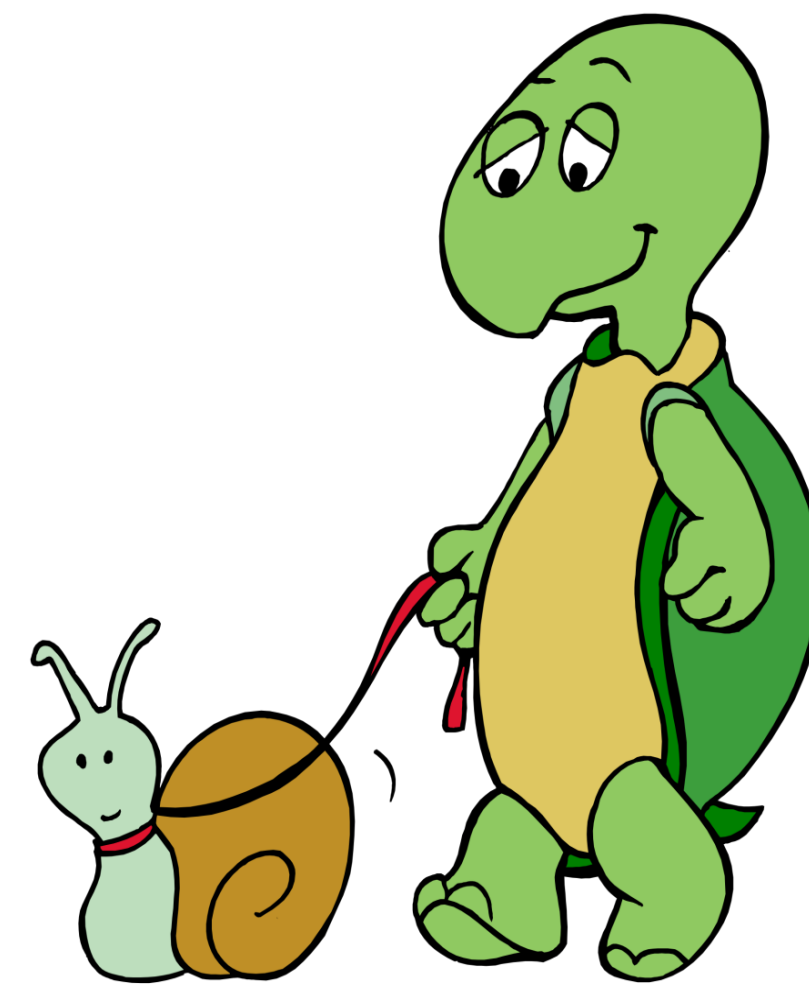


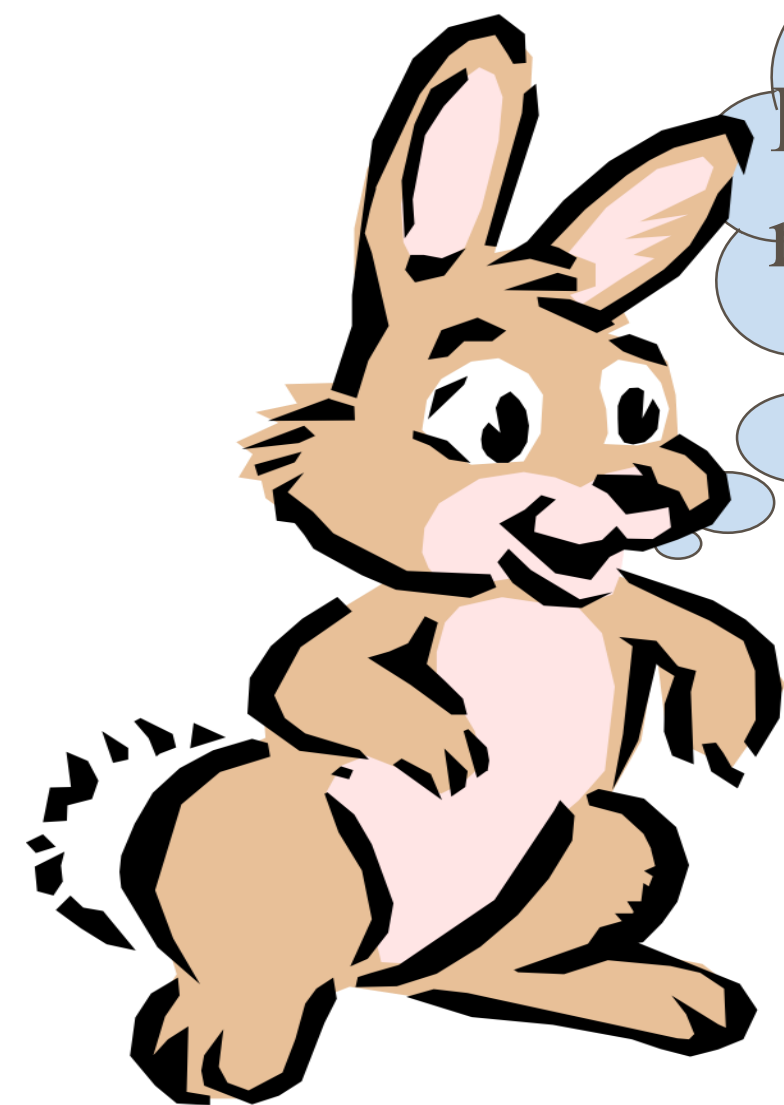
Let's Know Each Other

Introduction Session with
Urvashi Baid

*The Tortoise
And
The Hare*

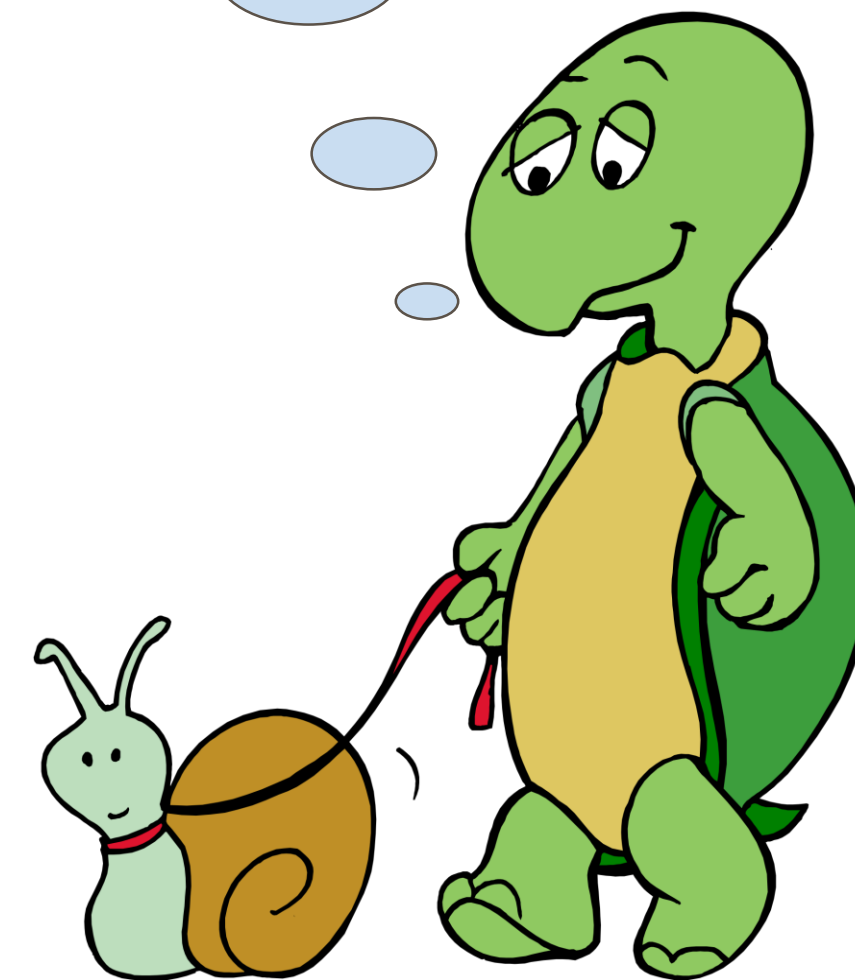


Once upon a time a tortoise and a hare had an argument about who was faster.



I'm the fastest runner.

