

LEARNING FROM LEGENDS

LESSON-03

TENDULKAR

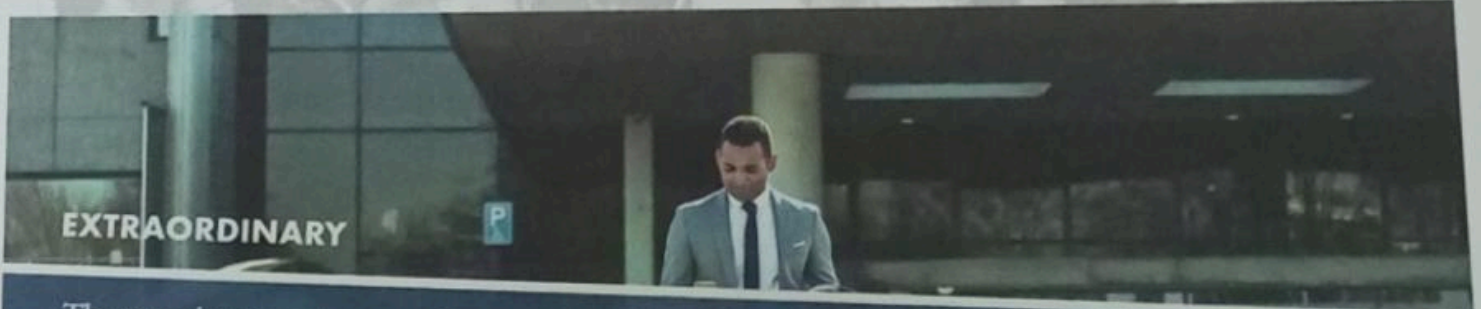
& TATA

There are *three types of people* in this world.



ORDINARY

The first category is ordinary people. Average. Mediocre. Common. Unexceptional. These people live their lives just to meet the minimum expected from them, a routine life. They are born, live their lives, leave this world, and then are forgotten.



EXTRAORDINARY

The second category is extraordinary people. Outstanding. Exceptional. Remarkable. Amazing. These people strive to accomplish something great in a particular field and achieve shining success. They leave long-lasting impressions in their field and influence generations to come.



LEGENDS!

And then... there are LEGENDS! Who are they? A legend is someone whose name, work and life last on the test of time. Even if that person is no longer here on this Earth, they leave an everlasting imprint of his work and character on this Earth. He is considered an exceptional person even amongst extraordinary people. Their life provides learning about character building and inspires others to live a life full of values. A legend is not only accomplished in their profession but lives a principled, disciplined, value-based life.

SO DO YOU WANT TO BE A LEGENDARY PERSON?
HERE IS THE WAY.
WE MUST FOLLOW IN THE FOOTSTEPS OF LEGENDS...



learning from the **GOD OF CRICKET** **YOU VS SACHIN**

SCENARIO#1

"Thank God! Now, only one exam is left! Then I would be relaxing!" You and your friends are coming out of the examination hall, discussing some tricky questions in the exam. You are done with almost all final exams except one. You will be on vacation after tomorrow after the completion of one remaining exam. You are eager for vacation and planning to meet your friends and relatives during that time. You are excitedly walking towards the parking area, thinking about your vacation plans. When you reach your bike, you see your sister waiting for you crying. *"What happened? Why are you crying?"* You ask your sister. Your sister wipes her eyes and says, *"Bhai! Mom just called and told me that there is a fire in the kitchen and our house is on fire"*. She has asked us to reach home as soon as possible.

Without saying another word, you started your bike, and both of you rushed to your home. While going home, a flood of thoughts made you worry about your family members, furniture, households, and belongings... You could imagine the condition of your house due to the fire. You are thinking about the condition of your study room and your notes and study materials for the remaining exam. You got worried: *I still have one exam remaining, and how will I face tomorrow's exam without any reading materials. What will I do?*

When you reached home, the fire brigade had done its job and got control of the fire though some damage had happened. Unfortunately, your notes and reading materials are also burned in the fire, and you have nothing left to prepare for tomorrow's exam. The challenging situation of tomorrow's exam is in front of you. You need to face this situation while keeping a balance of your mind. **what would you do?**

- ☐ *"Forget about the exam! The school will exempt me from the exam by looking at the fire situation in my house."*
- ☐ *"I think I should give the exam. But I don't know whether I will be able to perform or not."*
- ☐ *"Still, it is possible. I have time. One night there before the exam. There is no point in worrying about a situation that is not in my hands. I will focus on what I can do instead. After that, I will get back to help my family members."*

