



# Taking control of your 'Defining Moments'

## Nurturing a million leaders for India

# Who is speaking?



- Leadership thinker from the London School of Economics, founder of LeadCap and a Forbes Columnist.
- Author of the bestseller 'Decide to Lead'

Catch the weekly  
column in Forbes:  
**'The Leading Edge'**.  
[www.Forbes.com](http://www.Forbes.com)

# Building a nation of leaders

- LeadCap is nurtured by thinkers from the Ivy League with a vision to build the first leadership democracy in the world; to build India as a nation of leaders.
- Million-Leader-Mandate aims to empower a million citizens of India with leadership opportunities, beyond their birth and living conditions by 2013.

*“Is there an Indian equivalent of the American Dream? LeadCap is striving to identify it:” Forbes*

# Core beliefs

- **Teaching how to fish is better than providing fish:** Helping individuals discover their true potential would help them more in the longer term than any other aid. This way they would help themselves, as well as the society.
- **Leadership is a decision, not a position:** Individuals who emerged as some of the greatest leaders had nothing extraordinary about them. Anyone could be a leader irrespective of birth or living conditions, if willing to decide
- **Leaders breed more leaders:** More individuals would embrace the leadership mantle, if they are made aware that leadership is a decision. Hence, true leaders are those who nurture more leaders, not followers



