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The Professional Subroto Bagchi,2011-06-30 A manifesto on what it takes to be a true professional in the modern world By common definition a professional is anyone who possesses the skills and knowledge necessary for a career whether as a surgeon a software engineer or a plumber But according to Subroto Bagchi our increasingly global marketplace demands more In a world where the foolish selfish and unethical decisions of a few have affected the lives of millions The Professional urges readers to act responsibly and reexamine business as usual By exploring a variety of professional dilemmas across many industries Bagchi defines the qualities of true professionals and the attributes that separate them from the merely competent These include Suffer no false attractions It s always tempting to take the path of least resistance but true professionals can separate the genuine from the phony Know when to say no True professionals are not afraid to say no to things that are not worth their time their energy or their creativity Take the long view True professionals understand that every action decision and relationship no matter how small can have a lasting impact **Go Kiss the World** Subroto Bagchi,2009-08-05 Go kiss the world were Subroto Bagchi s blind mother s last words to him These words became the guiding principle of his life Subroto Bagchi grew up amidst what he calls the material simplicity of rural and small town Orissa imbibing from his family a sense of contentment constant wonder connectedness to a larger whole and learning from unusual sources From humble beginnings he went on to achieve extraordinary professional success eventually co founding MindTree one of India s most admired software services companies Through personal anecdotes and simple words of wisdom Subroto Bagchi brings to the young professional lessons in working and living energizing ordinary people to lead extraordinary lives Go Kiss the World will be an inspiration to young India and to those who come from small town India urging them to recognize and develop their inner strengths thereby helping them realize their own unique potential **High Performance Entrepreneur** Subroto Bagchi,2018-10 Highly Readable Crisply Written Some Even Graduate To Setting Up Companies That Hold Their Own Against The Toughest Competition Becoming Icons Of Achievement In The High Performance Entrepreneur Subroto Bagchi Co Founder And Chief Operating Officer Of Mindtree Consulting Draws Upon His Own Highly Successful Experience To Offer Guidance From The Idea Stage To The Ipo Level This Includes How To Decide When One Is Ready To Launch An Enterprise Selecting A Team Defining The Values And Objectives Of The Company And Writing The Business Plan To Choosing The Right Investors Managing Adversity And Building The Brand Additionally In An Especially Illuminating Chapter Bagchi Recounts The Systems And Values Which Have Made Indian It Companies On A Par With The Best In The World High Performance Entrepreneurs Create Great Wealth For Themselves As Well As For Others They Provide Jobs Crucial For An Expanding Workforce Such As India S And Drive Innovation In India As Elsewhere Governments Have Become Much More Entrepreneur Friendly Than Ever Before And The Rewards Of Being A Successful Entrepreneur Are Many More Than Just A Guide This Is A Book That Will Tap The Entrepreneurial Energy Within You The

Tips Offered In The Book Can Make All Of Us Businessmen And Employers Better At Our Jobs Business India A Wonderful Book Which Will Go A Long Way In Guiding Aspiring Entrepreneurs Sahara Times A Guiding Light To Budding Entrepreneurs I Times Of India Free Press Journal Zen Garden Subroto Bagchi, 2014-12-01 Some of the most innovative and entrepreneurial minds of our times in conversation with management guru and bestselling author Subroto Bagchi For the immensely popular column Zen Garden which he published in Forbes India for over three years bestselling business author Subroto Bagchi spoke to some very interesting people Many though not all of the visitors to Zen Garden were like Subroto himself high performance entrepreneurs But the one thing that was common to every guest was that they were pathmakers rather than choosing to follow the well trodden path they had charted new paths that others could tread on This book features the very best conversations from Zen Garden including those with the Dalai Lama Sadhguru Jaggi Vasudev Nandan Nilekani Aamir Khan Dr Devi Shetty Kiran Mazumdar Shaw Ekta Kapoor social entrepreneur Harish Hande Sanjeev Bikhchandani of Naukri com Deep Kalra of MakeMyTrip com Caf Coffee Day s V G Siddhartha Vikram Bakshi the man who brought McDonald s to India and India s top winemaker Rajeev Samant In their own words these game changers reveal what it was that made them think differently what gave them the courage to step off the beaten track and how they sustained their vision in the face of seemingly insurmountable odds Zen Garden is a book that every young Indian should read