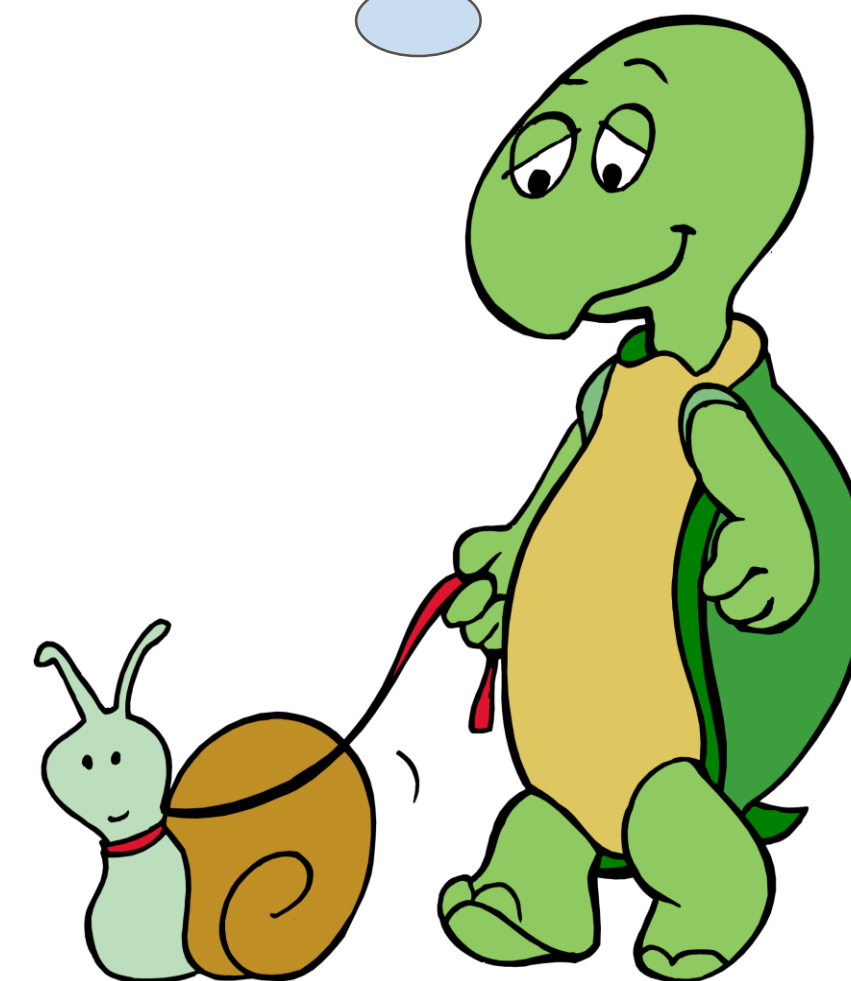
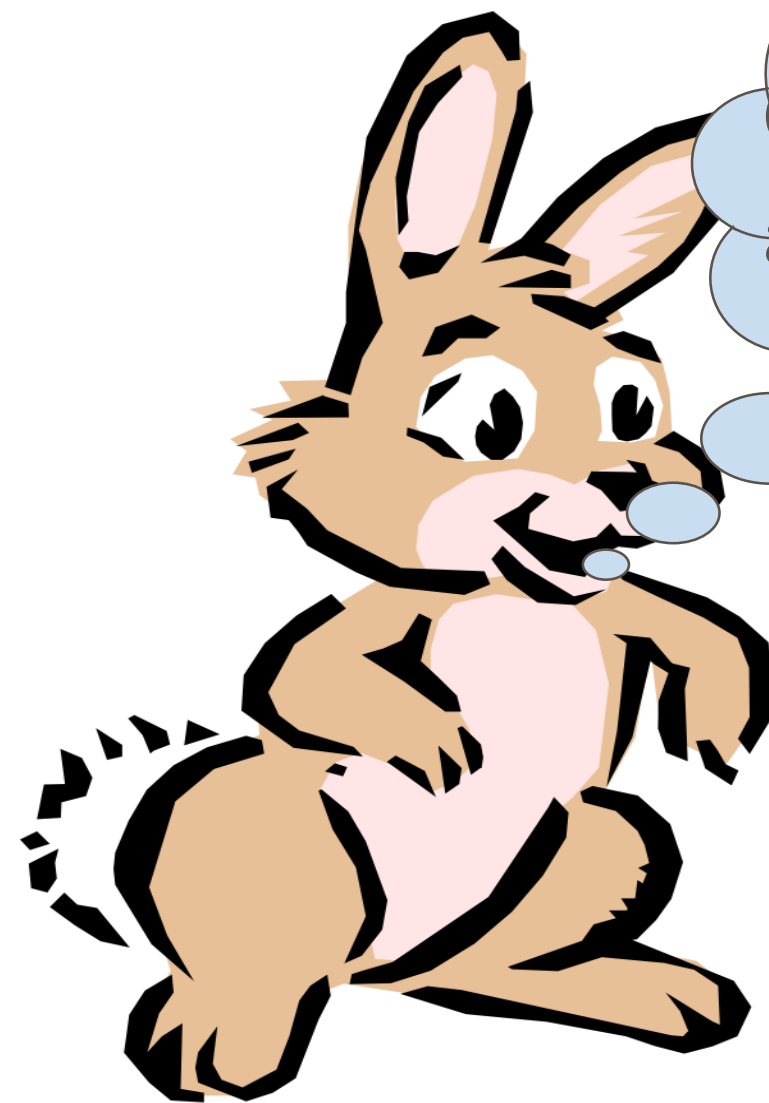
That's not true.
The fastest runner is me!



They decided to settle the argument with a race. They agreed on a route and started off the race.

Fine!

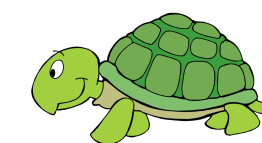
Ok, let's have a race.



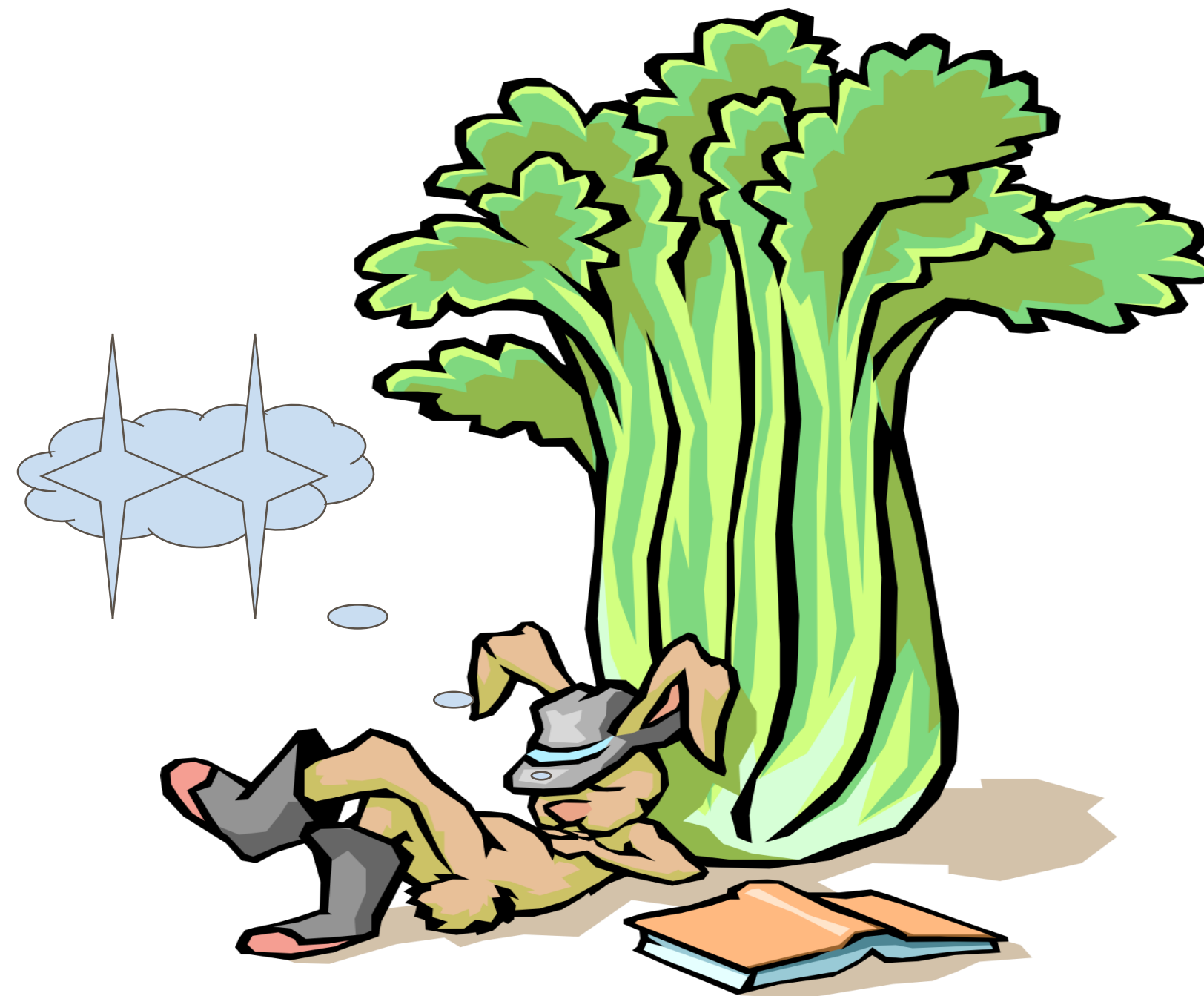
The hare shot ahead and ran briskly for some time. Then seeing that he was far ahead of the tortoise, he thought he'd sit under a tree for some time and relax before continuing the race.



