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Sent:
Subject:

Monday, July 14, 2014 11:01 AM
Week 32 Learnings

[Redacted]

Dear Friend and Colleague,

[Redacted]

[Redacted]

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We need to build a culture of execution excellence. This will happen when we cooperate internally to compete externally. We will get better execution if we consistently coach our frontline so that they are more productive than others in the industry. We need to develop a culture of ownership where we see accountability as a positive force that helps build trust and mutual dependence in the company. We need to build a culture of working pro- actively with our eco system including distributors, wholesalers, retailers etc so that we get the first call on innovations and ideas in the eco system.

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The annual budget was unveiled by the Government last week. It places emphasis on development, job creation, education, sanitation for all by 2019. It also provides the states with nearly double the money on loans and grants. Rural roads and credit have got impetus. No budget can please everyone and this budget tries to portray India in favorable light.

Please do feel free to send me your feedback.

With best personal regards,

Shiv



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