

4. Sachin was asked before the final about his son's cricket and Sachin said that he wanted his son to be happy whatever he does and that his son will only do his best if he enjoys what he is doing.
5. Australia has won 5 of the 11 world cups played so far. They have won 5 of the last 8. There is a method to their discipline in building capability and teams.
6. Clarke and Misbah retired from one days. Mc Cullum might follow. It is a demanding game and if you are not peak fit, then you become a liability for the team. Most captains will lose their jobs after this tournament. Leadership carries huge accountability and as a leader one cannot externalize.

Australia is a sports crazy country. They produce champions in cricket, hockey, golf, tennis, athletics etc. For me, Australians don't look at work-life balance – they look at work- life quality!

All the best, do well, all the people in the front line please close the month well, we need a strong march 2015.

With best personal regards,  
Shiv

[REDACTED]  
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**Sent:**  
**Subject:**

[REDACTED]  
Monday, March 30, 2015 7:35 AM  
Week 68 Learnings : Cricket world Cup  
[REDACTED]

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Dear Friend and Colleague,

This was the Cricket World Cup week. There were lots of learnings for me.

We took a number of important On Premise and Organized Trade customers to Sydney for the semi- final. [REDACTED] The customers were disappointed by the 40th over when it became clear that India would not be able to give a serious chase to the Australia total. I suppose most cricket fans were !!

On the morning of the semi-final, ICC (International Cricket Council) organized a chat for the sponsors and the customers with two former world cup winning captains – Arjuna Ranatunga and Allan Border. Both ex captains picked Australia as their favorite to win the semi-final. They discussed how they built their winning teams. Some lessons I picked out :

1. Ranatunga said that he always asked his team to put Sri Lanka ahead of everything else. If a player didn't put Sri Lanka first, he would not pick the player for the team.
2. Border spoke about giving talent a chance to perform rather than chipping and chopping. He was clear that only good, performing players had to be in any side.
3. Ranatunga said that early wins are necessary to instill belief in winning. In the 1996 campaign Sri Lanka beat India in Delhi even though Sachin Tendulkar made a big score. That night each of the younger players in the Sri Lankan team felt that they could win the tournament.
4. Ranatunga said that you cannot win a tournament by depending on one player alone, e.g. Sangakara, you need more than a star.

The semi -final in Sydney and the final in Melbourne turned out to be one sided matches. I learnt a few lessons watching the teams in this tournament:

1. Being BOLD is important to win in any sphere. New Zealand displayed this more than any other team.
2. Cricket is an individual game in a team context. The individuals who make their talent work for the team matter and those teams win more than they lose. Australia, New Zealand are great examples.
3. The game is loaded in favor of the batsmen now, scores of 300 are par for the course. The ICC has to innovate if bowlers have to bring back some unpredictability to the game. A batsman's game will make it predictable and that's not cricket or good for cricket.