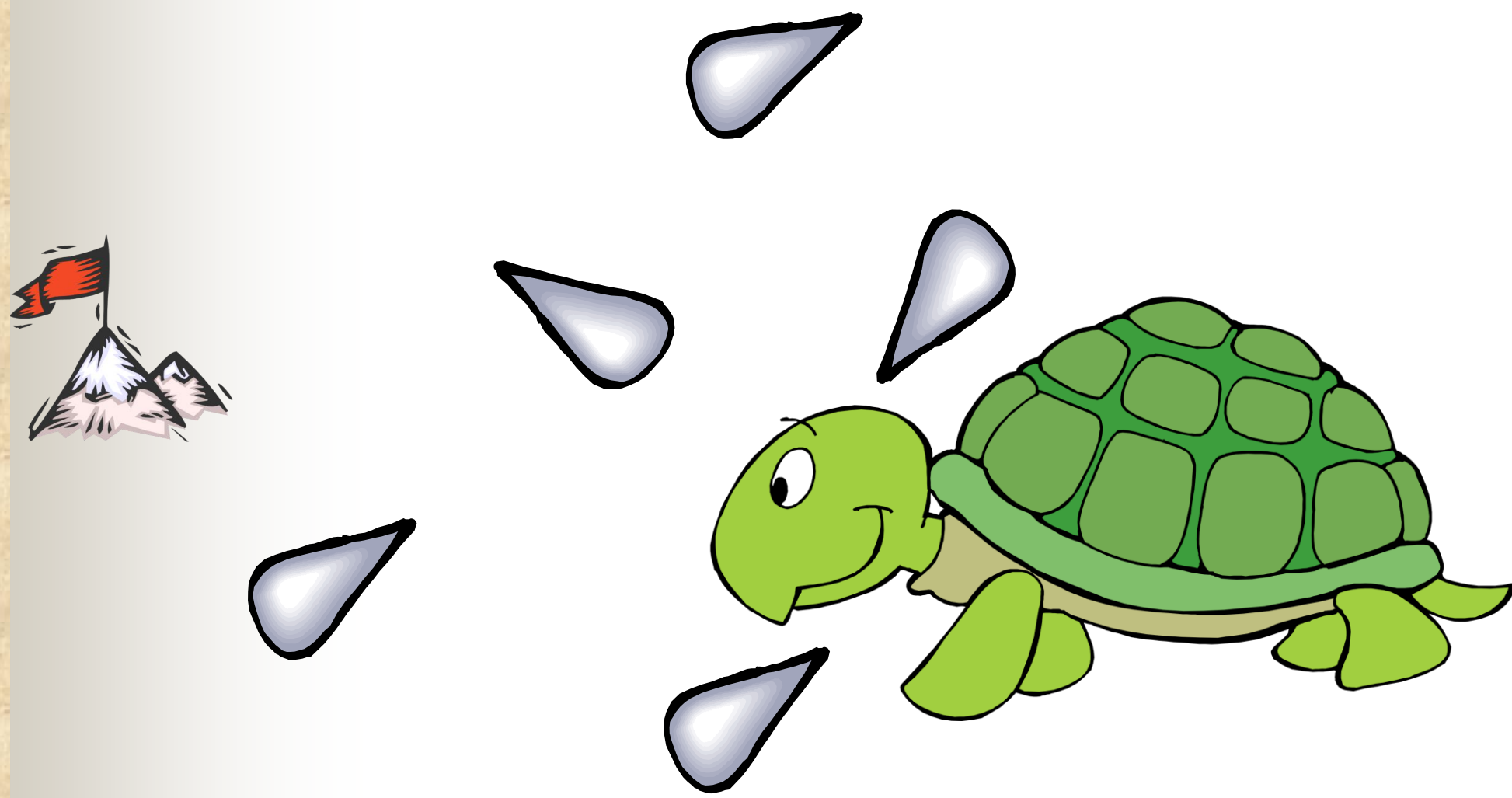
Poor guy! Even if I take a nap, he could not catch up with me.



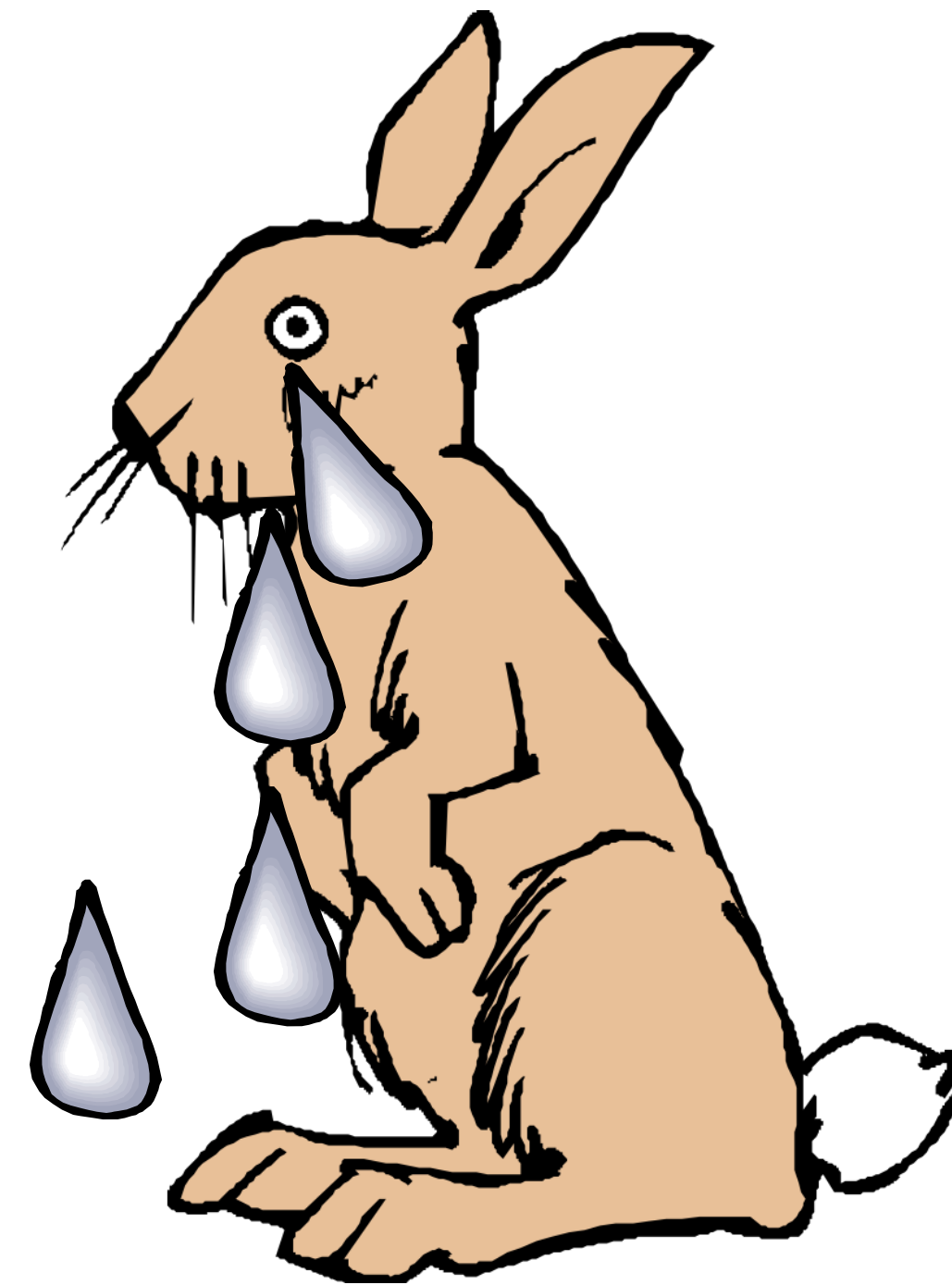
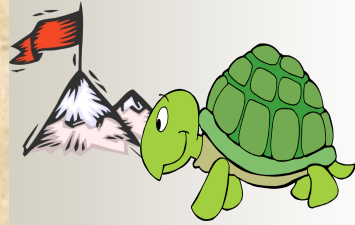
He sat under the tree and soon fell asleep.



The tortoise plodding on overtook him and soon finished the race, emerging as the undisputed champ.



The hare woke up and realized that he'd lost the race.





The moral of the story is that *slow and steady wins the race.*

This is the version of the story that we've all grown up with.



The story continues ...

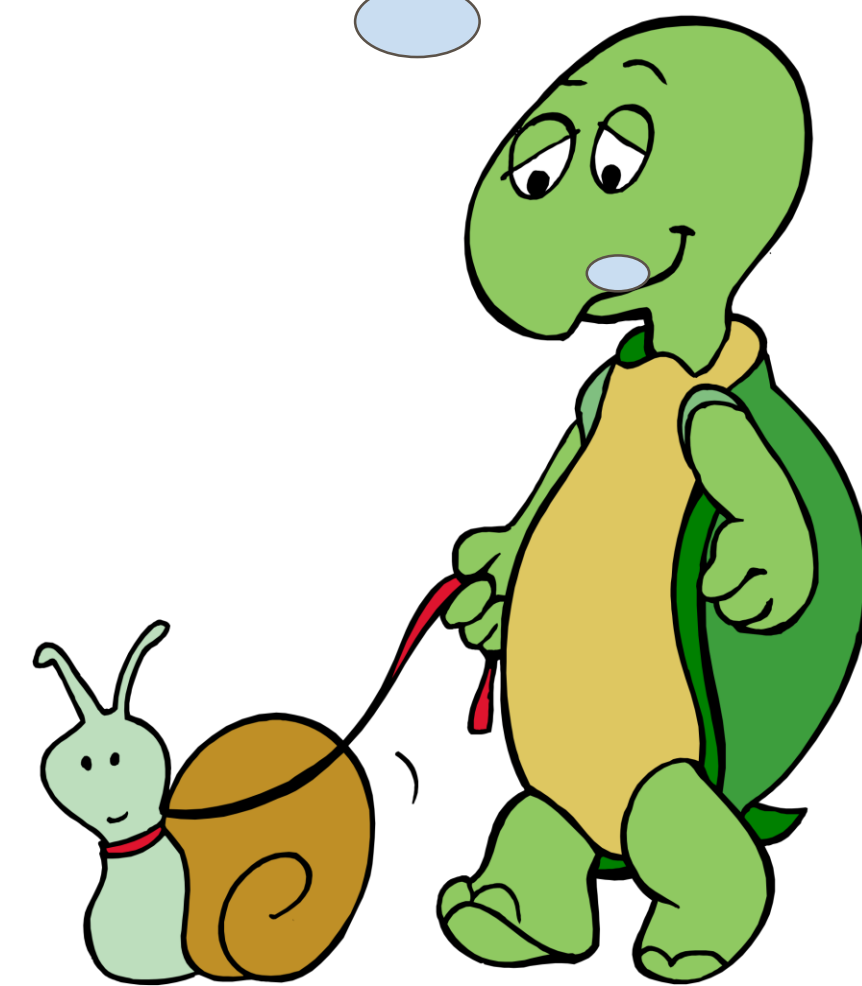
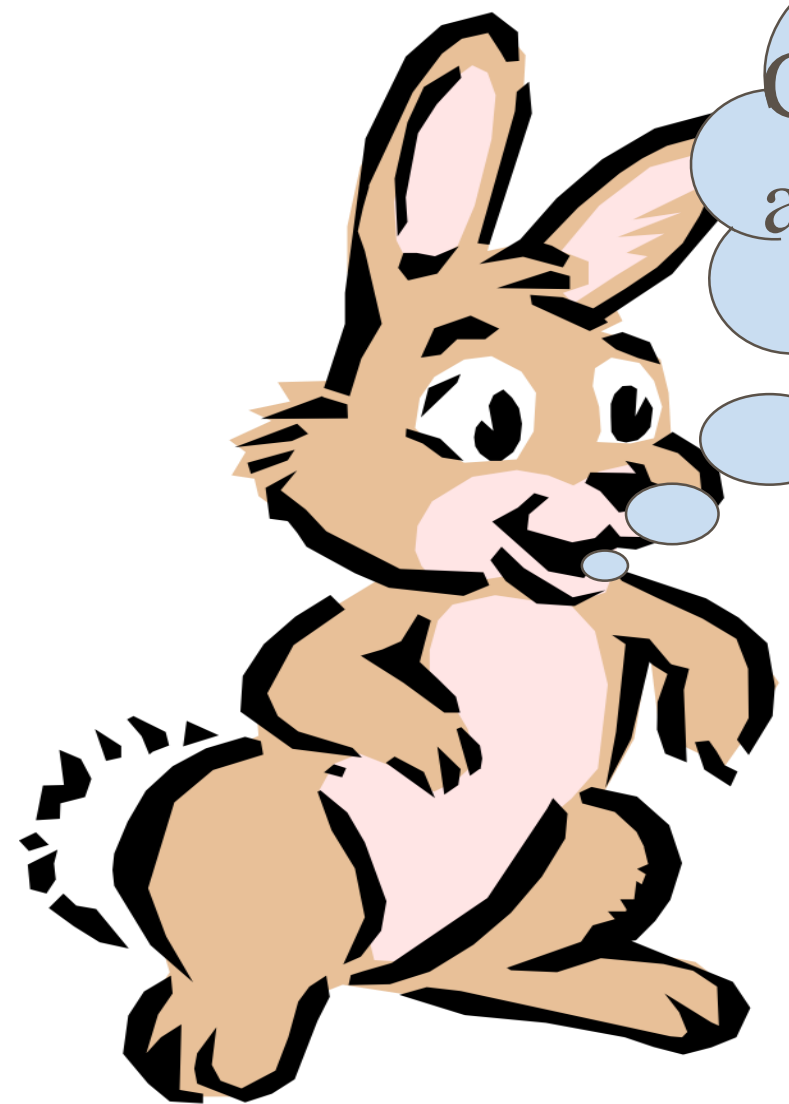
The hare was disappointed at losing the race and he did some soul-searching. He realized that he'd lost the race only because he had been overconfident, careless and lax. If he had not taken things for granted, there's no way the tortoise could have beaten him.



