

The Professional Subroto Bagchi Free

Go Kiss the World [The Professional Companion](#) The Professional High Performance Entrepreneur The Captainship [Inevitable Surprises](#) Dream with Your Eyes Open Operation Yao Ming [Unlikely Brothers](#) Bonded by Darkness Sell Red Earth and Pouring Rain IT CAN'T BE YOU [The Long Game](#) Die Empty Mystery of The Urban Monks Imagining India On Leadership and Innovation Superpower Syndrome [Awakening Your Ikigai One Night at the Call Center Sai Baba's Mahavakya On Leadership](#) Don't Lose Your Mind, Lose Your Weight Executive Presence The Art of Thinking Clearly The Case of the Bonsai Manager The Celestine Prophecy India After Gandhi: The History of the World's Largest Democracy A BETTER INDIA A BETTER WORLD Thought Provoking [The Secret of Leadership](#) Trapped Business The Teen Model Mystery The Golden Tap - The Inside Story of Hyper-Funded Indian Start-Ups [Perfect Mantras for Succeeding in Network Marketing](#) [TataLog](#) Why Network Marketing Customer to Human Endless Referrals

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[TataLog](#) Sep 26 2019 TATALog presents eight riveting and hitherto untold stories about the strategic and operational challenges that TATA companies have faced over the past two decades and the forward thinking and determination that have raised the brand to new heights. From Tata Indica, the first completely Indian car; to the jewellery brand Tanishq; and Tata Finance, which survived several tribulations, TATALog, written by a Tata insider, reveals the DNA of every TATA enterprise—a combination of being pioneering, purposive, principled and 'not perfect'.

[Mystery of The Urban Monks Jul 17 2021](#) On a train journey to Varanasi, Yogi meets John, a writer and narrates him a gripping story about three friends: Krish, an IITian pursuing his entrepreneur dream; Tony, a vodka craze-high school-dropout; and Asif, a music-loving carpet-seller. Life takes them journeying into an eventual trip to Goa. Eventually, a prediction by a psychic and plane hijack makes it more happening. This was not the end and they go on a search for a monk in Tibet. Their journey continues seeking nirvana on the Ghats of Varanasi and falling in love with a tribal girl in Afghanistan. Eventually, where exactly did life take them? What is Yogi's connection to them? Is he one of them? What were the life lessons for John? What did he promise Yogi at the end of their journey?

[Business Jan 29 2020](#) Thinking of starting up a business? Hoping it will succeed beyond your wildest dreams? You could start with advice from someone who knows. R.S. Agarwal, along with his friend R.S. Goenka, has built a business from scratch, failed, picked himself up and now heads Emami - a multinational brand Made in India. His wisdom on various business and personal aspects is distilled in an easy-to-read and insightful narrative about his life and business. It is a concise, compelling read for every entrepreneur, whether just starting out or well-established. Agarwal combines a pragmatic, down-to-earth approach to work and the rat race with a childlike wonder and the utopian daydreams of the eternal optimist. With rare sensitivity and humanity, good, old-fashioned ethics and cutting-edge technology, Agarwal has transformed a dream into the business giant it is today. This book tells the story of that odyssey with candour and sagacity. There are short stories that deliver home truths, snippets that delight and quotes that enlighten. Business: The Emami Way is, in short, an MBA in an easy-to-understand handbook.

[On Leadership and Innovation May 15 2021](#) From India's bestselling business books author, this exclusive ebook brings together two outstanding pieces by Subroto Bagchi, co-founder and presently Chairman, Mindtree, and bestselling author of business books in India. In 'The Idea of Leadership', he draws upon examples from across industries and businesses to outline the essential qualities of a true leader, while in 'Our Search for Innovation' he gives a remarkably insightful account of the nature of innovation, and through lively, everyday instances highlights how innovation is a state of being, not something to be simply aspired to. Marked by Bagchi's trademark wit and wisdom, and enlightening at every turn, On Leadership and Innovation is a stimulating read. In a bonus chapter, readers will also get a glimpse into Bagchi's latest bestselling book, The Elephant Catchers, published by Hachette India in 2013.

[The Celestine Prophecy Aug 06 2020](#) THE #1 BESTSELLING INTERNATIONAL PHENOMENON - NOW WITH A NEW PREFACE You have never read a book like this before—a book that comes along once in a lifetime to change lives forever. In the rain forests of Peru, an ancient manuscript has been discovered. Within its pages are 9 key insights into life itself -- insights each human being is predicted to grasp sequentially, one insight, then another, as we move toward a completely spiritual culture on Earth. Drawing on ancient wisdom, it tells you how to make connections among the events happening in your life right now and lets you see what is going to happen to you in the years to come. The story it tells is a gripping one of adventure and discovery, but it is also a guidebook that has the power to crystallize your perceptions of why you are where you are in life and to direct your steps with a new energy and optimism as you head into tomorrow. Praise for The Celestine Prophecy "A gripping adventure story filled with intrigue, suspense, and spiritual revelations." - Commonwealth Journal "A spiritual classic... a book to read and reread, to cherish, and to give to friends." - Joan Borysenko, PhD, author of Fire in the Soul "In his inimitable style of great storytelling, Redfield opens us up to a world of insight, inspiration, synchronicity, and power." - Deepak Chopra

[The Teen Model Mystery Dec 30 2019](#) Traveling to the site of a commercial shoot, where her model friend Cindy will star, Nancy is alarmed by Cindy's disappearance and launches an investigation that takes her into the shady side of teen fashion.

