

YLC News

MONTHLY NEWS LETTER

From the Chairman

It is my pleasure to present the first edition of the AIMA YLC newsletter for 2021 - a hopeful and positive start to the new year, with better days ahead for all of us!

With the commencement of the nationwide vaccination drive and further restrictions being slowly lifted; we hope we will soon be able to organise events and activities in the months ahead, while taking all necessary precautions and required safety measures.

Keeping the mental well-being of members in mind and in an endeavour to inculcate positivity in all, AIMA YLC conducted two online sessions this month on 'Stress, Anxiety and Depression- Current Mental Issues' & 'Yoga & Mental Well-Being'. The sessions were aptly timed and very well received. We sincerely hope you are joining these sessions and deriving maximum benefit from the same. We also welcome your suggestions on topical themes and relevant activities that you believe could keep YLC community connected digitally, as we await the re-initiation of on-ground programmes.



Vineet Agarwal

National Chairman YLC, AIMA

Chair, Mr Santosh Kumar to create additional benefits and special offerings for AIMA YLC members. Details on the same are currently being firmed up with a few brand partners, who will be offering AIMA YLC members special discounts/offers on certain services. More details on the same will be shared once finalised.

Meanwhile we encourage you to suggest newer initiatives that can be undertaken by Young Leaders Council. With your continued support and contribution we look forward to taking AIMA YLC to greater heights and becoming a major contributor to the development of Management in the country.

AIMA YLC is also working on other initiative along with Membership

YLC Office Bearers

Vineet Agarwal

National Chairman YLC, AIMA

Pranav Pai

National Vice Chairman

Ajay Nahar

National Forum Chair

Kartik Sharma

National Events Chair

Santosh Kumar Gopala

National Membership Chair

Published by

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YLC ONLINE SESSIONS

Session on: "Stress, Anxiety and Depression- Current Mental Issues"; Preparing for a healthier tomorrow!, 8th January 2021

Speakers:

- **Dr Priyanka Behrani**- Associate Professor, School of business and law, Navrachana University
 - **Dr Nivedita Srivastava**- Founder and Business Psychologist at 9LINKS-The Assessment Company
 - **Mr Ashish Pant**- Psychotherapist, Dream Worker, Facilitator, OD consultant | Co-founder at Pathways to Self
- Moderator:
- **Mr Kartik Sharma**- Director Agnitio & YLC Events Chair



Session on the theme: "Yoga & Mental Well-Being", 22nd January 2021

Speaker: **Sri M – Spiritual Teacher**, Author, Social Reformer, Educationalist & Global Speaker

Moderator: **Mr Kartik Sharma** – Director Agnitio & YLC Event Chair



Member's Column

Many lessons in co-operation

Contributed by: Kumardeep Banerjee, YLC Member

The virus has shifted the axis of power and made the ground ready for an alliance of like-minded geographies with a focus on regional strategic ties

As the world lurches towards a new year, the axis of strategic ties among nations for mutual economic and geopolitical benefits seems to be taking a new turn. To begin with, in nearly three decades a British Prime Minister is slated to be the chief guest at the Republic Day function in New Delhi. Almost at the same time, a new President is expected to take charge of the world's oldest and most prosperous democracy, the US. Third, millions around the globe would have been vaccinated with first doses of the Coronavirus vaccine, which is expected to bring the relentless march of the deadly infection to a halt. All these

developments, when looked at from an India-specific prism provide significant opportunities and associated trap doors for the projected \$10 trillion economy by 2030.

First, the promised visit of Boris Johnson to a function which marks the celebration of the Indian Constitution is an optical landmark that showcases the warming of many decades of frigid ties riddled with terms like colony and colonisers. Historically, the UK has been seen as a former coloniser wishing to poke its nose in regional issues such as Kashmir and the Afghanistan war, tilting in favour of Pakistan. Slowly, it turned towards defence ties where India chose French fighter planes over the UK's multirole fighter, while it was still miffed with the steady fall in students to the UK due to a scrapping of the work permit policy. In between, a very large British telecom giant and one of the largest Foreign Direct Investment contributors to India had to get into an uneasy relationship with an Indian operator to remain in business.

