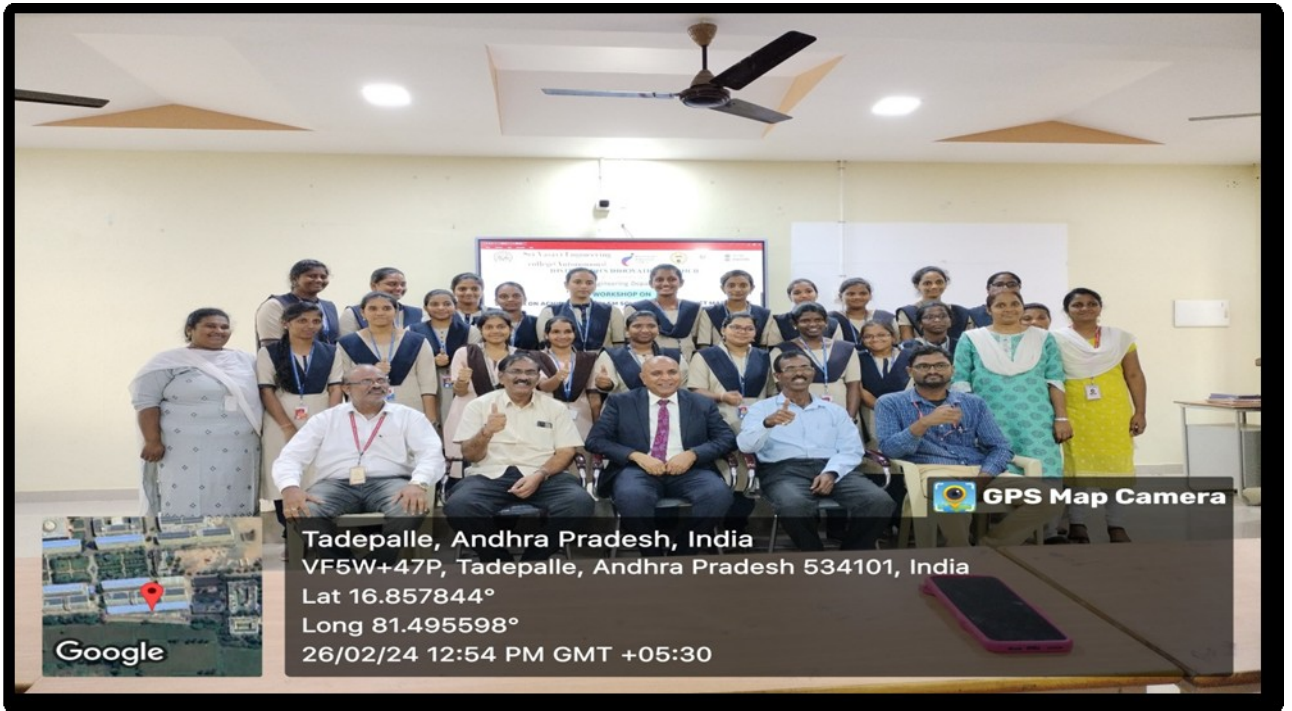
Topic: "SESSION ON ACHIEVING PROBLEM SOLUTION FIT & PRODUCT MARKET FIT" by SRI. VEERLA VENUGOPALARAO.

Time: 26th Feb 2024 10:30 AM to 1 PM.

Youtube link of the meeting:

Screenshots of the participants in the meeting:





CIRCULAR:



☎08818-284577, 284355 Ext: 321; Fax: 08818-284577

Visit us at: www.srivasaviengg.ac.in

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Pedatadepalli, TADEPALLIGUDEM – 534 101, W.G. Dist, (A.P.)

Department of Civil Engineering

Cir No: SVEC/CED/Cir/2023-24/72

Dtd: 26.02.2024

Circular

Sub: Institutions Innovation Council (IIC) – One day Workshop – reg.

It is to inform that the Institutions Innovation Council (IIC) in Association with Department of Civil Engineering is organizing a one day workshop on **Session on Achieving Problem – Solution Fit & Product – Market Fit** to all the B.Tech students on 26.02.2024 (Monday).

