

# MODELLING THE FUTURE

## *21st Century Thought Centre*

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### 1. Managing the Management



One should start understanding how to ‘manage’ the ‘management’. ‘Rudest Management likes the Shrewdest Executors’ is the dictum in Management Sciences. The owner needs extra skilled personnel (ESP’s) to reap benefits of investments and enrich owners’/shareholders’ wealth ensuring legal framework compliances and disciplines of applicable taxation as per respective laws of the land.

Human endeavour has its own ethos and pathos with innate inhibitions, imbalances and intoxications.

These are with respect to leading one's own businesses and establishments. These were to be vociferously felt when the same enjoys top and enviable position in any given field of product or service or concept. Artificial Intelligence has no reason to believe that exceptional rudimentary can be accomplished which should obviously need to be proxied with Raw Intelligence which one should possess in 'managing' the management. Management Gurus does believe in the theory of progress at any cost and not totally believe in factual realism of Murphy's Law viz., what is bound to happen, shall happen. Human Capital does possess some drivers, which are of intangible form such as motivation, encouragement and above all appreciation of positive performances without hesitation or pre-condition. Dilution of these would only further deteriorate value of businesses despite financial performances. Role of managing the management is critical for sometimes to even eclipse seriousness or repercussions that may haunt overall interests of business for non-availability or lack of value drivers.

## **2. Power of Information**



‘Power’ has more than one form of expression in life. Almighty possesses Divine Power (which some mortals also get a glimpse of on occasions due to penance and other yogic methods), Wealthier notified as possessing Money Power, Politicians with Authority and Muscle Power and so on so forth. But these powers, *sans*, divine power, has a sub-servient role to Knowledge Power or Power of Information (PoI). The power of mind, when used strategically with acute adeptness of retaining and retrieving, without any flaw or haziness, with absolute clarity and conviction, would surpass all other materialistic powers possessed including that of money power and man-power as discussed. The ‘information’ themselves would not provide the ‘power’ as such, just as the possessors of a rifle does not suggest adeptness in shooting. The tool in the form of right information for the right time and for the right cause would alone enrich the possessor with power and only then the same is virulent and effective and not otherwise. The danger in this respect is the ‘believer’ of someone possessing ‘power’ as aforementioned, but not in reality having one such at all; this could cause harm and result in total unproductiveness by any stretch of imagination. Alternatively, power of information is most productive and contributory in nature but for the absence of updation this could only delay processes of achievements. Classical reasoning one could give for non-performance and that can completely tarnish one’s own growth and confidence. One should possess candid information as a reservoir with absolute clarity and conviction for disseminating at any point in time, with dexterity, adeptness and without attributing any conditions for such achievements.

### 3. Excellence in Networking



‘Excellence is exuberance’ in all form and networking not necessarily means computerized networking alone but predominantly humane networking. The human excellence has a greater role-play in the concept of networking and free-flow of information can be achieved only through webbing of human intelligence and talents like the web of spiders. Global expansions can make or mar objectives of business and its accomplishments through this networking of human talents. The possessor of skills can be perfunctory if he/she does not possess skill of networking the human beings across the globe. The cultural, regional and geographical divide does play a key role and opts as a kingpin. One could only be successful only when one is not abrasive, atleast on majority of occasions, to natural misgivings of human element while at performance. The information technology with all its pervading concepts such as B2B, B2C, C2C, E-Commerce

etc., in business, has an accurate role to play. The networking of human element ensures accurate performance with absolute correctness and quickness. To that extent, it plays a vital supportive role in the performance of human talent.

