



WHEN I FOUND THE PROFOUND...

Rajeew Ravindranathan, Actor

"It's not how good you are, it's how good you want to be." - Paul Arden.

A LONG SHOT BUSINESS MANTRA

MUTHU P.

The golf course prepares you for boardroom challenges, says this seasoned golfer from the corporate world

Kishore Rao thinks the idea of cracking business deals on the golf course "should stay in magazines and movies". In real life, he says, it is not advisable to mix business with putting. A known name on the amateur golf circuit, Rao says the game helps break the ice, build a good network and become part of the fraternity. He may not credit the sport with forging business partnerships, but says it certainly teaches you mantras that will take you a long way.

Optimism: We golfers always believe that we get better the next time. The same thing applies to business. Never lose hope. If a golfer does not have a good round today, he/she looks forward to a better round tomorrow.

Never be complacent: Just when you think you have mastered it, the course will bring you down to earth. At the golf club, the lower the handicap, the better the player and that's what every golfer aspires to achieve. I started with a handicap of 32 and worked my way down to 16. Just when I thought I was improving, my handicap has now tumbled to 19. Similarly at work, confront the new realities and work towards regaining lost ground.

Keep improving: Keen golfers work on

improving their drives, approach shots, chips and putts. They read training books, look online, and go to coaching schools to hone their skills. The same applies to work or business – the constant hunger to learn and improve is important.

Play the course, not the opponent: The objective is to beat your own best score every time you get out on the course. That way the end takes care of itself. In the business world it helps to play to your own strengths and not be swayed by what your competitors do. Understanding your capabilities, strengths and limitations are the key for sustained success.

Be aware of the environment: A golfer is conscious of the hazards to avoid. He also knows how to confront reality when in trouble. Get out of trouble with minimum damage and penalty. Makes sense to do the same in business if external conditions change suddenly. Cut your losses and limit the damage as much as you can.

Be humble: A golfer knows he/she cannot count his chickens till the last round and last stroke is made. Ask any champion golfer. The greatest achievers and champions are extremely humble and understated. You see similar examples in the business world – great role models that have stood the test of time.

– Ayesha Tabassum



Kishore Rao (60)
VP – Global Operations,
QuEST Global Solutions