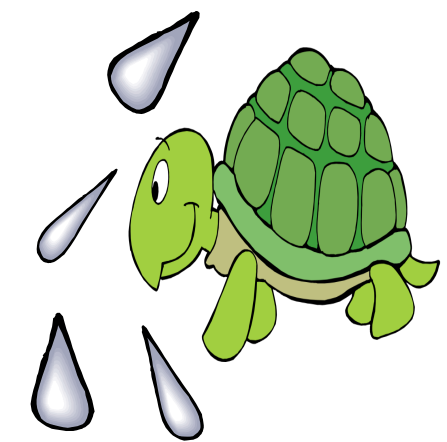
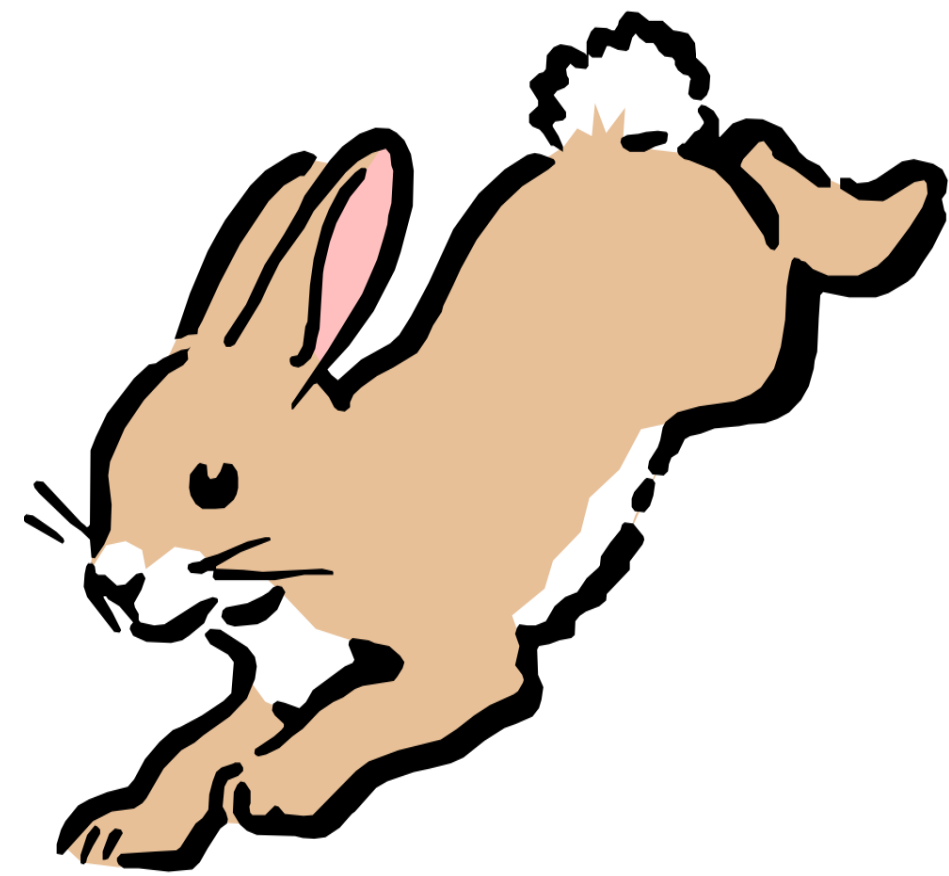
So he challenged the tortoise to another race. The tortoise agreed.

Ok.

Can we have another race?



This time, the hare went all out and ran without stopping from start to finish. He won by several miles.





The moral of the story?

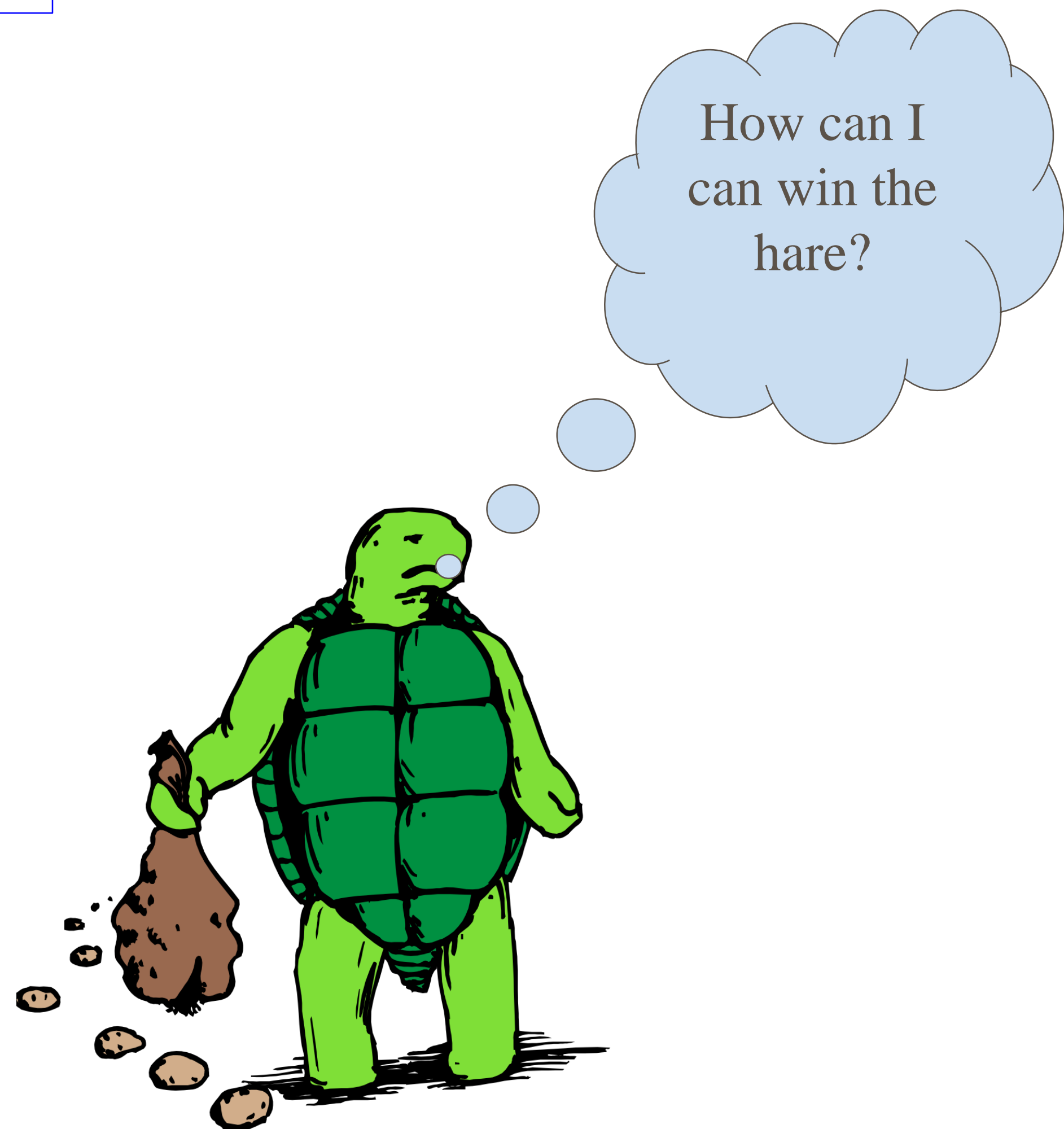
Fast and consistent will always beat the slow and steady. If you have two people in your organization, one slow, methodical and reliable, and the other fast and still reliable at what he does, the fast and reliable chap will consistently climb the organizational ladder faster than the slow, methodical chap.

It's good to be slow and steady; but it's better to be fast and reliable.



But the story doesn't end here ...