Resource person Name : **Mr. Veerla Venu Gopala Rao**

Venue : Mechanical Seminal Hall

Thanking you sir,


Head of the Department

Vision

To be a Department that strives towards quality education, research and consultancy in Civil Engineering.

Mission

- To provide broad and high quality education to its students for a successful professional career.
- To serve the construction industry through dissemination of knowledge and technical services to rural community and professionals.
- To inculcate ethics and human values, effective communication and leadership qualities among students to meet the challenges of the society.

THE LIST OF PARTICIPANTS ATTENDED THE WORKSHOP ARE:

Sl.No	Roll.No	Student Name	Mobile.No	Personal E-mail
1	21A81A0136	PULAGAM UDAYA SATYA SAI PRASAD	9951377372	pulagamuday@gmail.com
2	21A81A0147	VEERAVALLI DEVI PRAVEEN	7013173437	veeravallidevipraveen@gmail.com
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31	22A81A0131	MULAKALA NAGA SRINU	9603818441	22A81A0131@sves.org.in
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43	22A81A0144	VANGA TEJA PRIYA	8341480869	22A81A0144@sves.org.in
44	22A81A0145	VANTAPATI VEERA SRI DURGA	7396329081	22A81A0145@sves.org.in
45	22A81A0146	VEERLA PRAVEEN KUMAR	8498811878	22A81A0146@sves.org.in
46	22A81A0147	VEMULA SAMUEL RAJU	6301114169	22A81A0147@sves.org.in
47	22A81A0148	YEJJI VEERA VENKATA MANI KUMAR	6304955589	22A81A0148@sves.org.in
48	23A85A0101	ADDANKI BUNNY	9346171815	addankibunny89@gmail.com
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53	23A85A0106	MASABATTULA RISHENDRA SAI	9346068685	
54	23A85A0107	NANDURI BHARATH UMA LAKSHMAN	7013749946	
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57	23A85A0110	SARIDE PRASANTH	8885019667	sarideprasanth@gmail.com
58	23A85A0111	VINUKONDA RAMA SATYANARAYANA	7815866367	

ATTENDANCE:

SRI VASAVI ENGINEERING COLLEGE (AUTONOMOUS)



Department of Civil Engineering

B.Tech IV Semester

Academic Year: 2023-24

Workshop on Session on Achieving Problem - Solution Fit & Product - Market Fit			
Sl.No	Roll.No	Student Name	Signature
1	21A81A0136	PULAGAM UDAYA SATYA SAI PRASAD	P. Uday
2	21A81A0147	VEERAVALLI DEVI PRAVEEN	V. Praveen
3	22A81A0101	ADDEPALLI V N HANUMA TATAJI	
4	22A81A0102	ANISETTI MAHESH	
5	22A81A0103	ARAPUREDDY RAMA RANJITHA	
6	22A81A0104	BADAM SAI GANESH	B. Sai Ganesh
7	22A81A0105	BANDILA KUMAR	B. Kumar
8	22A81A0106	BOLLA RAVI TEJA	B. Ravi Teja
9	22A81A0107	BOMMIDI HARSHA PRIYA	B. H. Priya
10	22A81A0108	BONAGIRI TEJASWINI	
11	22A81A0109	CHINTHAPALLI SIVA GANGADHAR	Ch. Siva Gangadhar
12	22A81A0110	DANGETI KAVYASRI	D. Kavya Sri
13	22A81A0111	DARAPUREDDI RAJESWARI	D. Rajeswari
14	22A81A0112	DASARI SRI HARSHA	D. Sri Harsha
15	22A81A0113	GADI RAMA KRISHNA	G. Rama Krishna
16	22A81A0115	GANDHAM BALA ANUCHARIKA	
17	22A81A0116	GANDHAM PUSHPAVALLI	G. Pushpa Valli
18	22A81A0117	GANDIREDDY HEMANTH	G. Hemanth
19	22A81A0118	GOLUGURI TANUJA	G. Tanuja
20	22A81A0119	JAYA SAI VENKATA VAMSI PUTTA	P. J. Vamsi
21	22A81A0120	KALAVAKUNTALA PAVANI DURGA	K. Pavani
22	22A81A0121	KAMMILA AKASH VARDHAN	K. Akash
23	22A81A0122	KOMMIREDDY JAYASRI	K. Jayasri
24	22A81A0123	KOVVADA SIVA BALAJI	
25	22A81A0124	KUDUPUDI M V S SIDDU	
26	22A81A0126	MANDAPATI DIVYA VENKATA SRI DURGA DEEPIKA	M. Divya
27	22A81A0127	MANNE NAGARAJU	M. Nagaraju
28	22A81A0128	MANNE PUJITA	M. Pujita
29	22A81A0129	MIDATANI SINDHUSHA NAGA SRI	M. Sindhusa