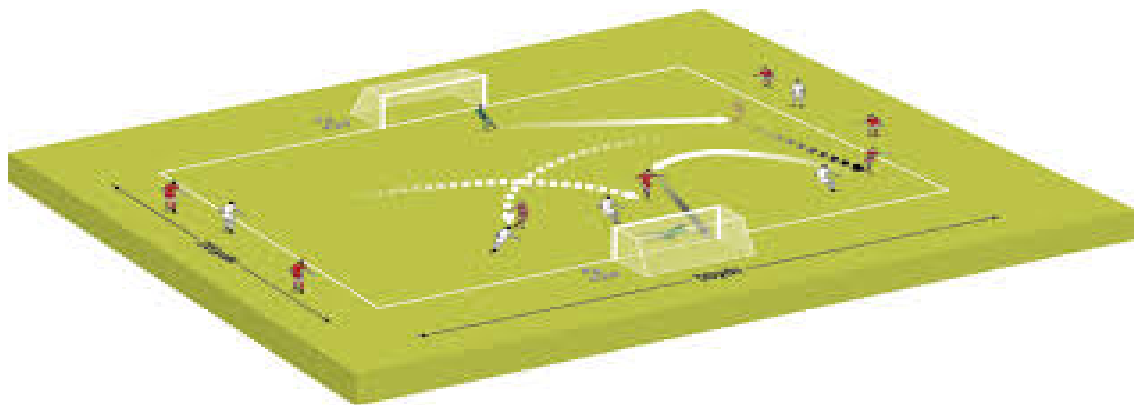
#### 4. Art of Masking



The ‘masking’ in this context would only indicate and mean the role-play and more effectively to denote promoters’ role with a clear undertaking of having an unconditional responsibility. The ‘masking’ is definitely an ‘art’, as it is a breach of natural tendency and sworning— in of un-natural tendency. The global business environment has migrated from value-based systems to accomplishment-based systems. The emerging economy vests with present day society and must exhibit true vibrations of cultural, regional, linguistic, economic, political, environmental and business attitudes. Possessiveness, Inherent Cohesiveness and Harmony are co-terminus, as the society has to co-exist at all

corners of the world with these traits. This masking is needed to suppress anger, control inhibitions, correct 'infatuated' and emotional decisions on business and surpass excellence provided by competitors. Greater persons achieve greater goals set in life only through greater emphasis and conviction on performances at all odds provided however based on 'art of masking' one's own strengths. As long as the 'masking' does not result in major calamity (which it presupposes not), it will only do well and not harm overall efficacy of business environment.

## 5. Cross Play Skills



**Cross-over skills** or Cross Play Skills does suggest that innate talents of the inhabitant would be utilized so as to re-shape one's own reservoir of knowledge possessed by such innovative persons who can frequently adept themselves with dexterity and thought provoking measures for right dissemination of solutions for the right cause and timings. Infact, this cross-over skills, which indicated here as cross 'play' skills, is the essence of 'timing' a decision – essence of business knowledge which shall always be to sustain correct and timely decisions for right purposes. No business was built up over night and even over a period of time

except by taking right decisions, which were to provide always timely, fruitful and correct solutions. As in any other case, where majority of the decisions taken were proved to be contributing for positive, definitive, defined and well-set objectives, in this case also the same would be regarded as correct and conclusive if the intertwining cross-play-skills are adopted with utmost dexterity. There seems to be no second opinion to establish the fact that possession of ‘cross-play-skills’ (CPS) does contribute to a very major role-play with innovations and virulent outcomes useful to society at large. The experience, judgement and skills of taking a right decision are other factors that supplement initial efforts of CPS.

## **6. Knowledge Centric Management**



Knowledge is a sustainable source of competitive advantage and that it is essential for corporates to tap and retain such resources in an era of rapid change with growth and more rapid uncertainty.

Knowledge Base should not only be created but also nurtured and disseminated throughout the organization at various points in time. Under valuing the creation and capturing of knowledge would only result in under investment and non-galvanising of corporates with resultant effect of non-centric knowledge base. Management programs should normally be explicit in such designing and installing techniques thereby mapping the world of business intelligence as a whole. The Chief Knowledge Officer (CKO) need to be an entrepreneur, self-starter and should be excited by the business development, driven to maximize returns and make a difference in performance.

Five pronged stages for knowledge management would include **data, information, knowledge, action, business results** (acronym: **DIKABR**). The most effective strategy is to create and nurture 'virtual teams' which can leverage knowledge across and beyond geographical and organizational boundaries. Out of several methods to ensure Knowledge Work Processes, one is to create specific roles for importing and exporting knowledge. Knowledge centric management have been more successful than others in lesser time and there are several case studies flooded in the management libraries of leading countries in this world to support this practicality.



