



# Darr ke Aage Jeet Hai

*Beyond fear there is victory*

**Sangeeth Varghese**

# 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.
- LeadLab is a platform to empower every individual in India with leadership opportunities, beyond their birth and living conditions.
- Currently in the process of identifying 20 zonal leaders – who would take lead of their zones and build more leaders.

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

# Speaker Profile



- Sangeeth Varghese is a globally acknowledged leadership thinker, and the founder of LeadCap.
- Is the author of the bestseller 'Decide to Lead' and writes a popular column in ET. His columns have appeared in Forbes, TOI and he has appeared in BBC and CNBC. Varghese guest edited the 2008 New Year edition of the TOI as a "young star making a difference".
- Feb 2008, Bombay Stock Exchange Journal rated Varghese as one of the most influential leadership thinkers.
- He has done his research and masters at the London School of Economics with a scholarship.

# Nelson Mandela is Not Afraid!

- In 1994, during the presidential-election campaign, Mandela got on a tiny propeller plane to fly down to the killing fields of Natal and give a speech to his Zulu supporters.



# Evolutionary Psychology of Fear

- Savannah principle: Still living in the African Savannahs
- Think of a life with out fear - **Jo Darr Gaya**



# Flee or Freeze

- Most of us normally react in one of the two ways:
  - **Flee, where we try to run away**
  - **Freeze, where we do not know what to do and are paralysed.**



FEAR, a Warner Bros. Production, a Universal Game

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# Life Redux

- But from thereon, fears play on our minds - reach uncontrollable levels, leading to anxiety and pessimism.
- With time fears get worse. We start fearing even things that have no risks and end up missing opportunities in life.





# How Do We Tackle Fear?

# Fear Can be Pleasure

- Think about those adventure parks and horror movies, where we pay good money to be scared out of our wits.
- We find this fear exciting as we deliberately trigger automatic fear reactions in order to experience the thrill.




# Beyond Fear there is Victory

- A recent television commercial said that the end of fear there is success.
- A couple of youngsters excited at an opportunity of tackling fear. They react to fear by fighting it, and enjoying every moment of it.



# Focus on Missing Out

- In many ways, fear is like that repulsive frog, which in reality was a prince. It remains ugly until you run away from it, but the moment you confront, it transforms in to an opportunity to get to higher levels.
- **Gandhi**