Sl.No	Roll.No	Student Name	Signature
30	22A81A0130	MOGADA SUNAND KUMAR	M. Sunandh.
31	22A81A0131	MULAKALA NAGA SRINU	M. Nagasrinu
32	22A81A0132	PADALA BHANU PRATAP REDDY	P. Bhanu Prathap
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34	22A81A0135	PERUMALLA J N V LAKSHMI MANOJNA	P. Manojna
35	22A81A0136	PUPPALA DINESH MANOHAR	P. Dinesh -
36	22A81A0137	SANKU DEVI SRAVANTHI	S. Sravanthi
37	22A81A0138	SAPPA SRI DIVYA	S. Sri Divya
38	22A81A0139	SATTI RAVI PRAKASH REDDY	S. Ravi Reddy
39	22A81A0140	SURADA SWATHI	S. Swathi
40	22A81A0141	TARAGALLA YASASRI VENKATA LAKSHMI	T. Yash
41	22A81A0142	TATA VEERA VENKATA NAGA SATISH	T. Satish
42	22A81A0143	TULIMILLI YOGA LAKSHMI TULASI	T. YOGA
43	22A81A0144	VANGA TEJA PRIYA	V. Teja Priya
44	22A81A0145	VANTAPATI VEERA SRI DURGA	V. Durga
45	22A81A0146	VEERLA PRAVEEN KUMAR	V. Praveen
46	22A81A0147	VEMULA SAMUEL RAJU	V. Samuel
47	22A81A0148	YEJJI VEERA VENKATA MANI KUMAR	Y. Mani Kumar
48	23A85A0101	ADDANKI BUNNY	A. Bunny
49	23A85A0102	AMBATI SURYA CHARAN	A. Surya Charan
50	23A85A0103	AMMIREDDI ESWARI DEVI	E. A.
51	23A85A0104	GUBBALA JAYA KISHORE	G. Jaya Kishore
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53	23A85A0106	MASABATTULA RISHENDRA SAI	M. Rishendra Sai
54	23A85A0107	NANDURI BHARATH UMA LAKSHMAN	
55	23A85A0108	NETHALA TEJASWI	N. Tejaswi
56	23A85A0109	PULLATI ABISHEK	P. Abhishek
57	23A85A0110	SARIDE PRASANTH	S. Prasanth
58	23A85A0111	VINUKONDA RAMA SATYANARAYANA	V. Rama Satyanarayana

Faculty Incharge :- C. H. Anand Babu

The key takeaways from the workshop are:

Product-market fit is a crucial concept in the world of startups and product development. It refers to the stage where a product satisfies a strong market demand. Here are some key takeaways from achieving product-market fit:

1. **Customer Validation:** Successful product-market fit means that your product has been validated by the target market. Customers are not just using your product, but they're deriving significant value from it.
2. **Repeatable Sales:** A product that has achieved fit will see consistent and repeatable sales. Customers not only purchase the product once but come back for more, indicating that it fulfills a genuine need or desire.
3. **Scalable Growth:** When there's product-market fit, growth becomes more predictable and scalable. Positive word-of-mouth, referrals, and customer retention contribute to sustained growth without heavy reliance on marketing or sales efforts.
4. **Market Understanding:** Achieving product-market fit requires a deep understanding of the target market's needs, pain points, and preferences. It's about creating a solution that perfectly aligns with what customers are seeking.
5. **Iterative Development:** Product-market fit often involves iterative development and continuous improvement based on customer feedback. It's not a one-time achievement but a dynamic process of refining the product to better meet market demands.
6. **Competitive Advantage:** Products that have achieved strong product-market fit often enjoy a competitive advantage. They become the go-to solution within their market niche, making it challenging for competitors to replicate their success.
7. **Customer Engagement:** Engaged customers are a hallmark of product-market fit. They provide valuable feedback, participate in beta testing, and advocate for the product within their networks, contributing to its success.
8. **Profitability:** While achieving product-market fit doesn't guarantee profitability on its own, it's a crucial step toward building a sustainable and profitable business. Satisfied customers are more likely to pay for your product or service at a price that ensures profitability.
9. **Foundational for Growth:** Product-market fit serves as the foundation for future growth initiatives. Once you've established a strong product-market fit, you can focus on scaling the business, expanding into new markets, or introducing complementary products.
10. **Measurable Metrics:** It's essential to have measurable metrics to assess whether you've achieved product-market fit. These metrics could include customer retention rates, Net Promoter Score (NPS), customer acquisition cost (CAC) versus customer lifetime value (CLV), and revenue growth.

In summary, achieving product-market fit is a critical milestone for startups and businesses, indicating that they've successfully developed a product that resonates with their target market. It sets the stage for sustainable growth, profitability, and long-term success.



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Pedatadepalli, **TADEPALLIGUDEM – 534 101**, W.G. Dist, (A.P.)

Department of Civil Engineering

Dtd: 28.03.2024

Submitted to the Respected Principal Sir,

Sub: Skill Advanced Course on **BUILDING INFORMATION MODELING (BIM)** – reg.

We would like to submit the following few lines for your kind consideration and favorable action.

Department of Civil Engineering has planned to conduct Skill Advanced Course on **Building Information Modeling (BIM)** to B.Tech VI semester students. The details of the programme are furnished below for your kind perusal.

Sl.No.	Name of the Event	Proposed Dates	Name of the Resource Person	Coordinators
1	Building Information Modeling (BIM)	19.03.2024 to 01.04.2024 (11 Days)	Mr. Udaya Shankar Ramaswamy (Coimbatore)	1. Mr. K.Gowtham Kumar 2. Mr.K.Mehar Sai

Sl.No.	Specific Items	Nos.
1	Lab Occupancy	65 systems
2	Lunch & snacks for 10 days	3 Persons
3	Hostel Facility	1 Person
4	Banner	1 No.

Thanking you sir,

Head of the Department

Vision

To be a Department that strives towards quality education, research and consultancy in Civil Engineering.

Mission

- To provide broad and high quality education to its students for a successful professional career.
- To serve the construction industry through dissemination of knowledge and technical services to rural community and professionals.
- To inculcate ethics and human values, effective communication and leadership qualities among students to meet the challenges of the society.

Programme Details

Day 1	Introduction about vastu & scientific Reason & plan creation.
Day 2	Revit Architecture using wall , floor ,roof & window.
Day 3	Revit Architecture using door, staircase,ramp ,celling ,curtain walls ,railing & tags .
Day 4	Revit Estimation & quantity arrival for walls,flooring ,tiles ,soil filing ,doors & windows .
Day 5	Revit structures creating the RCC Framed structures elements like Foundation, column ,beam ,slab & shear wall.
Day 6	Revit Estimation & quantity arrival for Rcc structures
Day 7	Revit Detailing of RCC Footing ,Column ,Beam & slab
Day 8	Analysis of structures, Massing structures, how to prepare the sheet & reports.
Day 9	sketchup creation of Exterior Elevation.
Day 10	sketchup creation of interior Elevation.