However, the global pandemic has shifted the axis of power and made the ground ready for an alliance of like-minded geographies with a focus on regional strategic ties. The UK took the first bold step, effectively banning Chinese telecom equipment makers from the fifth generation telecom networks, while making strong





statements on Beijing's expansive moves in the South China Sea. It is here that the recent visit of British Foreign Secretary Dominic Raab to New Delhi assumes significance as he mentioned upgrading of India-UK ties as well as Free Trade Agreements between the two nations as top priorities. Putting the economy right in the middle of a new era of partnership is a win-win situation for both countries. A post-Brexit UK will need new markets and templates for trade relationships with individual nations such as India. On the other hand India will most likely be able to forge a strategic long-term alliance for its technological, healthcare and financial targets.

On the same page comes a new administration in the US, which is likely to push for a multilateral approach on tricky topics like climate change, digital regulation (digital tax and data flows across international borders). The initial choice of US President-elect Joe Biden's top Cabinet members could reflect a completely new template for New Delhi-Washington engagement. This could mean India may have a better say in issues on multilateral platforms on topics like climate focus, while facing flak on issues related to digital diplomacy and strategy. Also, the Centre may be subjected to a not so sweet discourse on management of human rights and some old regional issues may be occasionally brought up. The high point of this long, largely politically agnostic journey could be optically measured with

a town hall or Republic Day appearance by Biden in the next four years. The key aspect of change is expected to be in the manner the two administrations move beyond social media diplomacy to real world, deep impact agreements, which should reflect in increased partnerships, investments and opportunity creations in the two economies.

China would continue to play a significant role in global politics. However, a stronger alliance of like-minded nations moving towards globally accepted, interoperable technology regulations for the 21st century could be steered by India and the US.

Finally, the super news for 2021 would be universal vaccination. It is heartening to see India working with both, the UK and the US, towards urgent and decisive elimination of the virus which has cost thousands of lives and millions of livelihoods across the world. In a couple of months a substantive portion of the population would have been immunised but, the outbreak has taught lessons for the future and led to greater international co-operation.

The virus has been a reminder for nations at different levels of technological advancements to join hands and use the power of technology to eliminate global challenges related to climate change, environmental degradation, access to safe housing and food, sustainable agriculture and good health for all. After all, the wealth of nations



lies in the well-being of citizens. If advancements in technology have shrunk boundaries and created wars as well, there lie the seeds for providing greater economic benefits to citizens by using the same technology. The highest laurels for leadership in the 21st century, much like the post-World War planet, would go to those who find technology-aided solutions to increase the well-being of the human race. In more ways than one, this year has been a watershed moment in human development. Now it is for strong leaders to move ahead.

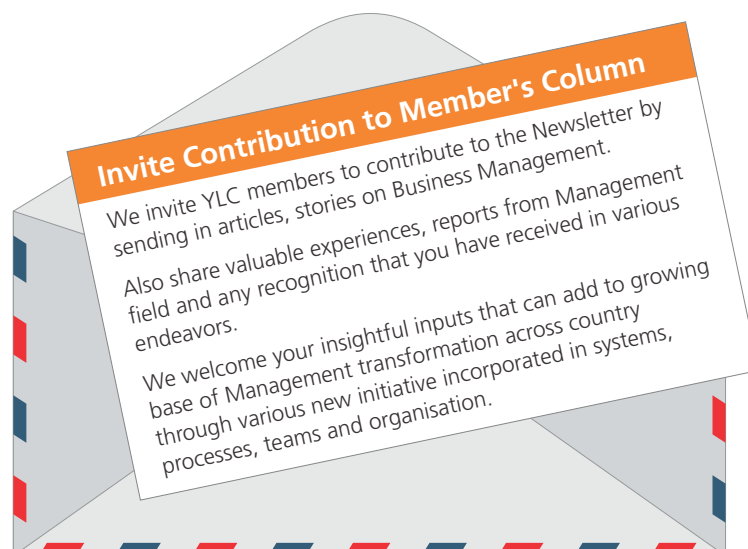


Contributed by:

Mr Kumardeep Banerjee
Country Manager, ITI Council

Disclaimer:

This article was originally published in The Pioneer on Friday, 25 December 2020



Management Article

Boundless opportunities

A highly networked world eliminates barriers and drives positive outcomes for the various stakeholders—it is like a close weave wherein every thread draws its strength from the others.