Rather than fearing about losing security, fear losing out in life

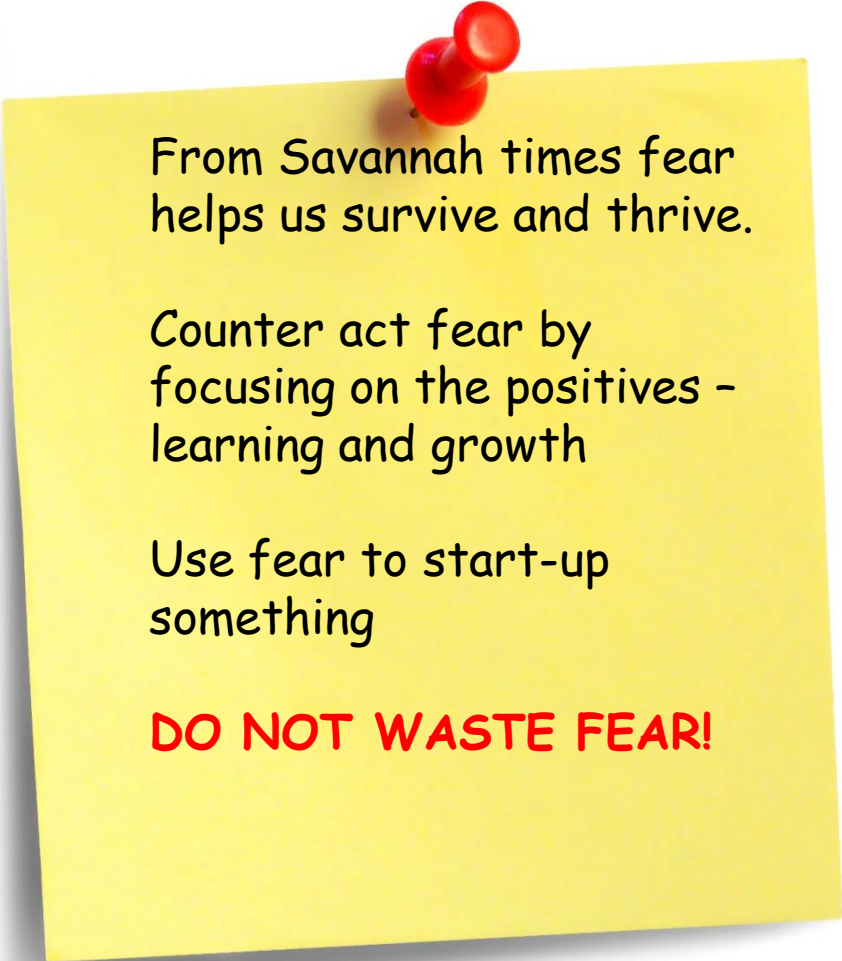
Fear being mediocre

Fears come only till threshold. Beyond that there is success.

**DO NOT WASTE FEAR!**

# Focus on Positives

- Like any other emotion, fear has both positive and negative aspects . Negative fear is debilitating. Positive fear is exhilarating.
- Successful leaders in fact search out new risky ventures, those that take them from their comfort zones to courage zones.
- **6 years in telecom, start-up**



From Savannah times fear helps us survive and thrive.

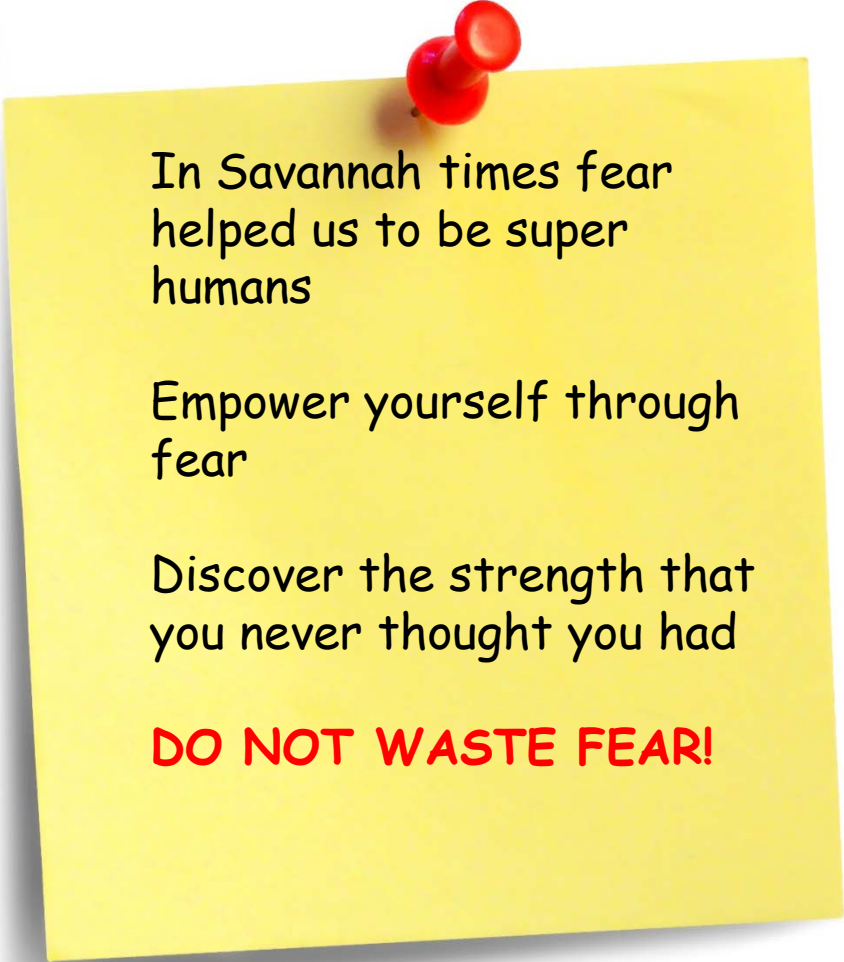
Counter act fear by focusing on the positives - learning and growth