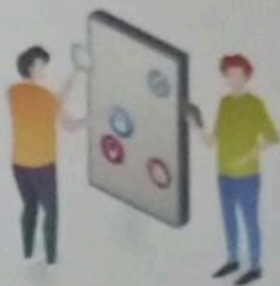
The year was 1999. That year the ICC World Cup was organized in England. Sachin Tendulkar was lying on the bed of a hotel room the night before the match against Zimbabwe. Suddenly, his phone rang. He got bad news about his father, Ramesh Tendulkar's death. Sachin packed his bag and left for India.

Brijesh Patel, India's manager for the tournament, briefed BBC, "Sachin was in a state of shock, he was very close to his father. His death was unexpected... Sachin flew back home this morning..." While Sachin was attending to his father's final rites, India lost their match against Zimbabwe. After 3 days, Sachin returned to England to play a match against Kenya, where he scored 140 runs. Sachin played with a stable mind in this challenging time, remembering that it was his duty to play for his country and, at the same time, give equal importance to honour his father. We may encounter situations like these, but it is in our hands to keep the balance of our mind and remain calm and composed during difficult times. Whatever the circumstances, it is our duty to take care of ourselves, our family, and our country.

SCENARIO#2

You are an expert in the field of app development! Everyone at your college knows you are a genius at developing new smartphone applications. You've already developed two apps that were instant hits! Currently, you are working on a new app that will help students compile and share their notes with other students.

One day, while you are having lunch, a student comes to you and asks, "Do you have time? I wanted to ask you a few questions about app development." You don't know this guy, but you give him the seat next to you. He shares his views about a new app, and it seems similar to your idea of a new app! He talks about some new features that will make it more user-friendly than yours. "I'm having some issues with the coding. It would be of great help if you could check it and help me out to run it," he says.



Now, what will you do? This guy has the potential to become a better app developer than you!

- ☐ "I can't help this guy! He's my competitor!"
- ☐ "I'll take a quick look at it and say I couldn't find any problems."
- ☐ "I should help him. He has real potential that is required for app development and can do wonderful work in the future."

Sachin Tendulkar is known for guiding young and new cricketers, and he gives them invaluable suggestions and advice. Sachin used to help cricketers even when he was a superstar! He used to give tips to his teammates and even players of other teams!

In an interview with Times of India, Amol Muzumdar (retired Ranji Trophy batsman) said, "I owe [Sachin] a lot for the courage he gave me in times of need. Once, while playing a match for Mumbai against Maharashtra... I was somewhat upset with my failures and had some family problems. Nobody could figure out my mental condition at that time, but somehow Sachin could sense it. He came and put his arm around my shoulder and said, 'Amol, whatever is the problem, you have to fight it out.'"

We should also be ready to help others even if there is a possibility that someone may become better than us or become our competitor in the future. **Helping others is its own reward.**

TENDULKAR LESSON #2

SCENARIO#3

Your parents have gone to market, and only you and your pet dog Rocky are at home. Your parents think you might be studying, but you call your best friend to come to your home here. And instead of studying, you both started cricket in the room. Oh no! The ball strikes with a flower vase, and that was your mother's favourite one! Rocky started to bark, looking at that corner, and your friend made some excuses and went back to his home.

If your mother comes to know about the real reason, she will be furious, and you will be in trouble. What would be your reply to mother?

