

11 Deadly Mistakes Contractors Make While Executing A Project



**Best
Ways to
Overcome**

SHASHANK SHEKHAR AGARWAL

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Sashank Agarwal
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Agarwal**

Meet Shashank Shekhar Agarwal

Shashank Shekhar Agarwal is founder and managing director of Divine Empire India Pvt. Ltd. His expertise are in light weight construction equipment / construction chemicals industry. His accomplishments include:

Education:

- MBA (Sales & Marketing) Indira Institute Pune.

Work History:

- Entrepreneurship experience of more than 13+ years

Awards, Titles, and Designations:

- Certificate in Sales Excellence Program
- Certificate in Advanced Sales Program from BCI
- Certificate in Financial Control from JSA
- Recognized as a Strong & Consistent Pay

Master by Fischer

- Member of FSAI Raipur

Personal Info:

- He successfully operated his parental garments business in Singrauli, Madhya Pradesh for more than 5 years before migrating to Raipur (C.G.) and establishing Divine Empire India Pvt. Ltd. With a team of only 4 individuals, he built the company to its current size of more than 60 employees, 2573 delighted clients and a business reach into 3 countries and 21 states in India

To be successful at **any business or profession**, all you need is instruction and encouragement from someone who has "been there and done that!"

And as you can see from above, **Shashank Shekhar Agarwal** is uniquely qualified to help you understand almost everything you need to know *about the construction industry!*

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To my loving family...

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I dedicate this to my parents Mr. Vijay Agarwal (Pitaji) and Mrs. Anita Devi Agarwal (Maa).

Without their patience, understanding, support and most above all love, the completion of this work would not have been possible.

And

Thank you to my loving wife Payal & cute son Ashmik for being inspiration in whatever I do, it has been really wonderful to have deep discussions and get time to time insights from Payal while working on this book.

“Thank You”



My friend, colleague and my elder brother, Prasanna Gupta, for motivating me to start & complete this piece of work, for all the encouragement throughout the tenure of completion of this book, for your innovative ideas. In short, I believe this book is outcome of my wish and your hard work to make it a reality. Thank you for being there, it has been wonderful writing with you

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***"Learnings
From
Mistakes"***



"Learnings From Mistakes"

I am sure "*Learnings from Mistakes*" is so popular, a line that everyone must have heard this from one or the other, number of times,

What most of us perceived about this is

'One can learn from his/her mistakes'. Is that true? Is it necessary to make mistakes and learn? Is learning 'only from our own mistakes' results in success or is there any other less realized fact?

We all are bound to make mistakes and definitely we learn from it. *As a primary student we make arithmetic mistakes, as higher secondary students, we make mistakes in theorem or algorithm, and as working professionals/entrepreneurs, we make mistakes in decision making.* However, making mistakes *as later one'* has a bit *'higher cost'*.

It is because of the *'higher cost'* in terms of *losses or delays*, due to *'decision making mistakes'*, people invest in various ways and tools like following business coaches, attending seminars, participating in trainings and reading books.

I am sure you will agree with my answer to the questions above, we all are bound to make mistakes and learn but one who stands out in millions is one who *"learn from mistakes made by others."*

Probably, I am the only one, who will not be ashamed of sharing his mistakes, rather will be proud of it. *Thank you readers.* 😊

I may not be remembering the mistakes I made during my school/college days but I very well remember mistakes I made As young entrepreneur. I have had huge learnings and the process it still going.

I thought of writing this book, as soon as I realized the fact that we can all learn from mistakes made by others also.

So here are some of the most "*critical mistakes*"; *I observed, made by me* or *someone else* in my professional journey so far and *the ways to deal through these*, according to me.

So let's start this journey of "*Learning from Mistakes*"



***"Selecting A
Right
Vendor"***



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