

My **Giant** Steps towards a Renaissance

The Inside Story – Strategy to Transform TCS
and Insurance Practice

Who I am ? My Credentials

Sourav

Asst Systems Engineer

DOB: 10 MAY 1979 (10 May – SEPOY mutiny)

Salary :20000

Consistent Rating < 3

Experience : 29 months

Skills: Talking Big , Steam roller type –Analytical

Skills , Master of Disguise ,Eyes that See

Through

Favourite dialogue : I am learning

Current Contributions to Insurance Practice

Unseen and Unheard revenues of upto 10million \$
- Purely Consulting

Proof : bank Account Net ; Rs 5000.

: Demonstrated ability to take risk.

: Presently I eat , drink and think Risk

: Risk is I might not have my job left after
this PPT

You cant think of Insurance without , Risk Can u?

Break up of Revenue:

Attitude Risk: 7m\$

Preaching Risk:3m\$

Leadership style

- Predominantly - Foot on the Gas Pedal
- At other times - start the Sparks – lets other's put the Hay to continue the fire.
- Very Rarely – Shock and Awe

Hearts Desire –
to be the “Jack Welch” style Demolition Man

You Might have Heard this from me sometime

◆ Don't work for Ratings

◆ Try not to fight the System (The Matrix)

◆ Don't Argue with Fools –They'll First drag you down to their level and then beat you with Their Experience.

◆ Yeah it's easier to give when get a lot. Some times you have to give even when u don't Get much. Experiment ,feel the pain, and then feel the power u gain.

◆ Very often we measure people at the Top with our small scales –pay,power,post. More often than not they would be ones who are least interested in all that.

◆ When you do something right, people might not even know you've done anything at all.

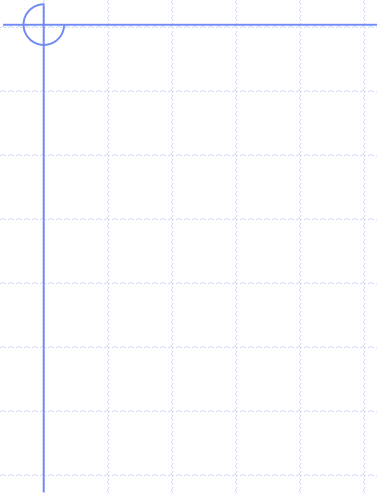
◆ If you judge by sight, you cannot see.

Strategic Assessment

- ◆ The Most Captivating TERM in the world today is “Uncertainty” – That very naturally and spontaneously translates to Insurance
- ◆ Insurance Practice is going through a Complete Makeover – From it’s name plate to it’s attitude. While McKinsey is called “the firm” CIG is now fondly called “The Practice.”
- ◆ Did you in your dreams think of Sensex @ 9000? At 4500 it showed some signs of restlessness. I’ll give you a hint - I have shifted my system 5 times after joining “the Practice” in 8 months. 😊

Your Verdict

- ◆ he he
- ◆ Oh SO u think u r “Tom Peters”
- ◆ good for a Change.
- ◆ Oh he’s replacing our CEO soon.
- ◆ Dude what do u want ? 😊
- ◆ Lets all try our Hands at this.





Thanks