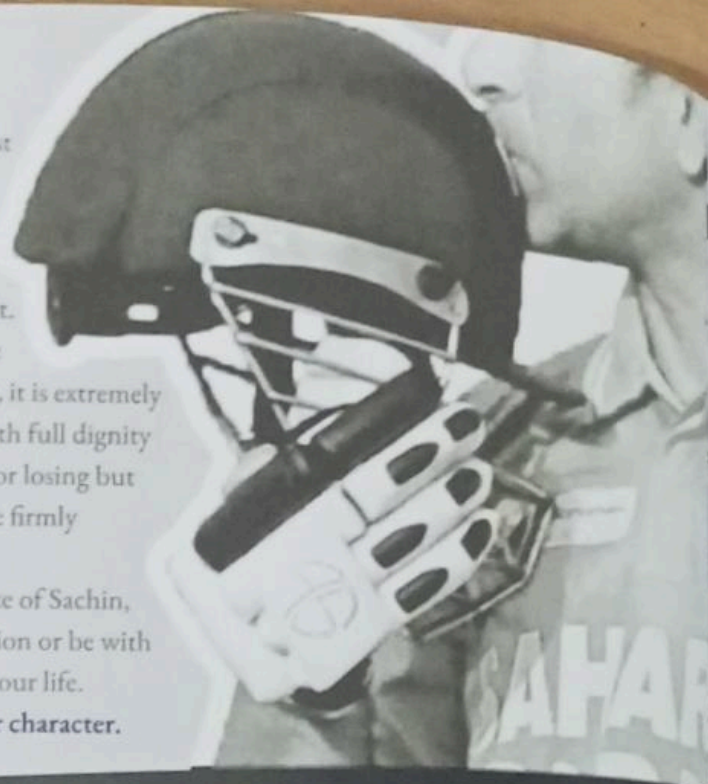
- ☐ "Mam, Rocky did it!"
- ☐ "I don't know what happened! I was studying in my room. It may be due to the wind."
- ☐ "Sure mam, I was playing cricket in the room. While playing I broke your vase by mistake. I will take care now time."



In the 2011 ICC World Cup, India was playing against West Indies in Chennai. The ball thrown by Ravi Rampaul crossed stumps, touching the edge of Sachin's bat and got caught by the wicketkeeper. Umpire Steve Davis declared Sachin Tendulkar not-out. But still, Sachin walked off from the crease, back to the pavilion, because he knew he was out. As a competitor, it is extremely difficult to act with this spirit. Sachin played cricket with full dignity and honour. For him, cricket was not simply winning or losing but more important was how you win or lose the game. He firmly adhered to his principles.

Let us be honest with ourselves. Suppose we are in place of Sachin, then what will we do? Will we take the not-out decision or be with the truth? We also may have to make such decisions in our life.

Remember, these decisions act as foundations for our character.



learning from **THE TITAN OF TATA**



Ratan Tata has lived an incredible life. He has witnessed many ups and downs, many failures, and successes in his life. However, his ethical behaviour, business practices, and value-based living made Ratan Tata stand out amongst all business tycoons and industrialists.

This made Ratan Tata a legend from simply an accomplished business tycoon!

Let us look at these interesting facts and stories from the life of Ratan Tata. Also, take out some time to think about them.

'What can we learn from Ratan Tata's life?'

#1

The Tata Group is India's largest and most globalized business conglomerate with over 100 companies such as Tata Consultancy Services, Tata Motors, Tata Salt, etc. Its products and services have markets across 150 countries. Approximately 750,000 employees are contributing to Tata group's revenue of US \$110 billion.

Once, the Tata group signed an MOU with an international company to set up a joint venture. The new factory was ready, but unfortunately, they could not get an order from any client. The newly appointed CEO felt that the problem could be solved by adopting some unethical practices. During one meeting, the CEO, who was working with Tata first time, told Ratan Tata, *'We set up the factory, but we can't sell a single item. So, I hope it's all right if I, you know, deal with it.'*

'No, it's not ok. How can you even ask such a question?' appalled Ratan Tata replied.

'Then the factory will close down,' warned the CEO.

'For that, if you must close it down, close it down. But we have hired you because we thought you would get an honest order,' the chairman asserted.

The CEO was stunned. He never expected the chairman to agree to close a factory but not indulge in any dishonest dealings. He went back and thought that if Ratan Tata had said it, surely it must be possible to get honest orders. He tried again, and that company eventually flourished without giving in to a bribe.

What lesson can be learnt from Ratan Tata's honesty?

How can I apply these lessons to MY LIFE?



