## My favourite corporate speaker and what have I benefited from it

I am Chaturthish Shettigar student of Fazlani Academy Business School (F.A.B.S). As being an MBA in here we have concept called Corporate Thursday's, where in every Thursday we have a speaker coming in from different companies and sharing their success stories, knowledge and experience of corporate world. Those speakers are usually Directors, CEO, VP of different companies. I will be sharing my experience about my favourite corporate speaker and what I have benefited from it.

My favourite speaker was Mr. Mahindra Ingle, Founder & CEO of Gold Culture i.e. Global Organisation for Learning & Development Culture. He visited F.A.B.S on 22<sup>nd</sup> February 2018, I remember him because he thought me few important things to use in my corporate life as a manager.

Mr. Mahindra Ingle came in and introduced himself and mentioned all the student as a future manager. "Well I'll be speaking with future managers today" these were his exact words. He was there for 3 hours with us and he kept on mentioning us again and again as managers like he was motivating us to think and act like a manager. And trust me it worked, a lot of students were participating, asking questions and volunteering for the management games that he made us play.

He began with a game so he could warm the environment and so he could get to know us and he gets our attention. The game was a management game called "traffic jam" which was complicated and he asked for 10 volunteers for the demo, as he kept them in suspense about why he is calling 10 volunteers, all students were hesitating before volunteering but still 10 stood up and as they went to stage he explained us about the two important quality of manager i.e. taking initiative and never lose the opportunity standing in front of you.

After the Demo, as the game was related to strategy everyone had to use their brain and win by solving the traffic jam puzzle, the whole class was divided in groups of 10 and were told to solve it in 10 min, whoever solves it first will get a special reward, so like this he created competition between the groups and all the groups were in hurry and tried to solve it but they took 30 min to solve it where as he asked everyone to solve it in 10 min. so as per the rules we all failed. He told everyone, get back to your seats and explained why all of us failed, he said we failed because we were thinking like students not managers, a manager would have sat down for a moment and would have strategized the whole game when he was showing the demo and would have wrote it down on a piece of paper so his group members can use it further for solving it easily in 10 min.

All students were surprized and realised that what he was saying is right and also easy to do and will not make any mess or chaos. And from that day everyone decided that they will not directly jump into any conclusion, they will first think strategize like a manger and then act on it.

Going ahead with the day he introduced a concept called FOG and FIG i.e. Find Out Gap and Fill in Gap. He explained that how to use this concept for your life in corporate world. He said if you are stuck in future due to any problem so go first find out what's the problem and find a solution in the same way if you find any gap in the system fill in the gap by introducing a solution. For example: What Swiggy is doing now, they found a gap in market and they filled it, as in delivery of food from any restaurant at home within a limited time as all the restaurants don't deliver food at home and some of them have location range for delivery.

And the last thing I remember he thought us was always talk in options, always ask question in options i.e. for example ask your client that your coming today or tomorrow, don't ask when you are coming. This makes clients to commit and your work will be done easily. And you can use this think everywhere in the life. All you have to do is talk in options.