



A Leadership Development Session was for the First Year MBA HHM students of SIHS on the 9<sup>th</sup> of October. The session was led by Mr. Vishal Sharma, Director of Deloitte India.

Mr. Sharma had an interactive session with the class and the session comprised mostly of answering questions posed by the students.

Some of the questions asked by the crowd were:

- Honesty as an attribute as companies are focused on profitability
- Healthcare consultancy v/s other consultancies. What are its distinguishing factors?
- Projects in consultancy
- Knowledge vs soft skills
- Challenges in HC
- Consultancy in the Public health

Mr. Sharma addressed all the topics and gave us insights into the realm of Healthcare consultancy. He spoke about the issues like accessibility in healthcare and explained the sector wise divide within the vertical.

While he did talk about the consultancy sector as a whole the insights he gave regarding leadership were truly invaluable.

He said, if you are a leader you need to have the respect of your followers first. Leaders earn respect, they don't command or demand it. To earn respect honesty, transparency and no discrepancy between what you say and what you do is vital. This is what makes a difference between a leader and a manager.

This is important in consultancy as when you are dealing with a client you need to put your ego aside and convince them to look at your point of view. Having your facts and supporting factors ready will assist you in this endeavour. This is what leads to long term success. Although in some situations, you may need to agree to disagree, it is important to retain a certain level of diplomacy at the time.

Lastly, a take away point was, when you look at any vertical of the healthcare sector, the striking difference is that here you deal with actual lives. Whatever you do makes a difference in people's lives and hence we all hold a responsibility to be the best managers and leaders we can be.



## “Leadership Development Series” 2015 - GUEST LECTURE BY MR ASEEM GARG



The much awaited and inspiring “**Leadership Development Series 2015** ” had begun in Symbiosis Institute of Health Sciences. Our esteemed guest of the day , **MrAseem Garg** ,marked the beginning of this series. MrAseem Garg, CEO and founder of DCDC is an alumni of IIM , Bangalore. He is a successful entrepreneur , a visionary and a dynamic leader.

The venue of the lecture was at Vishwabhawan Auditorium. A hall was filled with enthusiastic, ambitious students waiting for the inspiring sessions. The programme began with our HOD , Col Dr Vijay Deshpande giving his thoughts on vision driven leadership. He defined vision in as simple words as “the answer to where do you see yourself in future”. He emphasized on the fact that it is very important to know where we want to reach. His short talk was very powerful and gave us an insight on what the further session would be on.



Next we had our placement head Ms Devika Shetty introducing our esteemed guest and inviting him to the Dias. The much humble and smiling , Mr Aseem Garg addressed us on entrepreneurship. In simple words it refers to taking up an idea, developing a concept around it and starting a business. It is the journey to unknown. In spite of belonging to a business background, Mr Aseem resisted all the pressure to join the family business. His zeal to do something different landed him in engineering and then an MBA in IIM , Bangalore. The passion in him prevented him from taking up a high paying bank job which most of his peers would have preferred. He had already developed a business plan. Though he was not very sure of the journey, his destination was decided. He wanted to start a chain of dialysis centers which was by then a very new concept in India. In spite of all the discouragement he received from his peers, he still believed in his idea. As rightly said “where there is a will, there is a way”. He managed to get a job at National Kidney Foundation, which was by then nurturing a chain of dialysis centers. After that there was no looking back for him. Hard work, determination and the zeal to achieve has made him reach the position he rightly and proudly holds now. His brainchild DCDC , now successful 68 centers and is venturing with pace to its 100<sup>th</sup> one.



The lesson of life that Mr Aseem Garg shared had so much to learn from. He made us realize that not everything in the universe can be controlled by us. Life is not only to those who are gifted. He explained it beautifully by giving example of Karana and Arjun from Mahabharata. As rightly explained by him “life is a race, some ahead of us and some behind us .All we need to do is catching up with the guy ahead of us and making sure that we are ahead of the people behind us. He made us realize how important it is to have a vision .If we have a vision and the passion to fulfill it, no one can stop us from achieving it. The session ended with MsDevika Shetty’s quote “Be the change you wish to see in the world”.

On the whole it was a very enriching and inspiring session. At the end of the session we were all motivated to realize our passion in life . We never know what we are capable of as long as we try. Success only comes to those who dared to dream. The future is uncertain, but it is full of hopes and opportunities. As Paulo Coelho rightly said “When you really want something in life , the entire universe will help you in conspiring it”

And this indeed was true for MrAseem Garg