## 7. Leadership Brains



Leadership brains encompass a clear vision to pathways of accomplishing desired goals already set, much ahead of industry visionaries. Steering enterprises to trespass desired horizons despite competition and challenges would be a ‘pillar – decision’ reminiscent to leadership qualities. Accomplishments have never been momentary; when achieved, it remains always in the history. Human races have always been “accomplishment-proof” despite all odds as the leader envisions future with an absolute control over methodologies to achieve from a solid past. Biased outlook would eclipse visionaries and conjures potential skills one would possess. Added to this, it would also dissipate vision and visionary from spotting competition that combats achievements. Best practices are always benchmarked to sound vision of visionary, whose goals are fixed and achieved treating competition in a healthier way, neither holistic nor hostile. Growth is never assured unless best brains are effectively questioned and best answers emerged thereby time-tested pathways to success are chartered.

Human race has always been led from a kind of current darkness to a brighter future and enlisting of its' pathway to goal, teamed leadership and other factors were instrumental to such achievements. The leaders' brains have to steer the dedicated mass with an amply clear outlook as the haziness, if any, possessed by the team would not only eclipse the pathway but also prolong the achievement. Energizing the leader is as important as energizing the followers and the goal objectives of the visionary should be abundantly discussed with the masses for definitive achievements even during the mapping stage.

## 8. 'Always Positive' Mania



'Mania' means 'an extreme enthusiasm for something positive of achievement' Business environment has to co-exist with the societal ingredients and the sudden 'quakes' in the society would definitely have a jerk in the business environment also.

That is why the Visionaries who possess the mania of “always positive” have been proved to be more successful amongst all odds which enliven and encompass them at various times during mappings, treading their pathways to success. Progress is not a dormant behavioural pattern when an unpleasant event sprouts but of the tact possessed by the visionary whose perseverance is tested once again for further growth. The able supporters do require an accreditation here, as no leader has been a successful leader unless and until accepted by the nearest masses and world over. What makes the difference between the ‘always positive’ leader vis-a-vis others is, the tremendous confidence attuned with the will power, not merely for the heck of it but due to conviction possessed in the given line of business with absolute clarity and shyness. It is imperative to note that a confidence over-imposed may fizzle-out but only with the utmost conviction it would turn out to be a resource tool for achievements. Levels and hierarchies have lesser import on these leaders as they envision many steps ahead than anyone even collectively can comprehend.

They would possibly try and do better acts and the skills possessed for the same would normally be mastered out of various experiments tried, tested, diagnosed, treated and attempted. Surpassing is as much a skill as one would foresee like back of the hand which envisions the theory of and reverberates on ‘question the present and lead the future’.

