

LEARNING FROM LEGENDS

LESSON-03

TENDULKAR

& TATA



There are 3 types of people in this world.



ORDINARY

The first is ordinary. Average. Mediocre. Common. Unexceptional. This person lives a life that is expected of him or her. They are born, live their lives, die and then they are forgotten.



EXTRAORDINARY

The second is extraordinary. Outstanding. Exceptional. Remarkable. Amazing. This person goes on to accomplish something great within a particular field. They achieve whatever they put their mind to and influence their field for generations to come.



LEGENDS!

And then... there are LEGENDS!
 What is a legend? A legend is someone whose name, whose work, whose life lasts the test of time. Even if that person is no longer here with us, they leave an everlasting imprint on this Earth. Even amongst the extraordinary he is considered great. His or her life inspires people to reach for a higher sense of character. A legend isn't only accomplished in his or her profession or work. They live a principled, disciplined, value-based life.

SO DO YOU WANT TO BE LEGENDARY?!

THEN WE MUST FOLLOW IN THE FOOTSTEPS OF LEGENDS...



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

SCENARIO#1

"Thank God! Only one more exam left! Then we can relax!"



You and your friends are walking out of the examination hall, discussing a few of the harder questions on the exam. You have completed all of your final exams with just one left before vacation. You are making plans to meet up during the vacation when you make it to the parking lot. You reach your scooter and find your sister waiting for you, crying.

"What happened? Why are you crying?" Your sister wipes her eyes and nose and then says, "Bhai! Mom just called and told us to get home quick," she says before crying even more. "What are you talking about?" you say worried and confused. "Mom just called and said that there was a fire in the kitchen and she wasn't able to put it out in time. The whole house is on fire!" your sister says hysterically.



Without saying another word, you both jump on to your scooter and race home. On the way home, you think to yourself about your home, your family, your belongings... all the stuff that is currently burning up. "Oh no! I still have one more exam tomorrow! What am I going to do? My notes for the exam have probably burnt up in the fire!" you think to yourself.

Under these difficult circumstances, **what would you do?**

- "Forget the exam! My house burnt down! The school will excuse this exam."
- "I guess I'll go ahead and take the exam. But I don't know if my mind will be there."
- "What's the point of worrying about something I have no control over? Right now my duty is to focus on my exam. Once the exam is complete, I will help my family figure this out."

The year is 1999. The ICC World Cup is taking place in England. Sachin Tendulkar is lying on his bed in his hotel room the night before the match against Zimbabwe. Sachin's phone rings suddenly, only to find out that his father, **Ramesh Tendulkar**, passed away. Sachin packs his bag and leaves for India.

Brijesh Patel, India's manager for the tournament, told BBC, "Sachin is in a state of shock, he was very close to his father. His death was unexpected... Sachin flew 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 against Kenya, where he scored 140 runs. Sachin maintained **balance of mind**, remembering that it was his duty to play for his country and to honor his father as well.

We may face difficult circumstances like this in our life, but it is in our hands to maintain balance of mind – remain calm and collected in the face of difficulties. We should always fulfill our duty to our self, our family, and our country.

SCENARIO#2

You are an app developing king! At your college, everyone knows that you are a genius when it comes to developing new applications for smart phones. You've already made 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, another student comes up to you while you are having lunch and asks, "Do you have a minute? 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 begins to tell you about an idea he has about a new app and it sounds just like yours! In fact, he has added some new features that make it more user-friendly than the app you are developing.

"I'm having some issues with the coding. I was hoping you could take a look at it and help me get rid of any bugs." he says.



What would you do? This guy might be a better app developer than you!

- "I can't help this guy! He's my competition!"
- "I'll take a quick look at it and say I couldn't find any problems."
- "I should help him out. He seems to have real potential for app development and could become great in the future."

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

TENDULKAR LESSON #2

In an Interview with Times of India, Amol Muzumdar (retired Ranji Trophy batsman) said, "Personally, 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 struggling with my own failures and some worries at home. Nobody knew what was going through my mind, but Sachin could sense it. He came and put his arm around my shoulder and said, 'Amol, whatever it is, you have to fight it out.'"

We should also be willing to help others even if it means that someone could become better than us or become our competitor in the future. Helping others is its own reward.

SCENARIO#3

Your parents have gone out shopping and it's just you your friend and Rocky, your pet dog, at the house. Yes! Your parents think you will be studying, but instead you call your best friend to come over. You guys are playing indoor cricket when...oh no! The ball hits your mother's favorite flower vase! Rocky is barking in the corner and your friend makes an excuse and goes home.

If your mother finds out you did this, you're dead! **What do you do?**

- "Mom, Rocky did it!"
- "I don't know what happened! I was in my room studying. Maybe it was the wind?"
- "I'm sorry mom. I was playing cricket and broke your vase. I will be more careful next time."