[Customer to Human Jul 25 2019](#) Modern business has changed forever, becoming more customer-centric, and we need clear road-maps to navigate this world. Customer experience-or CX-is every interaction a customer has with your business. It's neither the product nor the service-it's a combination of both. Murali Balaraman has over twenty-five years of experience in multiple roles, as a banker, as part of the IT industry and as a management consultant and adviser, interacting with global leadership across five continents. Customer to Human weaves together the learnings he has drawn from the industry, ranging from Fortune 500 companies to tiny neighbourhood businesses. In this anecdotal account of successes and failures in CX, it becomes clear that customers are the most important part of any business structure. With over 150 individual, easy-to-read and diverse case studies, it presents a revolutionary approach to CX and the individual customer journey. The book provides a practitioner's point of view, with actionable suggestions and pragmatic concepts that will come in handy no matter what part of the business you work in.

[Perfect Mantras for Succeeding in Network Marketing Oct 27 2019](#) This book teaches the rules of network marketing in a very simple manner. Readers are able to grasp the basic method of network marketing due to the easy language and a perfect style of the content. The author has worked hard to pen this book. It is a landmark in the field of network marketing. It is a fine creation of this field. All executives, newly educated managers, the youth and housewives must read this book. After reading this book, they can join the ranks of network marketing and earn a lot of money. This era must accept the importance and power of network marketing. This book has set a new trend. This trend would continue in the future too.

[The Long Game Sep 18 2021](#) A Wall Street Journal Bestseller Your personal goals need a long-term strategy. It's no secret that we're pushed to the limit. Today's professionals feel rushed, overwhelmed, and perennially behind. So we keep our heads down, focused on the next thing, and the next, without a moment to breathe. How can we break out of this endless cycle and create the kind of interesting, meaningful lives we all seek? Just as CEOs who optimize for quarterly profits often fail to make the strategic investments necessary for long-term growth, the same is true in our own personal and professional lives. We need to reorient ourselves to see the big picture so we can tap into the power of small changes that, made today, will have an enormous and disproportionate impact on our future success. We need to start playing The Long Game. As top business thinker and Duke University professor Dorie Clark explains, we all know intellectually that lasting success takes persistence and effort. And yet so much of the relentless pressure in our culture pushes us toward doing what's easy, what's guaranteed, or what looks glamorous in the moment. In The Long Game, she argues for a different path. It's about doing small things over time to achieve our goals—and being willing to keep at them, even when they seem pointless, boring, or hard. In The Long Game, Clark shares unique principles and frameworks you can apply to your specific situation, as well as vivid stories from her own career and other professionals' experiences. Everyone is allotted the same twenty-four hours—but with the right strategies, you can leverage those hours in more efficient and powerful ways than you ever imagined. It's never an overnight process, but the long-term payoff is immense: to finally break out of the frenetic day-to-day routine and transform your life and your career.

[A BETTER INDIA A BETTER WORLD Jun 03 2020](#) Visit the website for A Better India, A Better World, here. With one of the highest GDP growth rates in the world and an array of recent achievements in technology, industry and entrepreneurship, India strides confidently towards the future. But, in the world's largest democracy, not everyone is equally fortunate. More than 300 million Indians are still prey to hunger, illiteracy and disease; and 51 per cent of India's children are still undernourished. What will it take for India to bridge this great divide? When will the fruits of development reach the poorest of the poor; and wipe the tears from the eyes of every man, woman and child; as Mahatma Gandhi had dreamt? And how should this; our greatest challenge ever; be negotiated? In this extraordinarily inspiring and visionary book, N.R. Narayana Murthy, who pioneered, designed and executed the Global Delivery Model that has become the cornerstone of India's success in information technology services outsourcing; shows us that a society working for the greatest welfare of the greatest number—samasta jananam sukhino bhavanu—must focus on two simple things: values and good leadership. Drawing on the remarkable Infosys story and the lessons learnt from the two decades of post-reform India; Narayana Murthy lays down the ground rules that must be followed if future generations are to inherit a truly progressive nation. Built on Narayana Murthy's lectures delivered around the world; A Better India: A Better World is a manifesto for the youth; the architects of the future; and a compelling argument for why a better India holds the key to a better world.