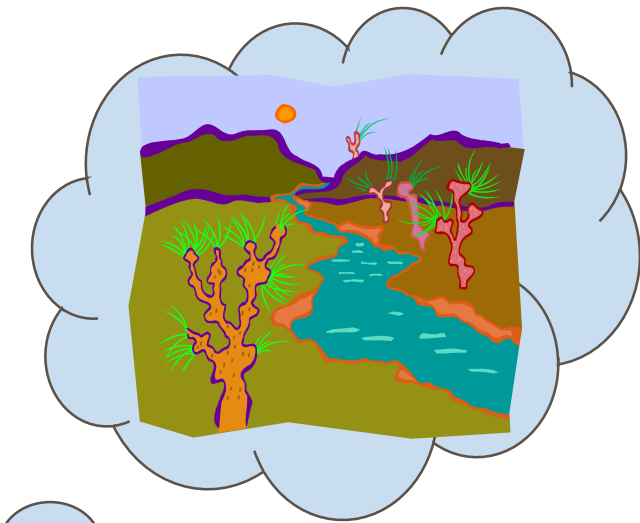
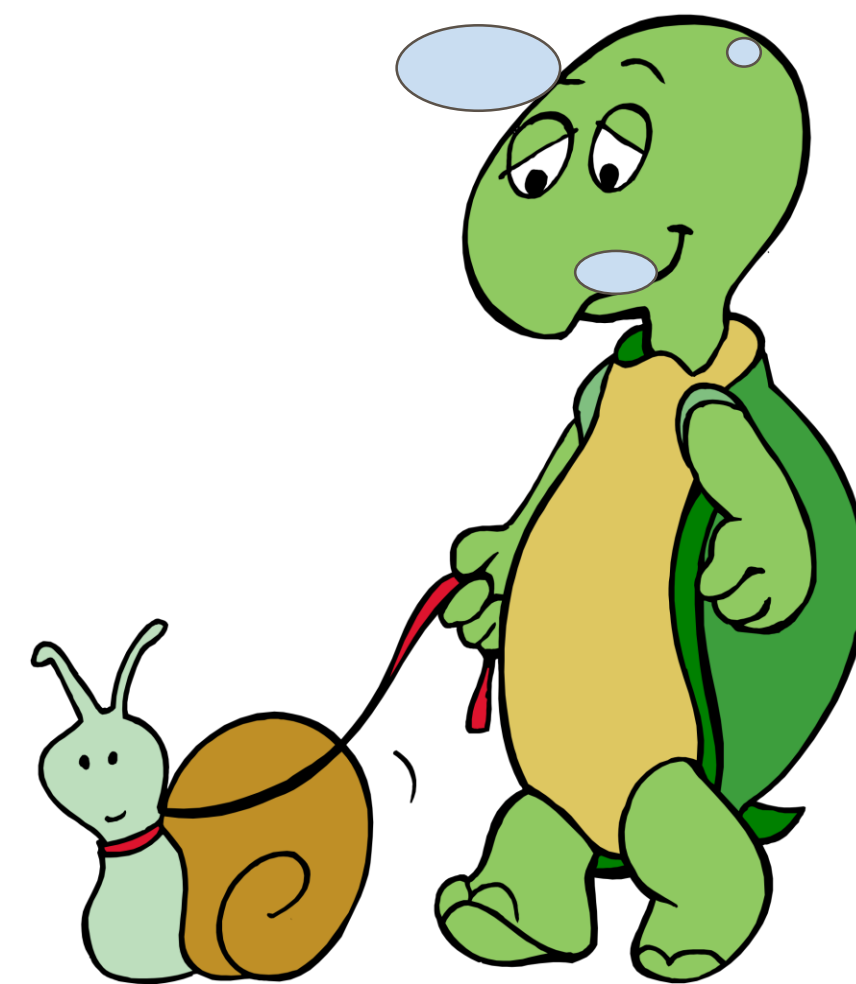
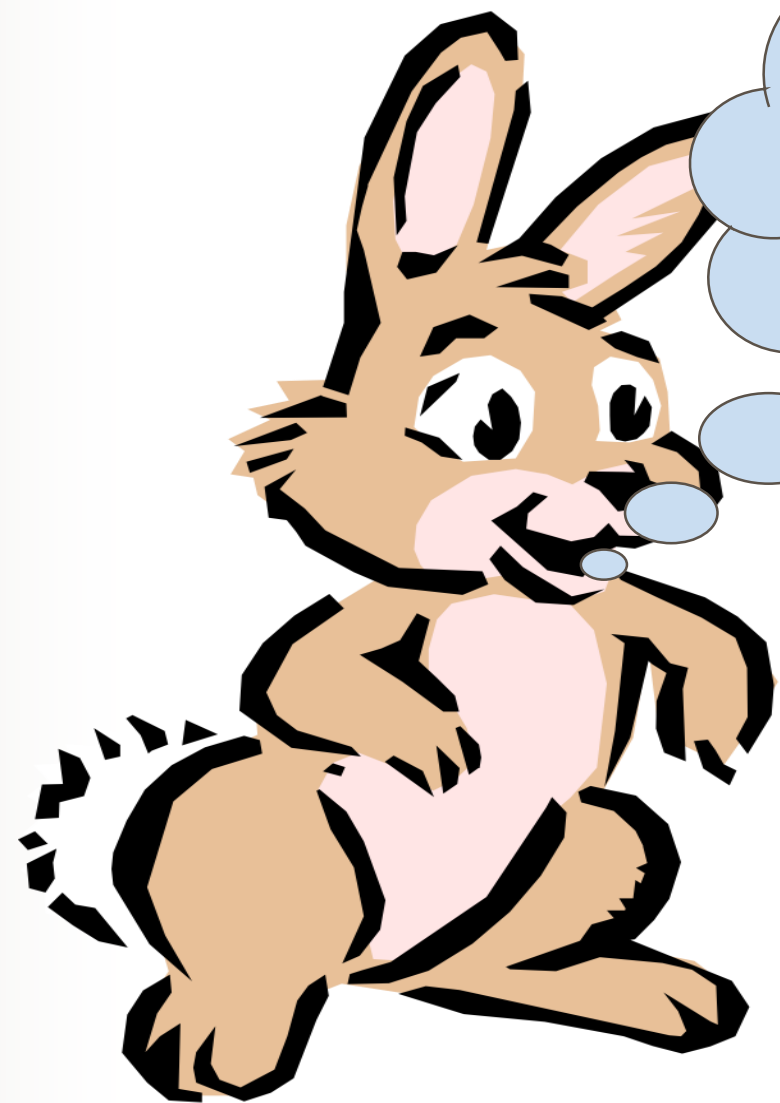
The tortoise did some thinking this time, and realized that there's no way he can beat the hare in a race the way it was currently formatted.



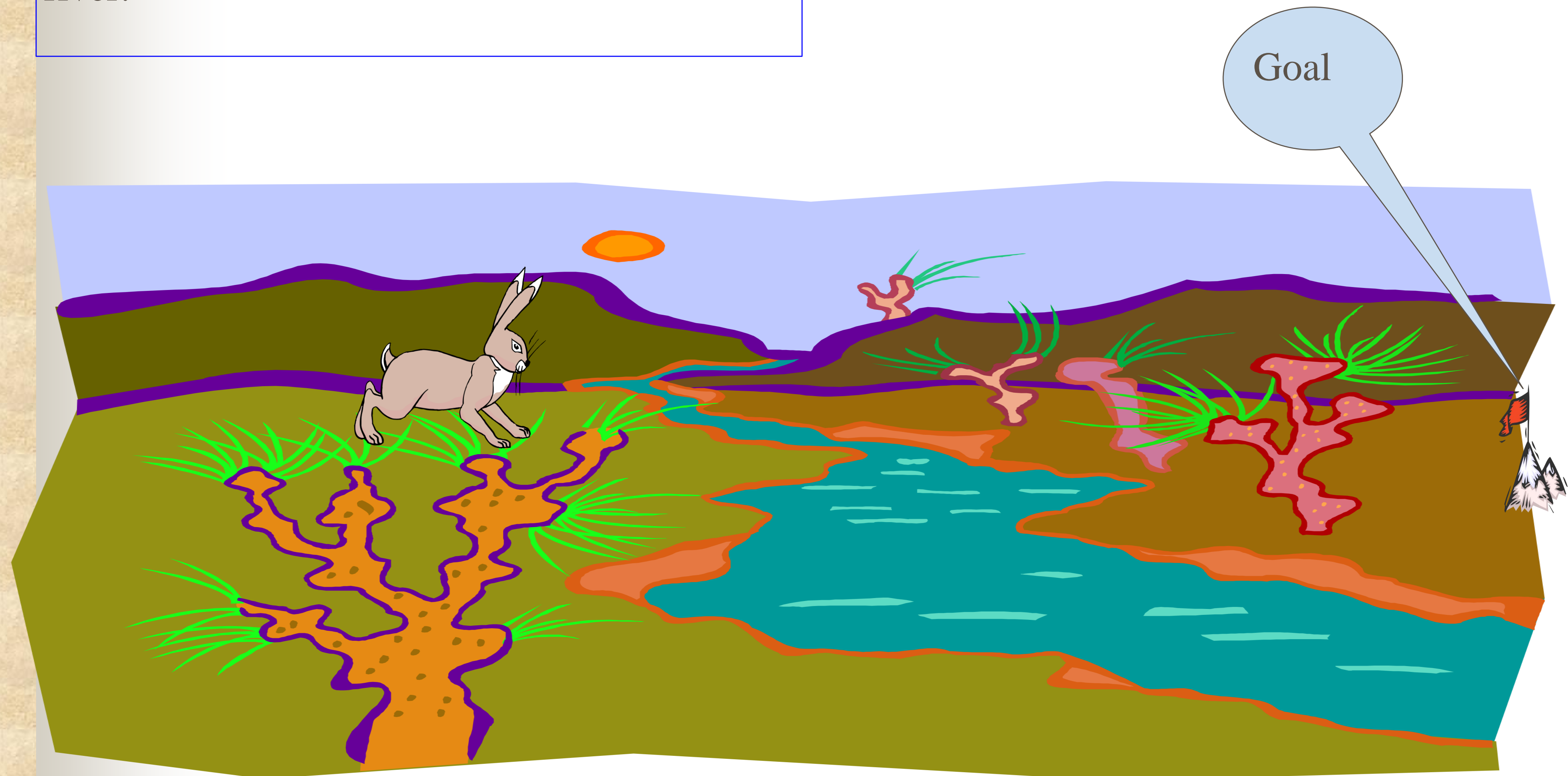
He thought for a while, and then challenged the hare to another race, but on a slightly different route. The hare agreed.