Use fear to start-up something

**DO NOT WASTE FEAR!**

# Use Fear to Empower

- People think that fear is paralysing and reduces their potential. Actually, the opposite is true. Fear can generate super-human feats. Good examples are those stories where normal people fought valiantly to save their friends and family from grave dangers.



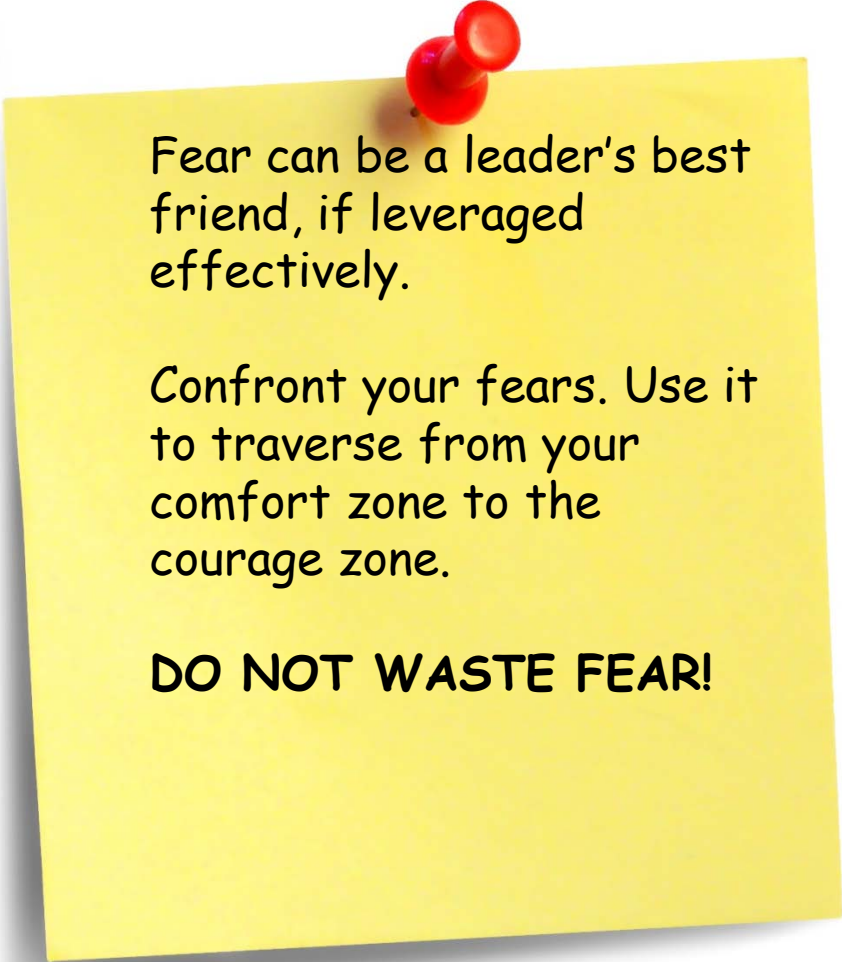
In Savannah times fear helped us to be super humans

Empower yourself through fear

Discover the strength that you never thought you had

**DO NOT WASTE FEAR!**

# Leadership Takeaway



Fear can be a leader's best friend, if leveraged effectively.

Confront your fears. Use it to traverse from your comfort zone to the courage zone.

**DO NOT WASTE FEAR!**