[The Professional Aug 30 2022](#) A manifesto on what it takes to be a true professional in the modern world. By common definition, a professional is anyone who possesses the skills and knowledge necessary for a career—whether as a surgeon, a software engineer, or a plumber. But according to Subroto Bagchi, our increasingly global marketplace demands more. In a world where the foolish, selfish, and unethical decisions of a few have affected the lives of millions, The Professional urges readers to act responsibly and reexamine "business as usual". By exploring a variety of professional dilemmas across many industries, Bagchi defines the qualities of true professionals and the attributes that separate them from the merely competent. These include: "Suffer no false attractions: It's always tempting to take the path of least resistance, but true professionals can separate the genuine from the phony. *Know when to say no: True professionals are not afraid to say no to things that are not worth their time, their energy, or their creativity. *Take the long view: True professionals understand that every action, decision, and relationship, no matter how small, can have a lasting impact.

[The Golden Tap - The Inside Story of Hyper-Funded Indian Start-Ups Nov 28 2019](#) Ever wondered why global investors are willing to write million dollar cheques to young and inexperienced entrepreneurs? Why companies are no longer judged on their ability to make profits? Why the valuation of a startup can dwarf that of its well-established counterpart? Is it a bubble? Or have the rules of the game changed? Can these hyper-funded, technology driven companies become global superpowers? Or is it an unsustainable phenomenon? The Golden Tap gives you the answers. In a remarkably honest, no holds barred account, Kashyap - himself a serial entrepreneur - demystifies the technology ecosystem that exists in India today. From the origins of Amazon and Google, to the remarkable growth of Flipkart and Ola, he meticulously plots and chronicles a connected global sequence of events. Set in this background he recounts his personal roller coaster of a life. A story filled with ambition, greed, vanity, fear and success that all young entrepreneurs can relate to. Is this the business model of the future? Or merely a game of poker played by master investors? The answers pour out of The Golden Tap.

[Unlikely Brothers Feb 21 2022](#) "You don't look like brothers. . . ." Peace activist and cofounder of the Enough Project, John Prendergast is known as a champion of human rights in Africa. But the not-so-public face of J.P. is the life he's led as a Big Brother to Michael Mattocks. As a curious, driven, and emotionally wounded twenty-year-old, J.P. made the life-changing decision to form a "Big Brother/Little Brother" relationship with then seven-year-old Michael, who was living out of plastic bags and drifting from one homeless shelter to the next with his mother and siblings. Lacking a connection with his own brother and distancing himself from a disastrous relationship with his father, J.P. formed a unique bond with Michael the moment they met. Michael and J.P. became like family, with Michael and some of his siblings even living with J.P. one summer. In the years that followed, J.P. took Michael and his brothers on outings, whether it was fishing, playing basketball, patronizing cheap restaurants, or going on road trips. This friendship would continue for over twenty-five years as the two coped with varying degrees of violence, instability, and trauma in their own lives. Told in duet, Unlikely Brothers follows Michael as he grows up on the tough streets of Washington, D.C., where as a young teenager he watched his best friend get shot, dropped out of school, and started dealing crack cocaine shortly thereafter. By sixteen, Michael had become the kingpin of his neighborhood, guns and drugs always close at hand. Meanwhile, J.P. was traveling to and from African war zones. J.P. offered Michael a refuge from the streets, never really confronting the gravity of what Michael was going through in his adolescence. In turn, Michael afforded J.P. an escape from his own turbulent personal and professional life. As the years go by, the two swoop in and out of each other's lives, slowly reconnecting as they disappear into their respective worlds, but making their way back to each other at a critical moment for both of them. The effect the two have on each other is extremely significant to both of their paths to redemption. Inspirational and deeply moving, Unlikely Brothers beautifully showcases how life's most random moments can often be the most profound.

[The Art of Thinking Clearly Oct 08 2020](#) A world-class thinker counts the 100 ways in which humans behave irrationally, showing us what we can do to recognize and minimize these "thinking errors" to make better decisions and have a better life. Despite the best of intentions, humans are notoriously bad—that is, irrational—when it comes to making decisions and assessing risks and tradeoffs. Psychologists and neuroscientists refer to these distinctly human foibles, biases, and thinking traps as "cognitive errors." Cognitive errors are systematic deviations from rationality, from optimized, logical, rational thinking and behavior. We make these errors all the time, in all sorts of situations, for problems big and small: whether to choose the apple or the cupcake, whether to keep retirement funds in the stock market when the Dow tanks, or whether to take the advice of a friend over a stranger. The "behavioral turn" in neuroscience and economics in the past twenty years has increased our understanding of how we think and how we make decisions. It shows how systematic errors mar our thinking and under which conditions our thought processes work best and worst. Evolutionary psychology delivers convincing theories about why our thinking is, in fact, marred. The neurosciences can pinpoint with increasing precision what exactly happens when we think clearly and when we

don't. Drawing on this wide body of research, *The Art of Thinking Clearly* is an entertaining presentation of these known systematic thinking errors—offering guidance and insight into everything why you shouldn't accept a free drink to why you SHOULD walk out of a movie you don't like it to why it's so hard to predict the future to why shouldn't watch the news. The book is organized into 100 short chapters, each covering a single cognitive error, bias, or heuristic. Examples of these concepts include: Reciprocity, Confirmation Bias, The It-Gets-Better-Before-It-Gets-Worse Trap, and the Man-With-A-Hammer Tendency. In engaging prose and with real-world examples and anecdotes, *The Art of Thinking Clearly* helps solve the puzzle of human reasoning.