K Shankar
Feedback Business Consulting

Globalization is an opportunity while a networked world is a compulsive ecosystem. Globalization is an ambition while a networked world is a phenomenon that is brutally compelling on nations, organizations, corporates, and businesses alike. It is an undeniable truth that allows for greater control on vision and deliverables for every stakeholder.

In recent years, the only constant across the board has been upheavals or disruption. Changes have occurred at every level, from the way supply is organized to the last point—consumption of a product or service. New paradigms of customer service, satisfaction, and its measurements have

been established. There have been changes of gargantuan proportions in the way basic tasks are carried out by individuals and organizations. In an era of radical uncertainty and changing business rules, a networked world has pushed managers and management thinkers to constantly innovate and shift their core thinking from how business is conducted to how business is conducted within an efficient networked framework. This has made businesses complex and the competitive edge even sharper. Scripting a strategy is not done in isolation anymore. Networked world opportunities are at the heart of the thinking. Simply put, the digitization of information, embellished with



consistent progress in computing, automation, and communications, has fundamentally changed how all networks—people as well as technological—operate. This change is having profound consequences for the way work is done and value is created throughout the economy.

In a networked world, everyone and everything is expected to be connected. This accentuates speed, precision, and perfection in service quality, which allows for economic value in the loop to behave very differently than it does in the traditional world situation. Value is created and benefits are directly passed on to the entire value chain, across supply chain, and customers. The five value pockets in the system are those that make a difference to business results. Revisiting the gospel truths of business is most critical for corporations in a networked world:

Money is made in sourcing and from customers

It all begins with the corporation's ability to get the best product and service at the very best price. After processing the raw products, the next big value pot resides at the customer end. Most economic value will be created at the ends of networks. At the core—the end most distant from

users—generic, scale intensive functions will consolidate. In a networked world, it is possible to simultaneously achieve very high economic efficiency at both ends of the network through efficient sourcing and creating highly customized connections with customers spread across. Conventional sales models that allowed for exclusive B2B have moved to a B2B2C. Large, generic retail platforms available across the globe have made it possible. Alibaba is a great case in point for sourcing and helping in efficient customer reach. This trend pertains not only to technological networks but to networks of companies engaged in shared tasks and even to the human networks that exist within companies.

Infrastructure optimization eases pressure on capital

In a classical world or in polarized manufacturing and service, infrastructure was generously distributed among different machines, business units, and facilities. Organizational strengths and synergies were overlooked in favor of customer reach. In a networked world, this paradigm has been vanquished. A networked world allows for shared infrastructure. This not only helps in addressing low-cost, high-opportunity adjacencies