#2

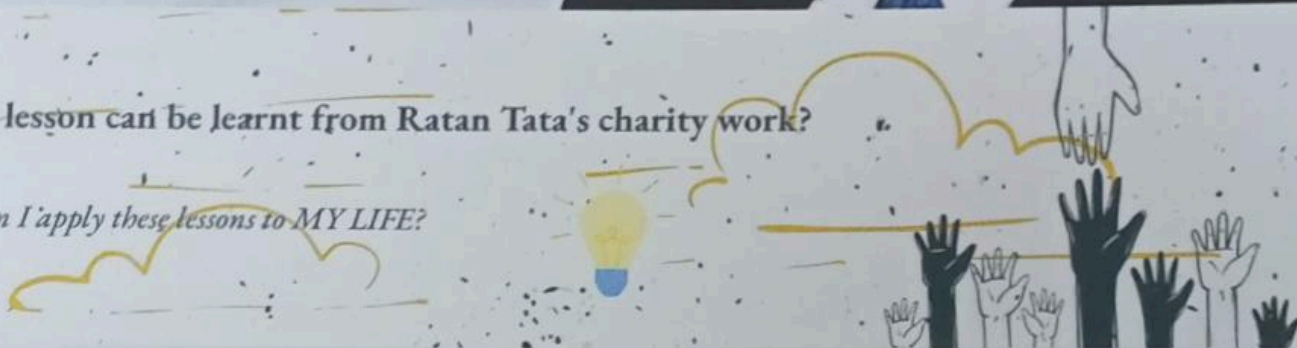
Ratan Tata heads Tata Trusts, which owns 66% of Tata Sons worth more than 311 billion US dollars. This 66% ownership of Tata Sons Limited is not reflected on Ratan Tata's personal financial statement but on the statements of various charitable organizations.

Ratan Tata is known to donate 60-65% of his wealth to charitable causes in education, medicine, rural development, etc.



What lesson can be learnt from Ratan Tata's charity work?

How can I apply these lessons to MY LIFE?



#3

On 26th November 2008, the Taj Mahal Palace Hotel (the Taj), owned by the Tata Group, was attacked by terrorists. In the aftermath of the attack, Ratan Tata took charge of the hotel. He managed to compensate the losses of employees as well as visitors, who suffered injury or other monetary loss at the Taj. Tata took care of employees of the Taj hotel by paying them full salaries even while the hotel was being reconstructed. About 1,600 employees were provided food, water, first aid, and sanitation facilities through employee outreach centres. Ratan Tata personally visited the families of all 80 employees who were affected due to the attack. The arrangement was made for the employee's relatives to come to Mumbai by providing them flight tickets and accommodation to stay in Mumbai for 3 weeks. He also gave compensation to railway employees, police staff, and pedestrians who died in the attack. He took responsibility for the education of 46 victims' children. The care of families was taken by arranging to pay the full salary of the deceased employees to their family members.

Ratan Tata personally attended 64 funerals in three days.

What an amazing person!

What lessons can be learnt from how Ratan Tata handled this incident?

How can I apply these lessons to MY LIFE?

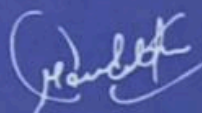
Interesting **TATA** Facts

- Ratan Tata was raised by his grandmother, who instilled strong values in him, becoming his lifetime guideposts.
- Ratan Tata's first job was at Tata Steel in 1961. The first responsibility he was given was to manage the blast furnace and feed limestone.
- Ratan Tata is a skilled pilot. He became the first Indian pilot to fly the F-16 Falcon in 2007.
- Under his able leadership, the revenues of the Tata Group grew more than 40 times, and the profits grew by over 50 times.
- When former President of India K. R. Narayanan honoured Ratan Tata with the "Padma Bhushan" award for his distinguished service to the country, he humbly mentioned that he could take higher education because he got a scholarship from the Tata group.
- The Tata Group, under his leadership, endowed a scholarship fund of \$28 million towards Cornell University to provide aid to undergraduate students from India.
- The group also donated Rs 950 million to the Indian Institute of Technology, Bombay, and created the Tata Center for Technology and Design (TCTD) for research and innovation in engineering.

"To handle stressful situations, remain calm and stable, follow your instincts and think clearly."

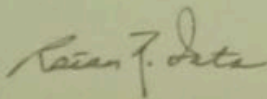
"I spent a considerable time preparing myself physically and mentally. I believe in converting negative energy into positive energy."

"Don't stop chasing your dreams, because dreams do come true."



"If you want to walk fast, walk alone. But if you want to walk far, walk together."

"Pick the stones thrown upon you and use them to build a monument."



"None can destroy iron, but its own rust can. Likewise, none can destroy a person, but his mindset can."

Recommended Reading:

The Wit and Wisdom of Ratan Tata
(by Ratan Tata)
The Tata Group: From Torchbearers to Trailblazers
(by Shashank Shah)

TATA

TENDULKAR

Chase Your Dreams: My Autobiography
(by Sachin Tendulkar)
Playing It My Way
(by Sachin Tendulkar)