Can we have another race? This time we'll go through a different route.

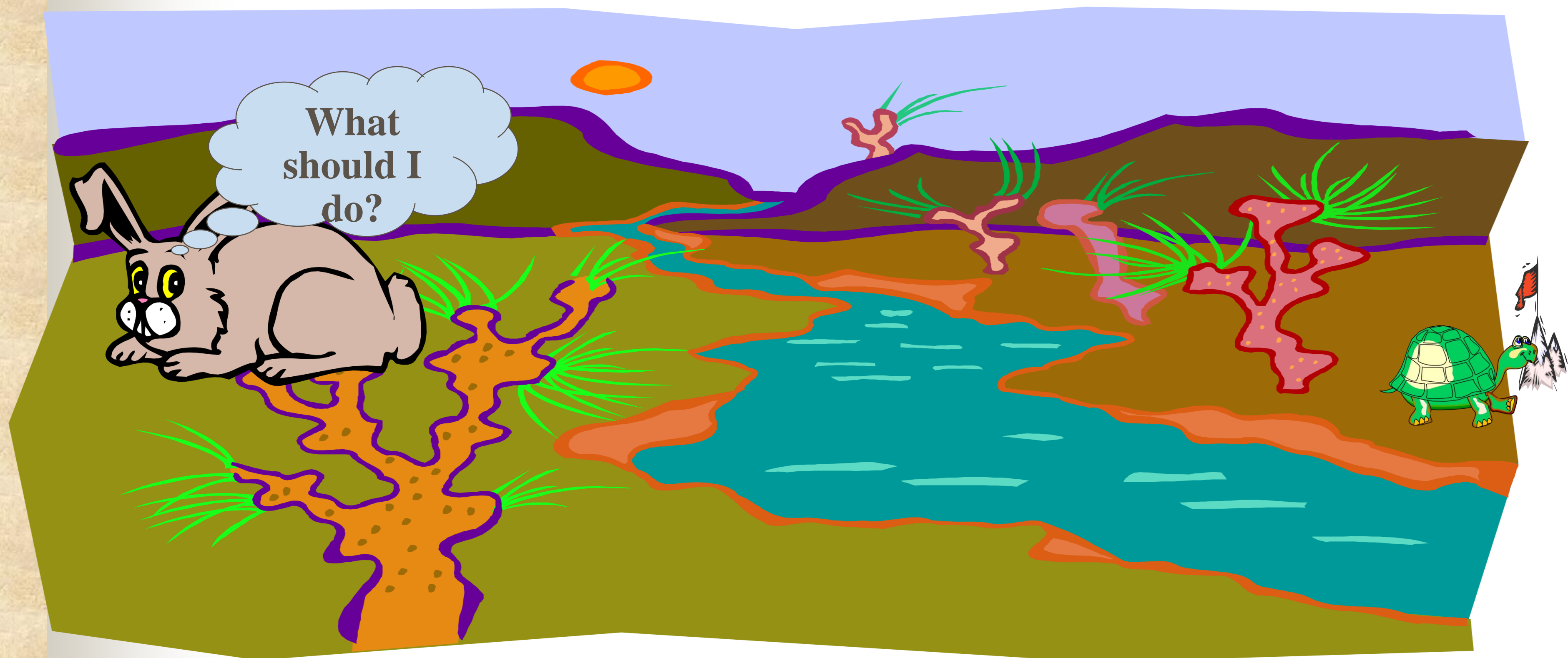
Sure!



They started off. In keeping with his self-made commitment to be consistently fast, the hare took off and ran at top speed until he came to a broad river. The finishing line was a couple of kilometers on the other side of the river.



The hare sat there wondering what to do. In the meantime the tortoise trundled along, got into the river, swam to the opposite bank, continued walking and finished the race.





The moral of the story?

First identify your core competency and then change the playing field to suit your core competency.

In an organization, if you are a good speaker, make sure you create opportunities to give presentations that enable the senior management to notice you.

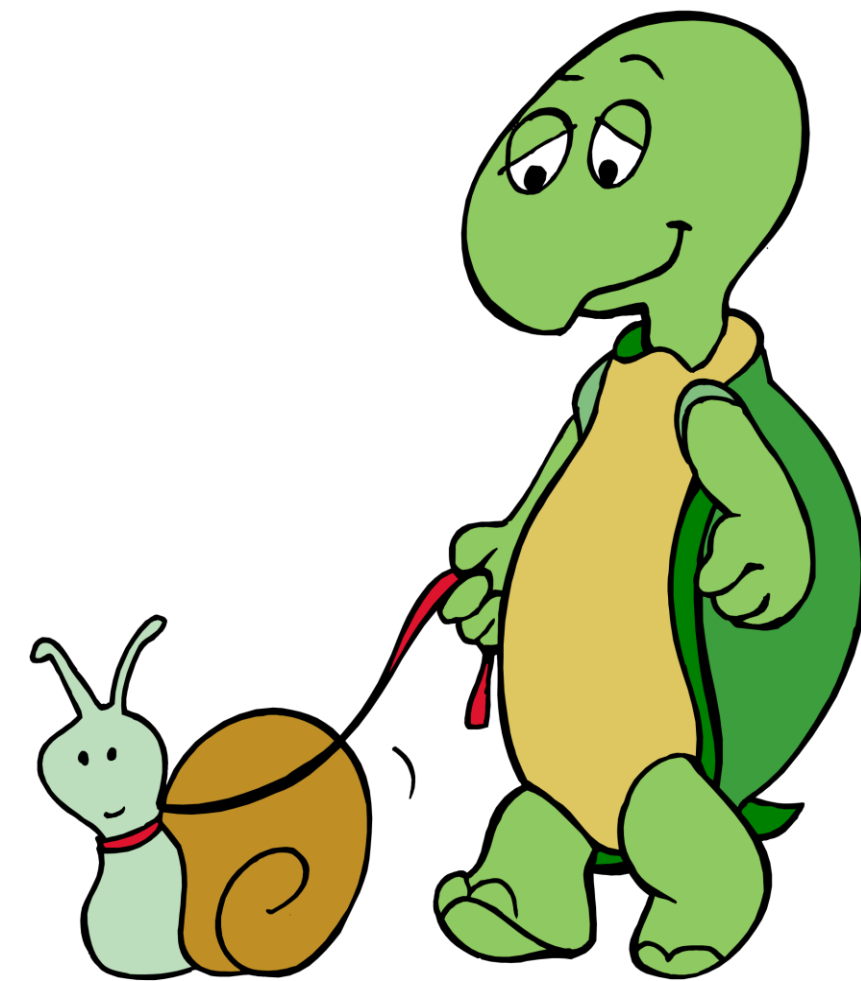
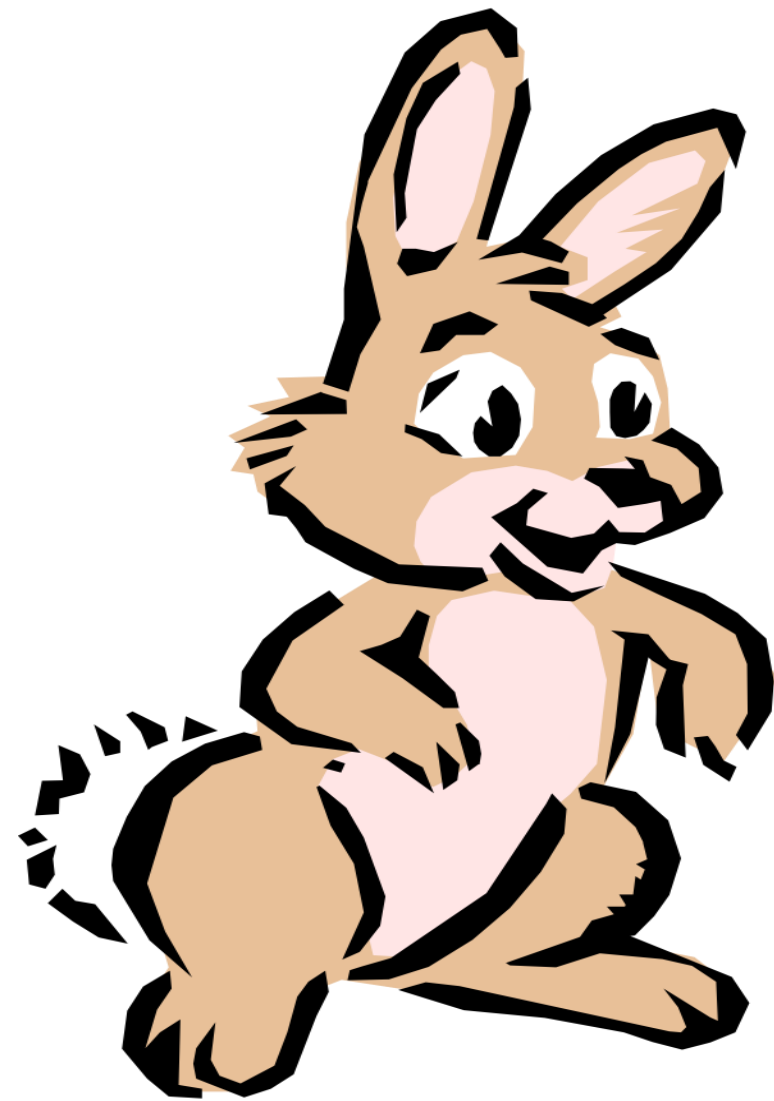
If your strength is analysis, make sure you do some sort of research, make a report and send it upstairs.

