

# Chanakya

...The Guru who defeated The Alexander



CORPORATE CHANAKYA

[www.hr-is-in.com](http://www.hr-is-in.com)



# Chanakya a.k.a Kautilya

Chanakya was a famous diplomat. of the mighty Mauryan empire.

350-283 BC.

He is the first management guru!

Authored 'Kautilya Arthashastra'

The basis of present day's  
"Management and Economics"






# Kautilya's Arthashastra



It is an ancient Indian treatise on Statecraft, economic policy, military Strategy and Management

The theories are relevant in present day even after many years of time lapse!





# Athasastra

- *Arthashastra* is divided into 15 books:
  - Concerning Discipline
  - The Duties of Government Superintendents
  - Concerning Law
  - The Removal of Thorns
  - The Conduct of Courtiers
  - The Source of Sovereign States
  - The End of the Six-Fold Policy
  - Concerning Vices and Calamities
  - The Work of an Invader
  - Relating to War
  - The Conduct of Corporations
  - Concerning a Powerful Enemy
  - Strategic Means to Capture a Fortress
  - Secret Means
  - The Plan of a Treatise




Arthasastra Written on Palm leaves




# Niti for Individuals






A person should not be too honest.  
Straight trees are cut first










Once you start a working on something, don't be afraid  
of failure and don't abandon it.

People who work sincerely are the happiest.





As soon as the fear approaches near,  
attack and destroy it.








Education is the best friend.  
An educated person is respected everywhere.  
Education beats the beauty and the youth







Never make friends with people who are above or below  
you in status.

Such friendships will never give you any happiness







Treat your kid like a darling for the first five years.  
For the next five years, scold them.  
By the time they turn sixteen, treat them like a friends.








The fragrance of flowers spreads only in the direction of  
the wind.


But the goodness of a person spreads in all directions.







A man is great by deeds, not by birth







Before you start work, always ask yourself 3 questions

Why am I doing it?


What the results might be?

Will I be successful?


Only when you find satisfactory answers, go ahead.









God is not present in idols.  
Your feelings are your God.  
The soul is your Temple







Never share your secrets with anybody.  
It will destroy you.






# Niti for Organizations








Wealth will slip away from the foolish person, who  
continuously consults the stars; for wealth is the star of  
wealth; what will the stars do?

Capable men will certainly secure wealth at least after a  
hundred trials”









There is some self-interest behind every friendship.  
There is no friendship without self-interests.  
This is a bitter truth.








A Trainable person is the one with following qualities.

- Desire to learn
  - Effective listening ability
  - Ability to reflect (think from all angles)
  - Ability to reject false views
  - Intentness on truth not on any person
- 






## *The 4 diplomatic principles*


Sama : Conciliation

Dana : Offer gifts


Bheda : Cause dissension

Danda : Punishment





After ascertaining the relative strength or weakness of powers, place, time, revolts in rear, losses, expenses, gains and troubles, of himself and of the enemy, the conqueror should march





Links for more...



[www.LCDing.com](http://www.LCDing.com)