India After Gandhi: The History of the World's Largest Democracy Jul 05 2020 Ramachandra Guha's India after Gandhi is a magisterial account of the pains, struggles, humiliations and glories of the world's largest and least likely democracy. A riveting chronicle of the often brutal conflicts that have rocked a giant nation, and of the extraordinary individuals and institutions who held it together, it established itself as a classic when it was first published in 2007. In the last decade, India has witnessed, among other things, two general elections; the fall of the Congress and the rise of Narendra Modi; a major anti-corruption movement; more violence against women, Dalits, and religious minorities; a wave of prosperity for some but the persistence of poverty for others; comparative peace in Nagaland but greater discontent in Kashmir than ever before. This tenth anniversary edition, updated and expanded, brings the narrative up to the present. Published to coincide with seventy years of the country's independence, this definitive history of modern India is the work of one of the world's finest scholars at the height of his powers.

The Case of the Bonsai Manager Sep 06 2020 'Draws on ingenious insights and lessons from nature to emphasize the importance of imbibing, developing, listening to and trusting your intuition - increasingly becoming a differentiator in senior circles - to develop the confidence to take that leap of faith which every risk-bearing decision entails' - Ratan Tata Managers can become like stunted plants. The absence of intuition - or its inadequate use - has the effect of constricting a manager. The Case of the Bonsai Manager is the perfect antidote for every manager who feels they are not achieving their full potential. Effective leadership is not just about hard facts but also about listening to, and using, your intuition. Using anecdotes from nature and the world of management, R. Gopalakrishnan explores how you can be more intuitive, inclusive and humane. The revised and updated edition of this best-selling book, with its easy-to-read anecdotal style, has additional material to reinforce the key messages, including a new self-help workbook. 'Exceptional . . . R. Gopalakrishnan is a formidable writer and manager' - Economic Times 'One of the most refreshing and useful books on management that I have read in many years' - Business Today

The Secret of Leadership Apr 01 2020 Bestselling author Prakash Iyer uses simple but powerful anecdotes and parables from all over the world to demonstrate what makes for effective personal and professional leadership. Iyer draws lessons from sources as diverse as his driver, a mother giraffe, Abraham Lincoln and footballers in the United Kingdom. He shows how an instinct to lead can be acquired even while flipping burgers at a fast-food chain. All of these stories come together in an explosive cocktail to unleash your inner leader.

One Night at the Call Center Feb 09 2021 Press 1 for technical support. Press 2 for broken hearts. Press 3 if your life has totally crashed. . . . Six friends work nights at a call center in India, providing technical support for a major U.S. appliance corporation. Skilled in patience-and accent management-they help American consumers keep their lives running. Yet behind the headsets, everybody's heart is on the line. Shyam (Sam to his callers) has lost his self-confidence after being dumped by the girl who just so happens to be sitting next to him. Priyanka's domineering mother has arranged for her daughter's upscale marriage to an Indian man in Seattle. Esha longs to be a model but discovers it's a horizontal romp to the runway. Lost, dissatisfied Vroom has high ideals, but compromises them by talking on the phone to idiots each night. Traditional Radhika has just found out that her husband is sleeping with his secretary. And Military Uncle (nobody knows his real name) sits alone working the online chat. They all try to make it through their shifts-and maintain their sanity-under the eagle eye of a boss whose ego rivals his incompetence. But tonight is no ordinary night. Tonight is Thanksgiving in America. Appliances are going haywire, and the phones are ringing off their hooks. Then one call, from one very special caller, changes everything. Chetan Bhagat's delicious romantic comedy takes us inside the world of the international call center, where cultural cross-wires come together with perfect pathos, hilarity, and spice.

Die Empty Aug 18 2021 "A must-read for anyone interested in moving from inspiration to action." —Cal Newport, author of So Good They Can't Ignore You Most of us fill our days with frantic activity, bouncing from task to task, scrambling to make deadlines and chase the next promotion. But by the end of each day we're often left wondering if any of it really mattered. We feel the ticking of the clock, but we're unsure of the path forward. Die Empty is a tool for people who aren't willing to put off their most important work for another day. Todd Henry explains the forces that lead to stagnation and introduces practices that will keep you on a true and steady course. The key is embracing the idea that time is finite, so you should focus on the unique contribution to the world that only you can make. Henry shows how to sustain your enthusiasm, push through mental barriers, and unleash your best work each day.