Reengineering India Carol Upadhyaya, 2016-07-07 The march towards a new India began with its entry onto the global stage as a rising economic power impelled by liberalization policies and the forces of globalization The success of India s information technology IT industry symbolizes these larger developments yet we lack a critical understanding of the wider social and cultural reverberations of this phenomenon Reengineering India explores India s post liberalization transformation through the lens of the software industry This book views the IT industry as a key site where new identities aspirations and social imaginaries are being created and circulated It examines the origins and organization of software capital the production of the Indian IT workforce the introduction of new forms of work and management and the connections between software and the new middle class The author argues that the software industry has been central to India s post liberalization refashioning yet it remains deeply embedded in older structures of inequality and modes of accumulation An anthropological account of the relationship between work class capital and culture in India s new economy this book is essential reading for thinking about the future of the post IT revolution nation **India Today International**, 2009 *Sell* Subroto Bagchi, 2017-09-10 An inspiration to a generation of entrepreneurs Subroto Bagchi considers himself a career salesman of products services and ideas In his new book Sell Bagchi presents the concepts of selling and salesmanship from his unique perspective Through stories and anecdotes drawn from his repertoire of experiences extensive reading and the careers of ace professionals he has encountered in his life Bagchi touches on each stage of the traditional selling process and elaborates on the skills tools and nuances that he believes can take the profession to the realm of art and sometimes even wizardry Dip into

this book to get insights into How knowing about the life cycle of the coho salmon will help you prospect better Distinguishing real customers with purchasing power from time wasters who will merely give you the runaround How creating a playbook well in advance can guarantee you a sale The transformational effect of believing in the value of your product and how you can bring your customer around to share your vision Why the power of persuasion ranks higher than the power to convince and why persistence tends to become meaningless after a point Marked by Bagchi s characteristic wisdom and practicality Sell is a rich illuminating and contemporary treatise on salesmanship that dispels a narrow view of the act of selling and redefines it as a skill every professional needs to succeed in their career **THE HIGH**

PERFORMANCE ENTREPRENEUR Subroto Bagchi,2008-06-01 Highly readable crisply written inspirational reading for any new Indian entrepreneur Frontline Difficult though setting up a business is becoming a high performance entrepreneur is harder still And yet of the many thousands who try there are those who go on to become successful some even graduate to setting up companies that hold their own against the toughest competition becoming icons of achievement In The High performance Entrepreneur Subroto Bagchi co founder and chief operating officer of MindTree Consulting draws upon his own highly successful experience to offer guidance from the idea stage to the IPO level This includes how to decide when one is ready to launch an enterprise selecting a team defining the values and objectives of the company and writing the business plan to choosing the right investors managing adversity and building the brand Additionally in an especially illuminating chapter Bagchi recounts the systems and values which have made Indian IT companies on a par with the best in the world High performance entrepreneurs create great wealth for themselves as well as for others They provide jobs crucial for an expanding workforce such as India s and drive innovation In India as elsewhere governments have become much more entrepreneur friendly than ever before and the rewards of being a successful entrepreneur are many More than just a guide this is a book that will tap the entrepreneurial energy within you The tips offered in the book can make all of us businessmen and employers better at our jobs Business India A wonderful book which will go a long way in guiding aspiring entrepreneurs Sahara Times A guiding light to budding entrepreneurs A must read for all those who dream of building a great institution from scratch Free Press Journal **Business World** ,2004-05 **Far Eastern Economic Review** ,1996 **Outlook** ,2005

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