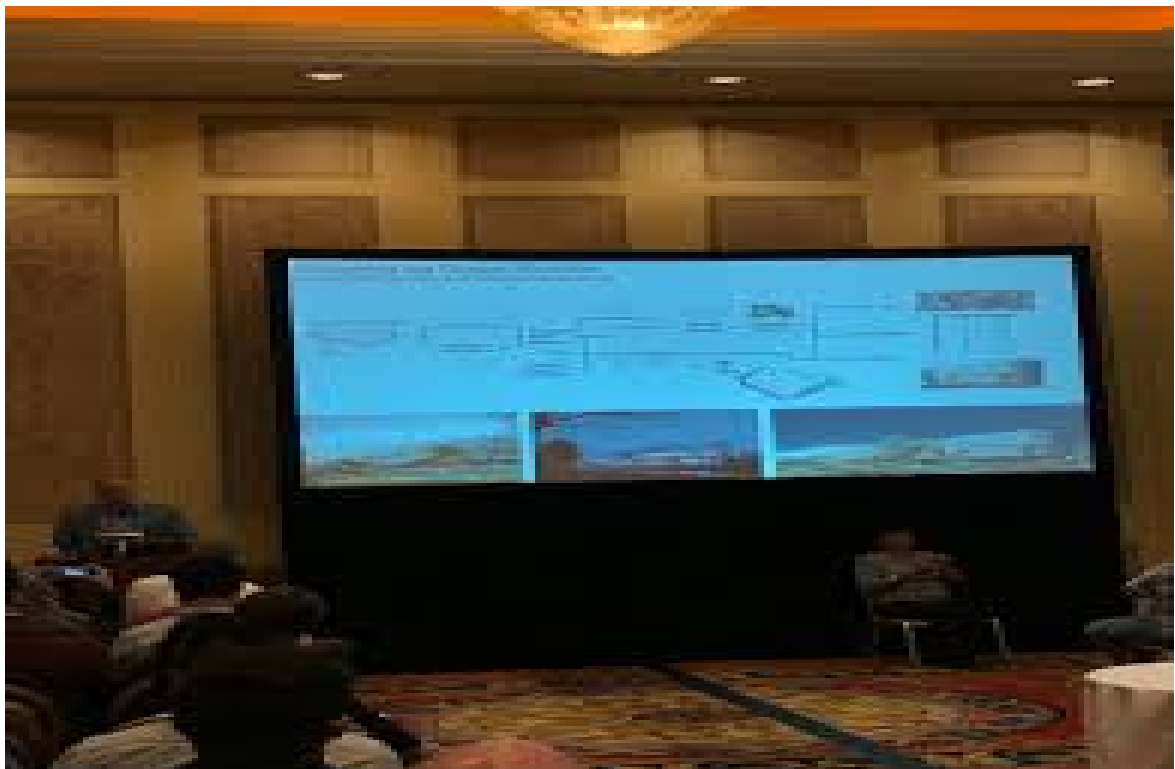
## 9. Attitudinal Horizon



‘Attitudes provide the Altitudes’ is a popular saying in business. Team not merely means ‘together everyone achieves more’, it needs to be implemented at every level in the business. A larger organization of service sector plays ample testimony to this concept of attitudinal horizon. The ‘success’ when depicted in the form of a triangle, would have one side “Skill” second side “Knowledge” and the third side “Attitude”. The shortening and lengthening of any one side or two sides alone would not enrich ‘Success’ in the describable quality and quantity of the shape of a triangle (often denoted as “Success Triangle”). Hence an admixture of KSA in the right proportions at every stage only leads to success in an un-enviable manner. Martial arts cannot be learnt in text books alone and tried straight away in a Japanese competition nor would practice alone to achieve skills can contribute to success without even announcing for a competition.

This suggests that the possession of right skills and knowledge are frequently fine-tuned, waiting for the right opportune time for testing the same and this behavioural pattern is termed as ‘attitude’. The present day context encompasses still an advanced version of such attitude and suggests that a competition can be generated to test the skills possessed by creating the same environment instead of waiting for an opportunity as in the past. There is nothing gained when competing with a person, who has got nothing to lose, as, life is not a competition to fight always, but a path to chart to achieve the desired goals. Business environment has a larger gamut to play as it envisages the larger perspective than it appears on the surface as such.

## 10. Presentational Deliverables



A Skill of presentation is the key to success in the present day business environment. The information technology plays a vital role in this as the skills of presentation has the key ingredients fine-tuned and tucked in a compact manner, so that the entire globe can perceive the vision of the visionary simultaneously at any part of the globe. The deliverables are the core for such presentations and depending upon the audience and purpose, the same is fine-tuned. The possession of skills is always tested in the ability to execute and here the presentation skills ultimately decide whether it is worthwhile to go ahead with a proposition or not. All ideas are always compacted into a readable form and the present generation presentations encompasses from the gamut of merely depicting the financials to wider perspectives of sourcing of finance, joint ventures, valuations, thought processes of the visionary etc., which is meant to enliven the desired and interested masses. Lap top computers today enrich these skills possessed. The globe has shrunk through the SOHO concept. It is quite possible that businesses can be transacted from one corner of the globe to another today, in a limited way but very soon, in an unlimited way all over the globe, thanks to the explosion of information technology and telecommunications.

## **Conclusion**

The 21<sup>st</sup> Century requires more Modern Management Ideologies for accomplishing and surpassing. Life without achievements is like Sea without Waves; it does not thrill anyone. YES; thrills are pre-requisites for Success and also for an enchanting Living!