Awakening Your Ikigai Mar 13 2021 "Awakening Your Ikigai is really quite a delightful look at sometimes mystifying Japanese traditions."—The New York Times Book Review Introducing IKIGAI: find your passions and live with joy Ikigai is a Japanese phenomenon commonly understood as "your reason to get up in the morning." Ikigai can be small moments: the morning air, a cup of coffee, a compliment. It can also be deep convictions: a fulfilling job, lasting friendships, balanced health. Whether big or small, your ikigai is the path to success and happiness in your own life. Author Ken Mogi introduces five pillars of ikigai to help you make the most of each day and become your most authentic self: 1. starting small → focus on the details 2. releasing yourself → accept who you are 3. harmony and sustainability → rely on others 4. the joy of little things → appreciate sensory pleasure 5. being in the here and now → find your flow. Weaving together insights from Japanese history, philosophy, and modern culture, plus stories from renowned sushi chef Jiro Ono, anime filmmaker Hayao Miyazaki, and others, Mogi skillfully shows the way to awaken your ikigai. **Superpower Syndrome** Apr 13 2021 No one is better equipped than psychiatrist Robert Jay Lifton—a leading scholar of thought control and mass violence—to make sense of the extreme moment. From Hiroshima survivors to Nazi doctors, from Vietnam veterans to the cult that satirized the Tokyo subway, he has explained to us global apocalyptic urges, the ravages of psychic numbness, and the psychology of the survivor. Now, as al-Qaeda's desire to purify the earth of "evil" meets the unilateral urge to dominate the globe's sole superpower, Lifton believes we have arrived at a remarkably perilous moment. The United States—from its leaders to much of its people—feels itself painfully vulnerable and thinks of itself as a survivor nation. The combination of such feelings roiling through the land over the last year and an administration with unprecedented military power bent on dominating and purifying the earth adds up to an intensely dangerous atmosphere-in fact, a "syndrome." Unfortunately, there is no therapy available for empires-or rather, the only therapy available is self-prescribed. But while Lifton can't be therapist to the earth's last superpower, he can bring together a half century of wisdom and apply it to Superpower Syndrome.

Imagining India Jun 15 2021 A visionary look at the evolution and future of India In this momentous book, Nandan Nilekani traces the central ideas that shaped India's past and present and asks the key question of the future: How will India as a global power avoid the mistakes of earlier development models? As a co-founder of Infosys, a global leader in information technology, Nilekani has actively participated in the company's rise during the past twenty-seven years. In *Imagining India*, he uses his global experience and understanding to discuss the future of India and its role as a global citizen and emerging economic giant. Nilekani engages with India's particular obstacles and opportunities, charting a new way forward for the young nation.

High Performance Entrepreneur Jul 29 2022 Highly Readable, Crisply Written&inspirational Reading For Any New Indian EntrepreneurFrontline Difficult Though Setting Up A Business Is, Becoming A High-Performance Entrepreneur Is Harder Still. And Yet, Of The Many Thousands Who Try, There Are Those Who Go On To Become Successful; Some Even Graduate To Setting Up Companies That Hold Their Own Against The Toughest Competition, Becoming Icons Of Achievement. In *The High-Performance Entrepreneur*, Subroto Bagchi, Co-Founder And Chief Operating Officer Of Mindtree Consulting, Draws Upon His Own Highly Successful Experience To Offer Guidance From The Idea Stage To The Ipo Level. This Includes How To Decide When One Is Ready To Launch An Enterprise, Selecting A Team, Defining The Values And Objectives Of The Company And Writing The Business Plan To Choosing The Right Investors, Managing Adversity And Building The Brand. Additionally, In An Especially Illuminating Chapter, Bagchi Recounts The Systems And Values Which Have Made Indian It Companies On A Par With The Best In The World. High-Performance Entrepreneurs Create Great Wealth. For Themselves As Well As For Others. They Provide Jobs, Crucial For An Expanding Workforce Such As India S, And Drive Innovation. In India As Elsewhere, Governments Have Become Much More Entrepreneur Friendly Than Ever Before And The Rewards Of Being A Successful Entrepreneur Are Many. More Than Just A Guide, This Is A Book That Will Tap The Entrepreneurial Energy Within You. The Tips Offered In The Book Can Make All Of Us, Businessmen And Employers, Better At Our JobsBusiness India [A] Wonderful Book Which Will Go A Long Way In Guiding Aspiring EntrepreneursSahara Times A Guiding Light To Budding Entrepreneurs!Times Of IndiaFree Press Journal

The Professional Companion Sep 30 2022 In *The Professional*, one of the biggest-selling business books ever to come out of India, Subroto Bagchi asked the key question: What does it mean to be a professional? In this workbook that is meant as a companion volume to *The Professional*, Bagchi takes you through simple exercises that allow you to evaluate how professional your approach is in a given situation, and help you develop a wider skill set and a more committed outlook. Full of real-life challenges and insightful information, *The Professional Companion* is your very own personalized guide to excelling in today's world.