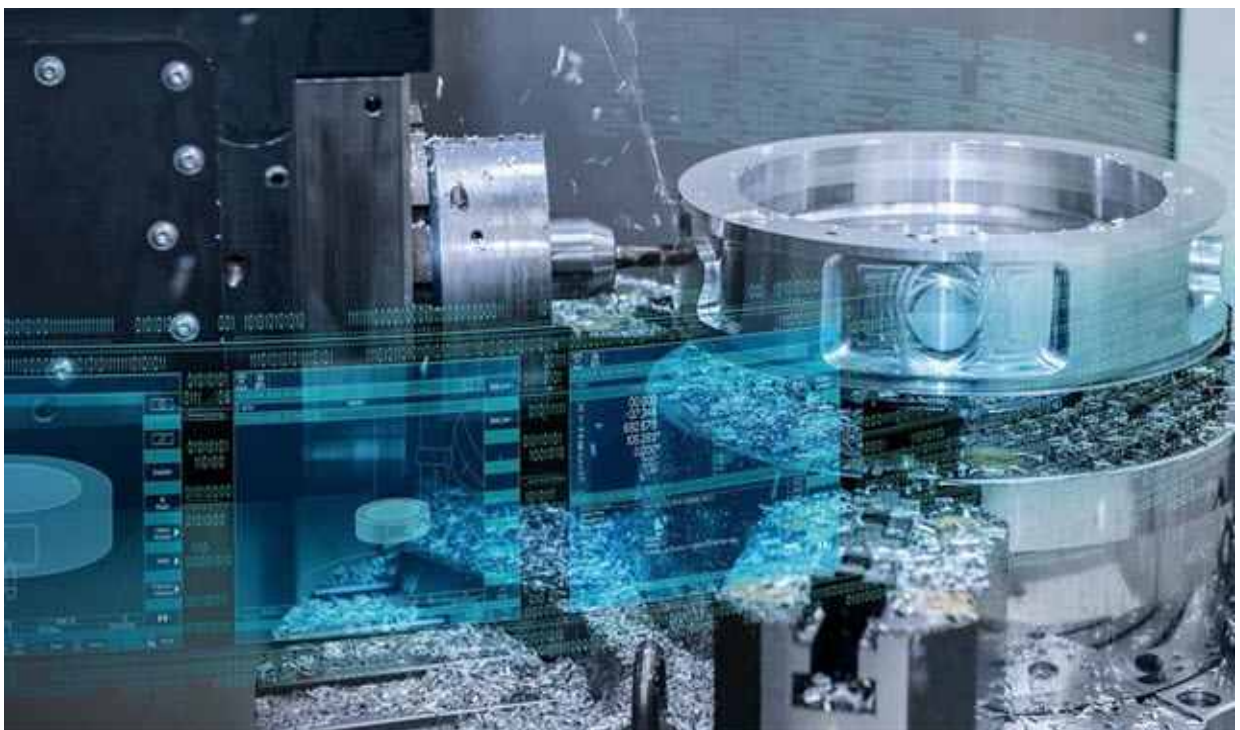


but also creates centers for excellence in various activities. A networked world allows for an organization to seamlessly identify common activities and leverage them from any part of the world. We Work is a case in point. Sales organizations of global corporates plug in and out of We Work facilities easily and focus on core activities of sales instead of office administration. Similar examples exist in manufacturing and other aspects of a business that have decisively determined how common infrastructure allows for managing costs efficiently. Shared infrastructure is not only prevalent across computing data storage functions but also in common business functions, such as order processing, warehousing and

distribution, finance, compliance, and customer service.

Business models will increasingly become modular to be effective

Interventions led by technology, software, convergence devices, and shared platforms are influencing organizational capabilities and business processes in an interconnected world. These will become increasingly modular and lean in operations. Vagaries of businesses and the disruptions thereof can be better addressed through a modular approach. Aggregation business was conceived primarily because it could be delivered in a networked world through a modular approach. It allowed for asset-light businesses. Businesses began to focus on the core at both ends through a modular approach and delivered the best and most uncompromising experience to customers. Large government organizations have begun adopting the modular approach to become efficient. Governments have been able to track Covid-19 cases and its traceability across the world to improve their speed of response because of a modular approach in a networked situation. Organizations are increasingly opting for a modular approach to be primarily well defined and self-contained. Modules can be quickly and seamlessly connected with other modules. Value will lie in creating modules





that can be plugged into as many different value chains as possible. Companies and individuals will want to distribute their capabilities as broadly as possible rather than retain them as proprietary assets.

Focus on process and handshake points is paramount

The ability to coordinate amongst modules and maintaining their efficiency and uptime will become the most valuable business skill. Streamlining activities will define business excellence. In a modular model, a rich process and, most importantly, a process adherence mindset is critical for business to succeed.

Process articulations, along with appropriate plugins and delivery definitions, will become the bedrock of an organization that deals with disruptions very well. This also becomes the most important attribute to function in a networked world. The entire Industry 4.0 or digital manufacturing is based on this. Without process thinking, IoT will never succeed as a practice. IT services companies around the world are helping their clients go digital, end to end. Well-architected and orchestrated process is the backbone of that strategy in the networked world. Much of the competition in the business world will centre on gaining and maintaining an edge over process and process efficiency in this world.