**Take control. Don't tell  
me, I didn't tell you.**

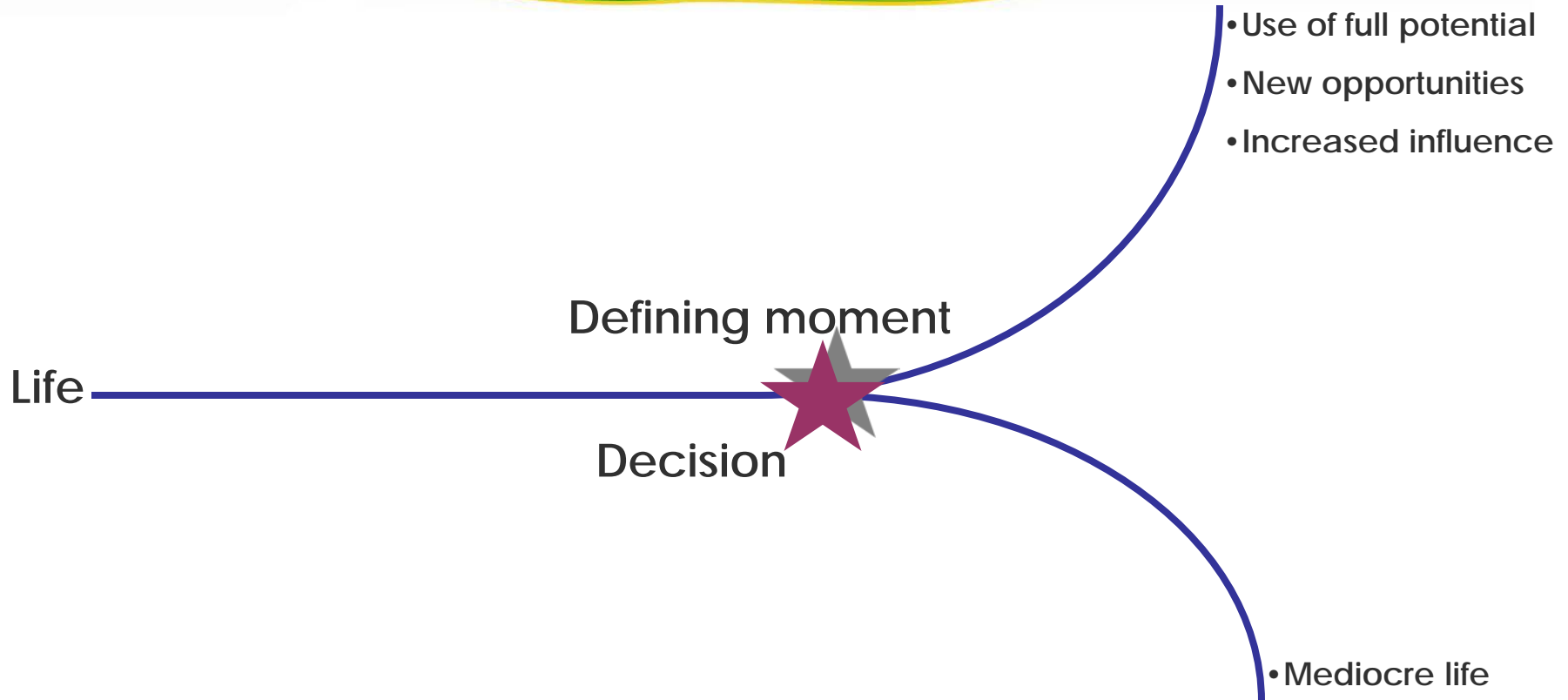
# Story of Henry Ford

- Irish immigrant parents.
- Initial struggle. A single room school. Poverty
- Eventual settle down in a farm in Michigan. Acquired wealth.
- His keen interest in mechanical jobs. Tinkered around with time pieces
- Saw the first self-propelled road machine; a steam engine used for threshing at the age of 10.
- Defining moment came when he saw poor workers walking for miles together to their workplace and back home.
- What if I can build an automobile which is affordable to the masses?
- He decided to leave his comfort zone. His farm and started his adventure

# Recapping defining moment

- Moment of truth
- Opens up the potential leader - to a threat or to an opportunity
- Leaves an indelible impression
- It connects your interests, your thoughts, your future

# Turnaround in life





**How can you identify this  
moment?**

# Identifying your defining moment

- Realize that everyone gets a chance. If you have not noticed it, you are sleep walking.
- Take time to think about things. What is your interest, what disturbs you, what makes you passionate.
- Realize that there are bigger things than just settling down comfortably. Unsettle yourself.
- Wait for it. Anxiously.

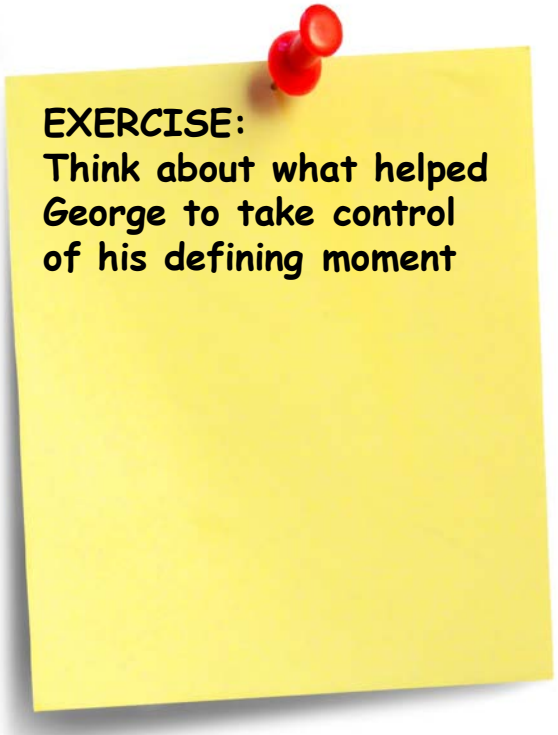
## EXERCISE:

Think about what helped Henry Ford to recognize his defining moment?

**DEFINING MOMENT  
IS NOT AN  
IMPULSIVE MOMENT**

# When in doubt DECIDE

- Do not wait for the next best chance. It never comes. Opportunity knocks twice, if you open the door the first time around.
- Get involved: Analyse the situation rationally. Start small. Big changes take time
- Change your physical reality to fit in the decision
- Go on. Do not stop



**EXERCISE:**  
Think about what helped  
*George* to take control  
of his defining moment

# What happens if you don't decide?


- You are dragged back to your past
- You will never realise your potential
- Null and void without a decision

**EXERCISE:**  
Think about the moments that changed your life;  
  
or could have changed your life.

# Story of Kumar

- Worked in a middle management position in a large MNC
- After 6 years, he found no excitement in the job
- An offer to be a part of an exciting start-up.
- Just what he was waiting for.
- After 3 months of discussions, Kumar decided not to take up the offer. He would wait for the next one.
- Today the start-up is one of the largest in its industry. Kumar is still in his middle management in the same old MNC.

For every *George* there are a million *Kumars*.



**Take control of your  
defining moments.  
Don't tell me, I didn't tell  
you.**