Sell Dec 22 2021 An inspiration to a generation of entrepreneurs, Subroto Bagchi considers himself a career salesman, of products, services and ideas. In his new book, *Sell*, Bagchi presents the concepts of selling and salesmanship from his unique perspective. Through stories and anecdotes drawn from his repertoire of experiences, extensive reading and the careers of ace professionals he has encountered in his life, Bagchi touches on each stage of the traditional selling process and elaborates on the skills, tools and nuances that he believes can take the profession to the realm of art? and sometimes even wizardry. Dip into this book to get insights into: ? How knowing about the life-cycle of the coho salmon will help you prospect better; ? Distinguishing real customers with purchasing power from time-wasters who will merely give you the runaround; ? How creating a playbook well in advance can guarantee you a sale; ? The transformational effect of believing in the value of your product and how you can bring your customer around to share your vision; ? Why the power of persuasion ranks higher than the power to convince, and why persistence tends to become meaningless after a point. Marked by Bagchi's characteristic wisdom and practicality, *Sell* is a rich, illuminating and contemporary treatise on salesmanship that dispels a narrow view of the act of selling and redefines it as a skill every professional needs to succeed in their career.

Go Kiss the World Nov 01 2022 'Go, kiss the world' were Subroto Bagchi's blind mother's last words to him. These words became the guiding principle of his life. Subroto Bagchi grew up amidst what he calls the 'material simplicity' of rural and small-town Orissa, imbibing from his family a sense of contentment, constant wonder, connectedness to a larger whole and learning from unusual sources. From humble beginnings, he went on to achieve extraordinary professional success, eventually co-founding MindTree, one of India's most admired software services companies. Through personal anecdotes and simple words of wisdom, Subroto Bagchi brings to the young professional lessons in working and living, energizing ordinary people to lead extraordinary lives. *Go Kiss the World* will be an inspiration to 'young India', and to those who come from small-town India, urging them to recognize and develop their inner strengths, thereby helping them realize their own, unique potential.

Sai Baba's Mahavakya On Leadership Jan 11 2021 THE ETERNAL TRUTH ABOUT LEADERSHIP "Nations are made or marred by the calibre and moral character of their leaders. Here is a timely book, which tells the world how to re-establish leadership inspired by idealism." — V.K. Narasimhan, Former Chief Editor, Indian Express "The author's uncomplicated directness and crisp examples capture the imagination and curiosity of the most seasoned executives as well as young sceptics. The book delivers a passion for leadership through the lens of conceptual clarity. Excellent reading for leaders and those who want to be." — Wayne L. Strom, Ph.D., Professor of Behavioral Science, School of Business And Management, Pepperdine University, California "Corporate planners, government policy makers and those who want to contribute to society and the world in any way can derive immense insight, intuition and imagination from this book." — Bala. V. Balachandran, Ph.D., J. L. Kellogg Distinguished Professor, J. L. Kellogg Graduate School Of Management, Northwestern University, Chicago "This book can help to integrate and revitalise the American society for its world leadership role." — Dr. William M. Harvey — USA "On behalf of the Director-General of UNESCO, I acknowledge receipt of Mahavakya on Leadership. We appreciate the book as a useful resource material which will inspire UNESCO's activities on education for peace, human rights, democracy, international understanding." — Andri Isaksson, 29th November, 1995

Dream with Your Eyes Open Apr 25 2022 "From modest beginnings in Mumbai's Grant Road, surrounded by the energy and unbridled potential of a country always on the verge of greatness, Ronnie Screwvala is a first-generation entrepreneur. His early days, in front of the camera and on stage, inspired him to pioneer cable TV in India, and build one of the largest toothbrush manufacturing operations before starting UTV, a media and entertainment conglomerate spanning television, digital content, mobile, broadcasting, games and motion pictures, which he divested to The Walt Disney Company in 2012. Newsweek termed him the Jack Warner of India, Esquire rated him as one of the 75 Most Influential People of the 21st Century and Fortune as Asia's 25 Most Powerful. On to his second innings, Ronnie is driven by his interest in championing entrepreneurship in India, and is focused on building his next set of ground-up businesses in high growth and impact sectors. His more recent commitment to being a first mover in sports has made him lend his support to kabaddi and football. He is passionate about social welfare and, with his wife Zarina and through their Swades Foundation, has given single-minded focus to empowering one million lives in rural India every 5-6 years through a unique 360-degree model. He lives in Mumbai with Zarina and daughter Trishya." "Don't Lose Your Mind. Lose Your Weight Dec 10 2020 Don't Lose Your Mind. Lose Your Weight, the country's highest-selling diet book, has revolutionized the way Indians think about food and their eating habits. Funny, easy to read and full of great advice, it argues that we should return to our traditional eating roots (yes, ghee is good for you), nutrients are more important than calories (cheese over biscuits) and, most importantly, the only way to lose weight is to keep eating. Rujuta Diwekar is one of the country's best nutritionists, with deep roots in yoga and Ayurveda and a client list which boasts some of Bollywood's biggest names. In the updated edition of this classic, she has added an extensive Q&A section which deals with the questions she gets asked most by her clients.