Reduce barriers through dynamic access of information

In a networked ecosystem, it is possible to prepare strategies that can mitigate barriers. Information flow is continuous and updated. This will help eliminate the risk of physical and visual isolation in the network. Once that is addressed, it sets up for a common playing field for corporations across the globe. Barriers due to government regulation, business rules prevailing in various geographies, customer pain points, etc, are easier to address in a networked world.

The networked world creates new opportunities for organizations and professionals in the developing world. It eliminates barriers that have traditionally stifled flows of information and goods to and from developing nations. In doing so, it



promotes improved efficiency in almost all business functions. Businesses can find new market opportunities and more efficient ways to run their operations. Governments can more effectively provide public services. Individuals can communicate with friends and family and become more informed about virtually anything that is on the network. Participation in the networked world can provide new ways for developing countries to improve their economic, social, and political well-being. These opportunities for positive change are increasingly relevant and achievable as information and communication technologies become more powerful and less expensive.

Leaders shape organizations, imbibe it, and then slide into networked ecosystems. The big starting point is about imagining the possibilities and then putting together a strategic plan and operating framework that connect ideas with people and resources. Good leaders decipher the labyrinths of business complexities to bring the networked world into the organisation as they make their organization part of it. It is about breaking conventional practice and adopting next practices.

Leaders who believe in collaborative and collective growth succeed in a networked world. Collaboration and structured modular approach to

business become the cornerstone of strategy. This can create far greater impact and scale than individual leaders or organizations can manage on their own. Finally, networked leaders accept that being connected and collaborative exposes the organisation to vulnerability and complexities of a different kind. Control will be hard to retain due to many moving parts in the business process. Living with uncertainty becomes the new, yet acceptable norm. What it allows for is the creation of more alpha leaders in the organisation. Managing them will be a task, but nothing comes easy.



Contributed By:
Mr. K Shankar - CEO,
Feedback Business Consulting.

Disclaimer:

This article was originally published in Indian Management (Issue 4 Vol 59) an AIMA & Spenta Multimedia Pvt Ltd

YLC WALL OF FAME

YLC Member **Dr Himanshu Talwar** received the prestigious Influencer of the Year 2020 Award by MSME - Vyapaar Jagat.



Ixora Corporate Services Pvt Ltd has won a FICCI National Award, MD & CEO YLC member **Abhishek Nath**



Meet YLC New Members

Mr Vivek Das

Lead Product Manager
SAP Labs India Private Ltd.
Bengaluru

Mr Rachit Malhotra

Senior Consultant
KPMG
Delhi NCR

Mr Amanveer Singh

Partner
AtworkCoworking Spaces
Delhi NCR

Mr Paramjeet Sunil Desai

Technical Director
Microlink Technocrats Pvt Ltd
Gujarat

Mr Gaurav Thaney

Head Products and Business Development
Reliance Jio
Mumbai

To see all members

[CLICK HERE](#)

Above list is as updated on 20 January, 2021



Dear Members,

Request you all to join YLC LinkedIn Group on <https://www.linkedin.com/groups/10488166/>

We have sent you a request kindly accept to join the group, in case you have missed that, please send in a request on link above to join.

Upcoming Events

YLC Session on the theme: **“No Blind Spots: IoT by Sky”**

Date: **Friday, 5th February**

Time: **5 pm to 6 pm**

Speakers:

- **Mr. Parthsarathi Trivedi** – CEO & Co-Founder at Skylo Technologies
- **Ms. Syna Dehnugara** – Chief Brand Officer at Lets Venture& YLC Co-Chair Tech Startup

ZOOM link to join the session will be given on receiving your confirmation. Please send in your confirmation on ylc@aima.in

YLC Membership

The membership of Young Leaders Council (YLC) of the AIMA shall comprise of young people, with maximum cut off age limit of 40 years. The members could be Young Promoters, Founders of Startups, Young Professionals, Leaders in Art & Culture/Music, NGOs, Politicians. Bureaucrats, Diplomats. The membership will be at National level (Mandatory) and at Chapter level (currently there are six chapters).

For More Information Contact:

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