TENDULKAR LESSON #3

In 2011 ICC World Cup, India was facing the West Indies in Chennai. Sachin edged Ravi Rampaul's delivery. Umpire Steve Davis gave Tendulkar a 'not-out'. Yet Sachin still walked off, back to the pavilion, because he knew he was out. As a competitor, this is an extremely difficult decision. However, Sachin played cricket with honor. For him it wasn't simply about winning or losing, but it was about how you choose to win or lose. He held on firmly to his principles.

In life, we will face many such decisions.

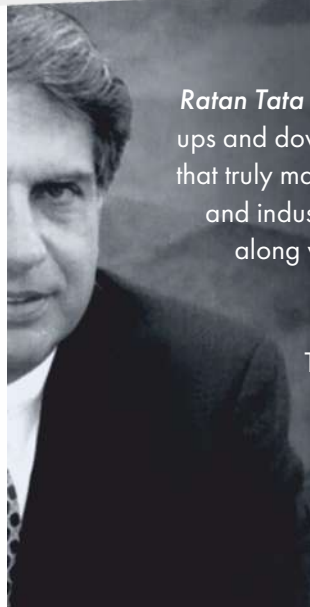
What will we do?

Will we take the 'not-out' or tell the truth?

It may seem like a simple decision with no consequences, but remember **these decisions sculpt our character.**



learning from
**THE
TITAN
OF
TATA**



Ratan Tata has lived an *incredible life*. He has had to face many ups and downs, many failures and successes. However, the thing that truly makes Ratan Tata stand out amongst business magnates and industrialists is his ethical behavior and business practices, along with his value-based living. This takes Ratan Tata from simply an accomplished person to legend!

Take a look at these interesting facts and stories about Ratan Tata. Take some time to think about them:

'What lesson is there to be learnt from Ratan Tata's life?'

#1

The Tata Group is made up of more than **90+ brands** and subsidiary companies such as Tata Capital, Tata Chemicals, Tata CliQ, Tata Consultancy Services, Tata Global Beverages, Tata Motors, Tata Salt, and many, many more. Tata operates in various industries such as information technology, steel, automotive, infrastructure, and financial services just to name a few. It is said that *'no one in Asia can go to sleep without using a Tata product.'*

Every large corporation has a minimum of one annual general meeting every year. If there are 90+ subsidiaries in Tata Sons, that means that there are **90+ annual meetings**, and don't forget several other board meetings. That would add up to *more than 1/3 of the year in just meetings!* How does Ratan Tata manage so many enterprises at once? *When would he even find time to do anything else?*

Tata sets up **6 annual general meetings (AGM) on the same day and at the same time**. Other leaders get the meetings started. When Ratan Tata walks into the room, he is briefed on what was being discussed and any open items they need his input on. He quickly makes impactful suggestions and moves on to the next meeting taking place in another room. This routine goes on until he has attended all of the subsidiary meetings.



What lessons can be learnt from how Ratan Tata attends these meetings?

How can I apply these lessons to MY LIFE?



#2

Ratan Tata **owns 65% of Tata Sons** which is worth **more than 71 billion US dollars**. This 65% 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 65-70%** of his wealth to charitable causes within **education, medicine, rural development, etc.**



What lessons can be learnt from Ratan Tata's charity?

How can I apply these lessons to MY LIFE?



#3

On **26/11** of 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** to make sure employees or visitors who had suffered injury or loss at the Taj would receive some form of compensation. Tata made sure that salaries of heavily attacked Taj Hotel employees were paid even while the hotel was being reconstructed. **1,600 employees** were provided food, water, first aid, and sanitation facilities through employee outreach centers. Ratan Tata **personally visited families of all 80 employees** that were affected. The employee's relatives were flown to Mumbai and were all accommodated for 3 weeks. Tata also compensated railway employees, police staff, and pedestrians. Tata made arrangements for the **education of 46 children of victims**. They also paid families of deceased employees their **full salary for the rest of their life**.

Ratan Tata personally attended 64 funerals in 3 days!

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

How can I apply these lessons to MY LIFE?

Interesting **TATA** Facts

- When Tata was looking to acquire a company named **Corus**, a **1,800 page MOU** was prepared. Ratan Tata read that MOU **12 times in 2.5 days. That is equal to reading 21,600 pages!**
- The Corus acquisition **meeting went on for 70 hours straight!** Ratan Tata remained present for all 70 hours of the meeting, **without taking a break to sleep! Ratan Tata was 72 years old at the time.**



- Ratan Tata used to receive **300 letters daily**. He hired **6 MBA graduates and 4 IAS officers to read and respond** to 275 of those letters. The remaining 25 letters required his personal attention.

How would Tata make time for these letters?

When Tata would visit the bathroom, his staff would stand 10ft apart, lined up along the way to the bathroom. Ratan would then answer 3 letters on the way and 3 letters on the way back. He would complete all 25 letters by the end of his day.

"The key to handling pressure situations like these is to keep yourself steady, follow your instincts and think clearly."

"I spent a lot of time preparing myself physically and mentally. I would rather convert that 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 so far, walk together."

"Take the stones peoples throw at 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 own mind set can."



Recommended Books:

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)