Endless Referrals Jun 23 2019 Shows readers how to network to advance their careers, set up win-win cross promotions, start their own formal networking associations, even soup up customer service. This powerful guide shares carefully cultivated secrets on networking anywhere, utilizing the telephone, remembering names and faces, following up, and communicating one-on-one. "If you are serious about your sales career, whether you are selling a product, service, or yourself, master the contents of this book and you will practically guarantee your future success."—Tom Hopkins (How to Master the Art of Selling).

The Captainship Jun 27 2022 The Captainship is a collection of first-person narratives of nine first-generation Indian entrepreneurs, among India's most respected for their value-based approach to organization building. The purpose of this collection is to share the journeys of the entrepreneurs as ordinary youths, with all the normal joys and insecurities of childhood and adolescence. The title *The Captainship* is inspired by the famous line from William Ernest Henley's poem 'Invictus': 'I am the master of my fate: I am the captain of my soul.' Illustrated by Anitha Balachandran. Edited by Anya Gupta. The Captains include Ashish Gupta (Jungle/Helion), Sanjeev Aggarwal (Daksh/Helion), Sanjeev Bikhchandani (Naukrī), Subroto Bagchi (Mindtree), Zia Mody (AZB), Ashish Dhawan (ChrysCapital), Vijay Sharma (One97), Satya Narayanan (CareerLauncher), and Girish Batra (NetAmbit).

Operation Yao Ming Mar 25 2022 The riveting story behind NBA giant Yao Ming, the ruthless Chinese sports machine that created him, and the East-West struggle over China's most famous son. The NBA's 7'6" All-Star Yao Ming has changed the face of basketball, revitalizing a league desperate for a new hero while becoming a multimillionaire pitchman for Reebok and McDonald's. But his journey to America—like that of his forgotten foil, 7'1" Wang Zhizhi—began long before he set foot on the world's brightest athletic stage. Operation Yao Ming opens with the story of the two boys' parents, basketball players brought together by Chinese officials intent on creating a generation of athletes who could bring glory to their resurgent motherland. Their children would have no more freedom to choose their fates. By age thirteen, Yao was pulled out of sports school to join the Shanghai Sharks pro team, following in the footsteps of Wang, then the star of the People's Liberation Army team. Rumors of the pair of Chinese giants soon attracted the NBA and American sports companies, all eager to tap a market of 1.3 billion consumers. In suspenseful scenes, journalist Brook Larmer details

the backroom maneuverings that brought China's first players to the NBA. Drawing on years of firsthand reporting, Larmer uncovers the disturbing truth behind China's drive to produce Olympic champions, while also taking readers behind the scenes of America's multibillion-dollar sports empire. Caught in the middle are two young men—one will become a mega-rich superstar and hero to millions, the other a struggling athlete rejected by his homeland yet lost in America.

Bonded by Darkness Jan 23 2022 Leonardo, a happy twenty-one-year old living in the Indian city of Cochin, is engulfed in darkness when hidden secrets from the past see light. He moves to Mumbai to get away from it all, where he befriends a young boy at an underground fight club and a beautiful woman living next door to him. When the boy is kidnapped by a Ukrainian mobster and the woman is attacked by a businessman, Leo decides to take it upon himself to hunt down these criminals. In Leo's attempt to fund his undercover operations, he recruits his friends—who, like him, are reborn in the fires of adversity—to rob the Royal Global Bank, Mumbai. As a result, he ends up even deeper in the dark world of criminals. Is everything what it appears to be? Once bonded by darkness, are they destined to live forever in the shadows? Pick up this scintillating read and find out...

Executive Presence Nov 08 2020 Shital Kakkar Mehra, India's leading Executive Presence coach and bestselling author, has trained numerous CEOs and star performers over the last two decades. In this book, she has shared her proven POISE formula for success; tools to help you maximize your potential and fast-track your career to the coveted role of a CEO. Executive Presence is the mysterious 'it' factor in leadership. How do you present yourself? Are you assertive? Do you inspire confidence? How do you engage with stakeholders? Crack the code on Executive Presence with: Physical Presence: Refine body language skills. Online Presence: Build your global personal brand. Influencer Presence: Master executive maturity; learn to 'speak up'. Stage Presence: Inspire teams with effective public-speaking skills. Engagement Presence: Build strong and diverse networks

Inevitable Surprises May 27 2022 The world we live in today is more volatile than ever. The security of free nations is threatened by rogue states, the global economy is in flux, and the rapid advance of technology forces constant reevaluation of our society. With so many powerful forces at work and seemingly unpredictable events occurring, to many the future seems dark, and its possibilities frightening. Peter Schwartz disagrees. A world-renowned visionary in the field of scenario planning, Schwartz's startling—and accurate—predictions have been employed by government agencies and major corporations for more than twenty-five years. He argues that the future is foreseeable, and that by examining the dynamics at work today we can predict the "inevitable surprises" of tomorrow. Timely and thought-provoking, *Inevitable Surprises* is a book that no one with an interest in business—or the future of our society—can afford to miss.