Working to your strengths will not only get you noticed, but will also create opportunities for growth and advancement.



The story still hasn't ended ...

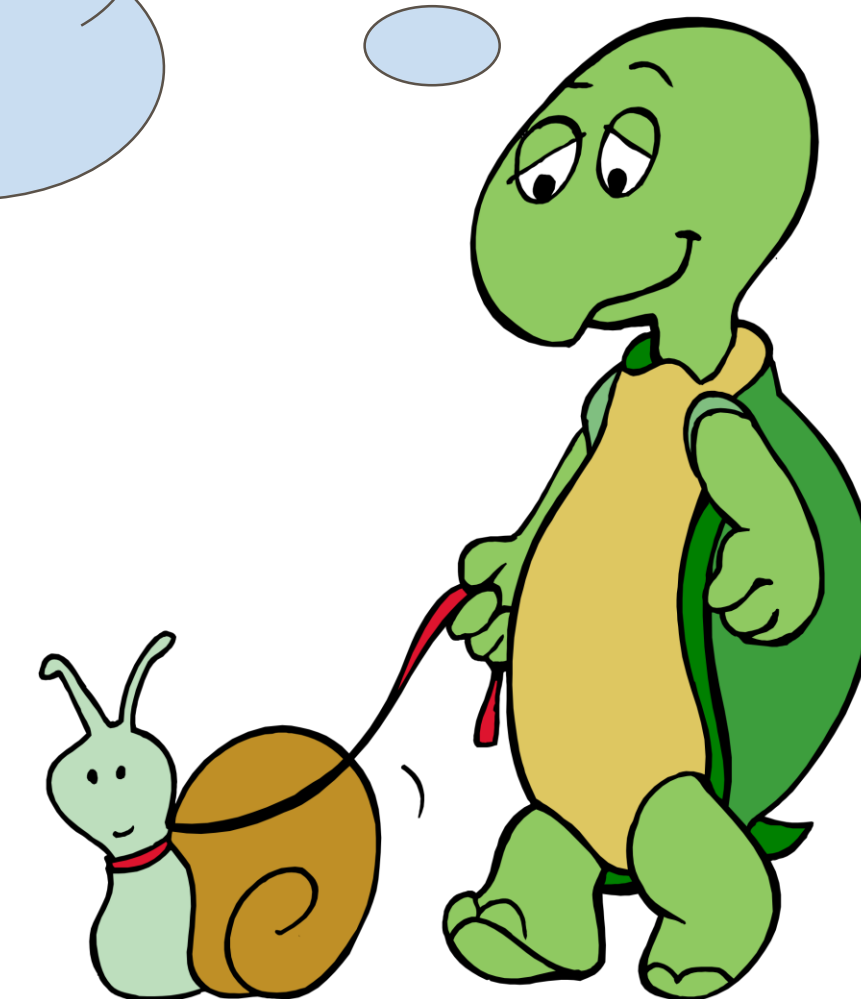
The hare and the tortoise, by this time, had become pretty good friends and they did some thinking together. Both realized that the last race could have been run much better.



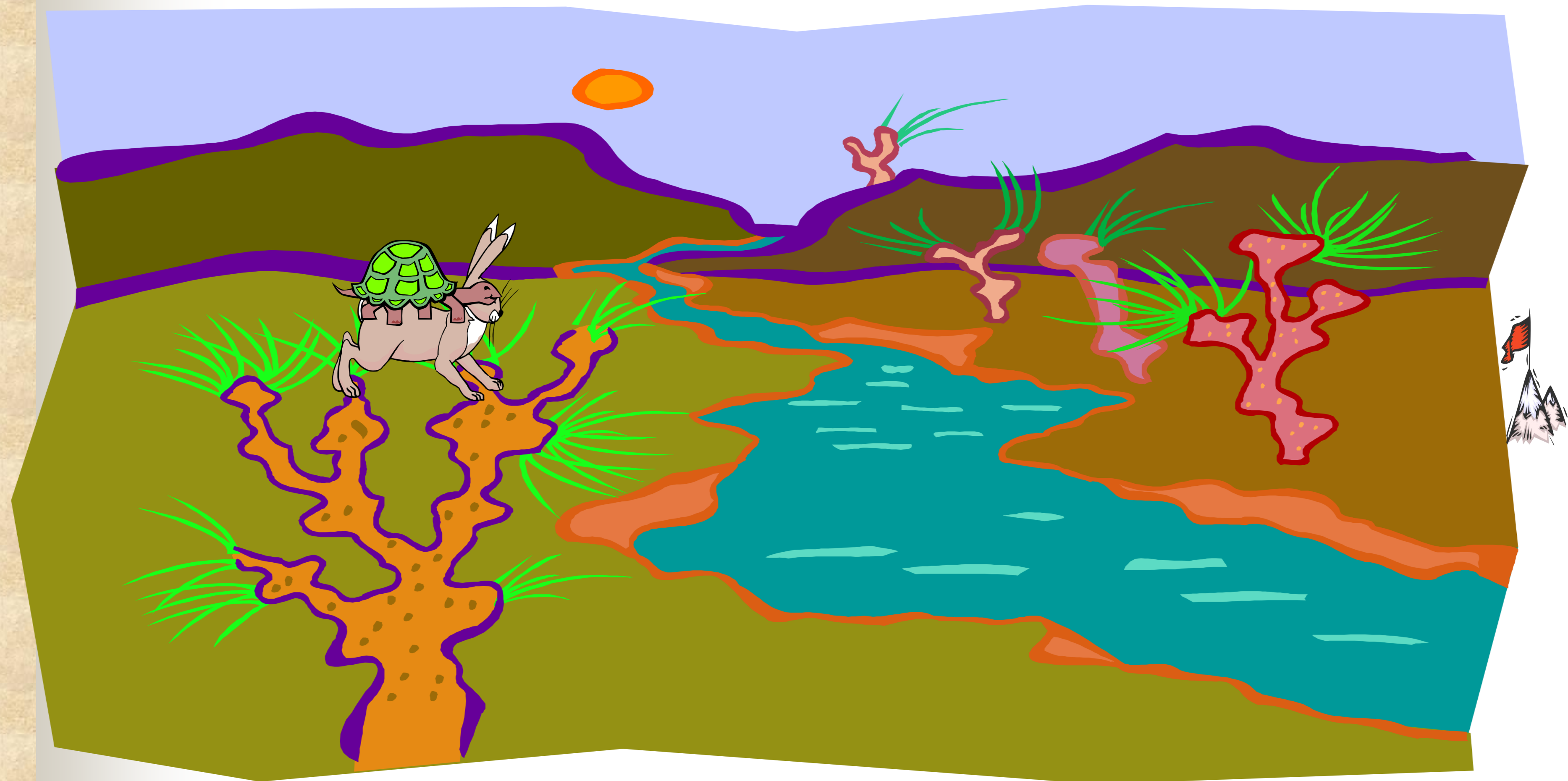
So they decided to do the last race again, but to run as a team this time.

Great! I think we could do it much better, if we two help each other.

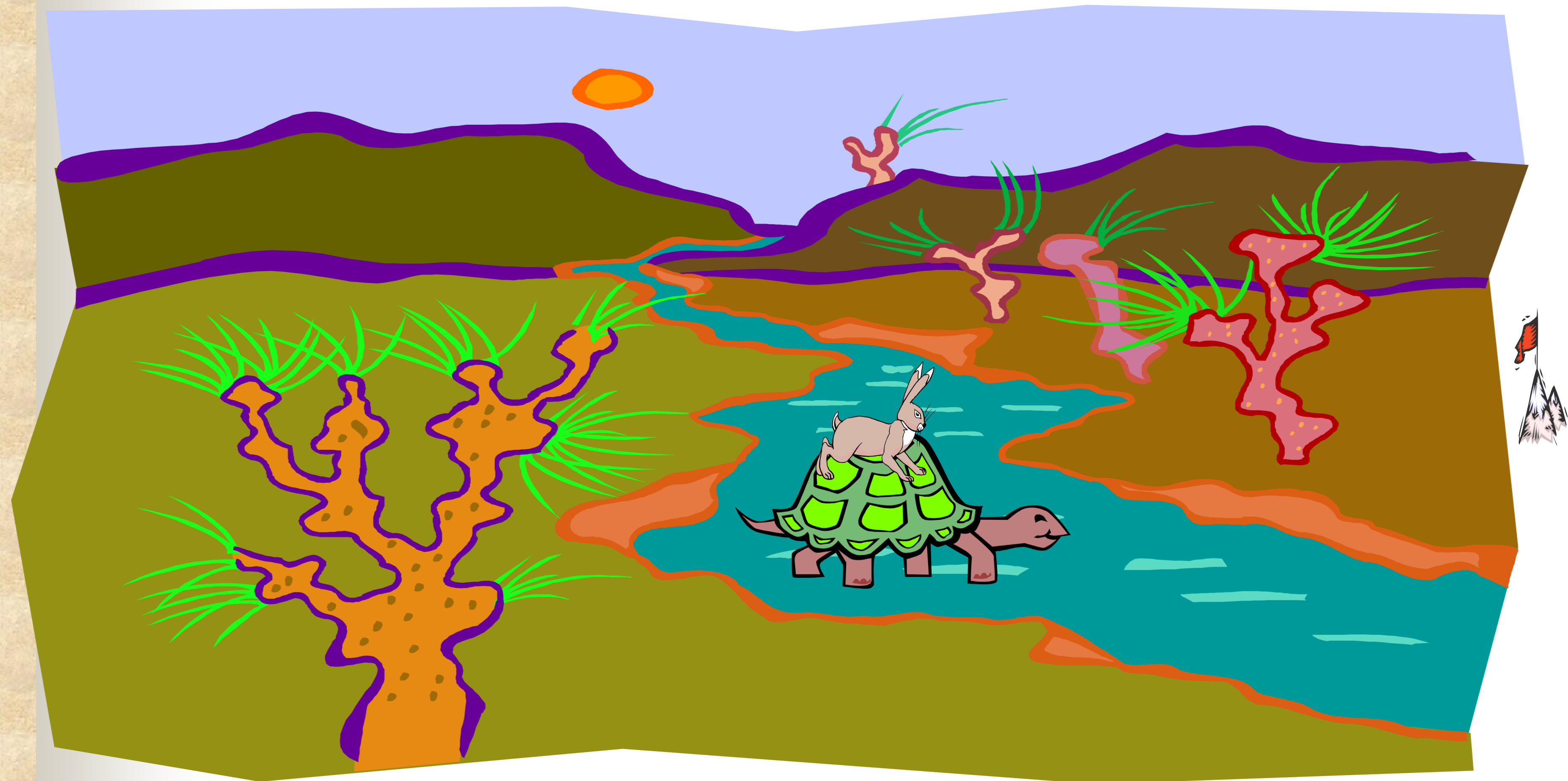
Hi, buddy. How about doing our last race again?