Red Earth and Pouring Rain Nov 20 2021 The gods of poetry and death descend on a house in India to vie for the soul of a wounded monkey. A bargain is struck: the monkey must tell a story, and if he can keep his audience entertained, he shall live. The result is *Red Earth and Pouring Rain*, Vikram Chandra's astonishing, vibrant novel. Interweaving tales of nineteenth-century India with modern America, it stands in the tradition of *The Thousand and One Nights*, a work of vivid imagination and a celebration of the power of storytelling itself. "A dazzling first novel written with such originality and intensity as to be not merely drawing on myth but making it." *Sunday Times*

Trapped Mar 01 2020 "All in all, I'm just trapped here in this in-between world." Aditi and Arjun, inseparable twins, look for music in the mundane, are part of a band and even have a music video gone viral to their credit. But their mother worries for their sanity because they keep talking to a brother no one can see. And Arjun and Aditi have no idea how to credit the 'ghostwriter' of their lyrics. And this ghostwriter wants nothing more than to come out of oblivion. Strange and compelling, *Trapped* is a story of high-school heartbreaks and dark secrets and unbreakable ties.

IT CAN'T BE YOU Oct 20 2021 It can't be you... When Colonel Belliappa, Indian Army (Retd.), a highly decorated war hero is found dying one night frothing at the mouth in anguish, there is no one else at home. Other than his immediate family. His wife, his daughter and his son. Did he, who killed so many, kill himself to bury something dreadful from his past? Or, was he killed? His death sets the clock back to his life as a career officer in the Indian Army. He fights with great valour in the 1971 war against Pakistan which leaves him physically and psychologically scarred for life. Years later, his aggression and maniacal bravery leads to a secret assignment. He is handpicked to command a crack team of Indian Army snipers as an irregular force to fight intruders and militants in the Kashmir Valley from 1989. Today, he is a partner in a flourishing and successful armaments firm. The Colonel finds himself in a series of conflicts with his family, amongst others. Standing to gain from his death, they plan to kill him for their own reasons, quite unknown to each other. Do Colonel Belliappa and his family pay the ultimate price? For the spiral of vengeance he himself triggered some decades ago.

Thought Provoking May 03 2020 T.P. Anand has spent the past thirty years guiding, educating, inspiring, and mentoring youth. He has made it his passion to lead by example while encouraging younger generations to embrace their inner-gifts and protect their intelligence. Now he is intent on sharing his life lessons with the world with the hope that each will provoke thoughtful discussion. In a collection of various articles he has penned over the past six years, Anand explores diverse topics that provide insight on the key factors to achieving professional success, the important role of a housewife, the ways to transform thinking and attain results, why teachers play a vital part in each of our lives, the skills that we retain forever, the value of time, why expectations lead to disappointments, the difference between sacrifice and contribution, and why it is so imperative that the seven chakras within the body are aligned. *Thought Provoking* shares fifty-four articles that share a successful businessmen's perspective on life and his methods to attaining personal and professional success in today's challenging world.

Why Network Marketing Aug 25 2019 People lament over the concept of mastery over Network Marketing on reaching the pinnacles of success. For, the field has immense scope in mobilizing the professionals for professional competence in various fields. They are virtually unaware of the end product, endorsing the ace professional to become the billionaire. Keep abreast of yourself with techniques. Qualify yourself to become the ace in designing the strategies of Network Marketing. You could be the successful billionaire behind the scene... The renowned human nature expert and a post-graduate in Commerce from Delhi University, Surya Sinha is an internationally established brand in the realm of human training & source of inspiration. He is a well known name now after delivering his inspirational lectures in Delhi, Mumbai, Bangalore and Kolkata in academic institutions, commercial Outfits and Leadership Development Programmes. His books on the related subjects have become bestsellers. He also has more than 1 00 articles in the prestigious domestic and international publications to his credit. Not only this, his audio cassettes are also immensely popular. Some of his popular books are 'A Guide to Network Marketing', 'Kaise Payein Safalata Networking Marketing Mein', 'Jeevan Ke Prerak', 'Aapni Yaddassat Kaise Badhayein', 'The Art of Dealing People' Lok Vayavhar', 'Chubete Vichar', 'Aao Bane Safal Vakta' etc. Surya Sinha is also actively involved in social causes like Blood Donation Camps, Children Awareness Camps, Free Meditation Camps, Training Camps, Senior Citizens Welfare Camps etc. Media has taken a serious note of Surya Sinha as reflected in his numerous interviews on TV and in print.

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