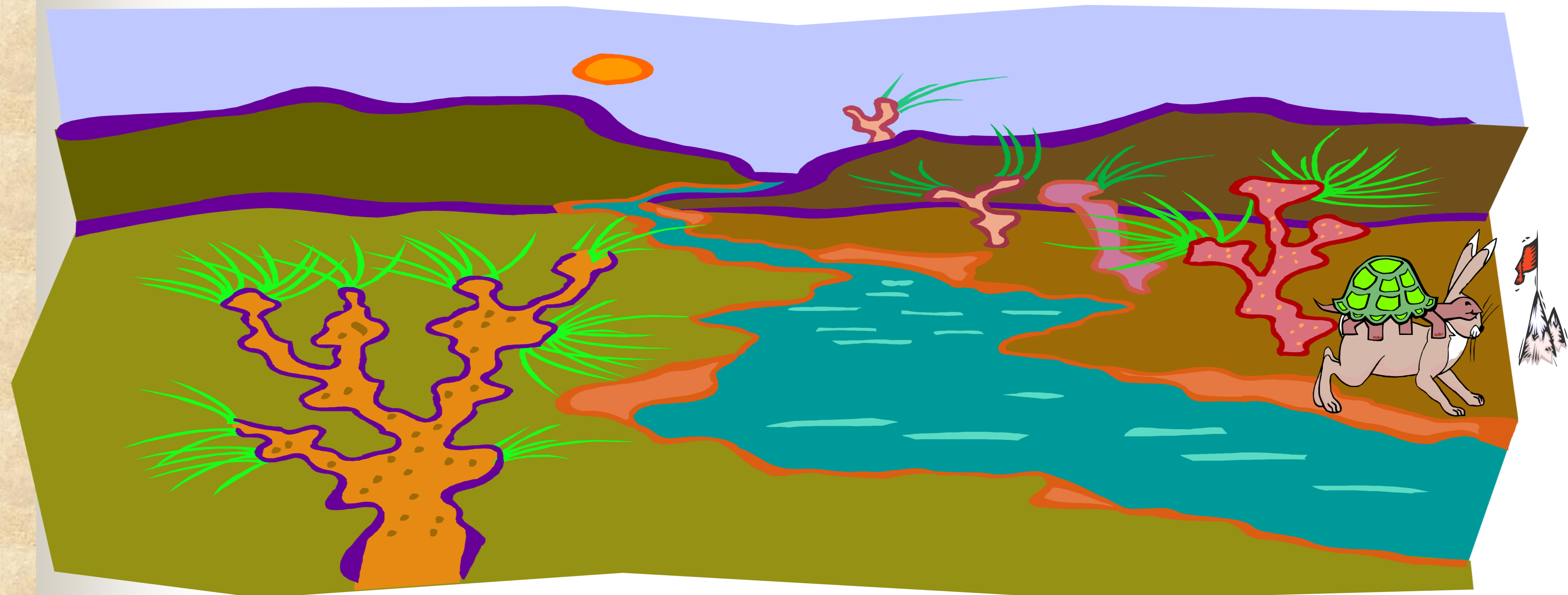
They started off, and this time the hare carried the tortoise till the riverbank.



There, the tortoise took over and swam across with the hare on his back.



On the opposite bank, the hare again carried the tortoise and they reached the finishing line together. They both felt a greater sense of satisfaction than they'd felt earlier.





The moral of the story?

It's good to be individually brilliant and to have strong core competencies; but unless you're able to work in a team and harness each other's core competencies, you'll always perform below par because there will always be situations at which you'll do poorly and someone else does well.

Teamwork is mainly about situational leadership, letting the person with the relevant core competency for a situation take leadership.



There are more lessons to be learnt from this story.

Note that neither the hare nor the tortoise gave up after failures. The hare decided to work harder and put in more effort after his failure. The tortoise changed his strategy because he was already working as hard as he could.

In life, when faced with failure, sometimes it is appropriate to work harder and put in more effort. Sometimes it is appropriate to change strategy and try something different. And sometimes it is appropriate to do both.

The hare and the tortoise also learnt another vital lesson. *When we stop competing against a rival and instead start competing against the situation, we perform far better.*



To sum up, the story of the hare and tortoise teaches us many things:

- + *Never give up when faced with failure*
- + *Fast and consistent will always beat slow and steady*
- + *Work to your competencies*
- + *Compete against the situation, not against a rival.*
- + *Pooling resources and working as a team will always beat individual performers*



Let's go and build stronger teams!

1.If you could only eat one dessert for the rest of your life, what would it be?

Do you play any sports or play any instruments?

What's one piece of advice you would go back and tell your younger self?

1.If you have to sing karaoke, what song do you pick?

If aliens landed on earth tomorrow and offered to take you home with them, would you go?

If you had to delete all but 3 apps from your smartphone, which ones would you keep?

**1.If you were trying out for a singing reality show,
what song would you sing?**

**Would you rather travel back in time to meet your
ancestors or to the future to meet your descendants?**

What's the most random thing in your purse/wallet?

1. How long does it take you to get ready?

What invention do you think will be popular in 20 years?

You're going to sail around the world, what's the name of your boat?

1. If you could only eat at one restaurant forever, what restaurant would it be?

If I visited your hometown, what local spots would you suggest I see?

What is the last TV show that you binge-watched?

1. Say you're independently wealthy and don't have to work, what would you do with your time?

Who was your childhood actor/actress crush?

If you could only eat one dessert for the rest of your life, what would it be?

1. If you could pick your nickname, what would people call you?

Would you rather travel back in time to meet your ancestors or to the future to meet your descendants?

If all your clothes had to be one color forever, what color would you pick?

1. If you could be one superhero, which superhero would you be?

It's Friday night after a terribly busy week, how do you spend it?

What is your favorite mode of transportation: plane, train, automobile, bike or boat and why?

1. What would you do for fun if you were stranded on a desert island?

Who out of all your friends do you admire the most and why?

What's the most bizarre thing you've ever eaten?

1. What is one favorite activity from childhood you wish you could do now?

Would you rather be able to speak every language in the world or be able to talk to animals?

What's something you could eat for a week straight?

1. You're going to sail around the world, what's the name of your boat?

If you could commit any crime and get away with it, what would you choose and why?

What commercial jingle gets stuck in your head all the time?

1. What is one favorite activity from childhood you wish you could do now?

Three apps on your phone you can't live without?

If you were trying out for a singing reality show, what song would you sing?

1. If Sharukh Khan & Salman Khan were both drowning and you could only save one, who would it be?

What is your favorite road trip snack?

Do you play any sports or play any instruments?

1. Do you ever post inspirational quotes on social media?

If you could ask God one question, what would it be?

Would you rather travel back in time to meet your ancestors or to the future to meet your descendants?

1. Are you an early bird or night owl?

If you were a wrestler what would be your entrance theme song?

As you grow older, what is one quality you hope to retain (besides a sound mind)?

1. If you could choose any person from history to be your imaginary friend, who would it be and why?

What's the weirdest food you've ever eaten?

What is your most used emoji?

**1. If you could commit any crime and get away with it,
what would you choose and why?**

What is your cellphone wallpaper?

Are you a traveler or a homebody?

1. What do you never leave the house without (can't be your phone, keys or wallet)?

If you could have any celebrity be your best friend, which celebrity would you pick?

If you could only listen to one song for the rest of your life, which song would you pick?

1. What is the biggest way you've changed since you were a child? In what way are you still the same?

Would you rather be able to speak every language in the world or be able to talk to animals?

If you could eat only one food for the rest of your life, what would it be?

1. If all your clothes had to be one color forever, what color would you pick?

If you could pick three famous people to be a part of your entourage, who would you pick?

What commercial jingle gets stuck in your head all the time?

**1. If you could commit any crime and get away with it,
what would you choose and why?**

**You're going to sail around the world, what's the name of
your boat?**

**If I visited your hometown, what local spots would you
suggest I see?**

1. You have your own late night talk show, who do you invite as your first guest & Why?

If aliens landed on earth tomorrow and offered to take you home with them, would you go?

What interesting skill do you want to learn?

1. If you were a wrestler what would be your entrance theme song?

If you could turn the ocean into a liquid other than water, which one would you pick?

It's Friday night after a terribly busy week, how do you spend it?

1. Which celebrity would you pick to exchange lives with?

If you are at the zoo, what animal do you enjoy watching most and why?

What is the most unique thing you have ever ordered online?

1. What's one piece of advice you would go back and tell your younger self?

Which is the first photo in your photo gallery?

You have to sing karaoke, what song do you pick?

1. If you had a time machine, what part of history would you go back to?

What is the last TV show/series that you binge watched?

If I visited your hometown, what local spots would you suggest I see?

1. What would you do for fun if you were stranded on a desert island?

What's your favorite time of the year ?

What do you miss most about your childhood?

1. If you could be world-class at any sport, what would it be and why?

Say you're independently wealthy and don't have to work, what would you do with your time?

If you could pick a TV show to be your life, what show would it be?

Thank you!

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