

## Corporate Chanakya: Successful Management The Chanakya Ways

Anupama Sharma

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**Pillai, Radhakrishnan (2010). Corporate Chanakya: Successful Management The Chanakya Ways, Jaico Publishing House. pp. 340, Rs. 275; ISBN 13-9788184951332.**

"Corporate Chanakya", I found this title very fascinating and got curious to find out how Chanakya and his lessons relate with the present era corporate world. The title is interesting for the management students and practitioners who want to see the Management ways from a different dimensions and its real life applicability.

This book is written by a well known author Mr. Radhakrishnan Pillai fondly known as CHANAKYA Pillai. Educated in the field of management and qualified as an international management consultant, he later turned to discover management from Indian roots and proceeded to do Master in Sanskrit and PhD. He started a company Atma Darshan in field of spiritual tourism and has over 17 years of industry experience. He is the recipient of Sardar Patel International award 09 for his research in Kautilya's Arthashastra and spreading Chanakya's teachings. He is well acclaimed at bringing the learnings of Chanakya and relating it to the modern corporate culture and business dynamics.

This is a rich book about Chanakya, also known as Vishnugupta and Kautilya. He was the leadership guru par excellence, who lived in 3rd Century BC. His book, Kautilya's Arthashastra has 6000 sutras which have been classified into 15 books, 150 chapters and 180 topics by Chanakya himself. In "Corporate Chanakya" the author tries to decode the secret behind the success for leaders of the corporate world.

The book is divided into 3 sections of Leadership, Management and Training with 175 short chapters. It includes guidelines on various topics like -conducting effective meetings, managing time and employees, and dealing with day to day workplace dilemmas, tough decision making, responsibilities and powers of a leader. The book tries to bring back ancient Indian management wisdom in a modern format. The book picks up teachings from the legendary political thinker 'Chanakya' and describes how practitioners should apply them in the contemporary workplace setup. The book talks about a variety of topics like how to prepare for meetings, how to deal with one's boss, how to save a job, which are all relevant in today's corporate life.

The author suggests leaders to work on both hearts and minds of people. The chapter on leadership do's and don'ts sensitizes us to bring improvements in our present common leadership styles. Each chapter in this book helps to reflect on our real experience and how to make them productive and better in future.

Apart from showing the relevance of the Chanakya's teachings and strategies to the modern world corporate, book also explains tips for how to achieve those strategies. So in brief the book not only justifies the ancient-modern connect but also explains how to accomplish the end result cited in respective 'sutra' with modern approach.

Further the author attempts to correlate various verses from Arthashastra with modern management by following Part-Chapter-Subheading structure. Author tried to relate the quotes from Arthashastra to the subheadings. For example - Chanakya (1.13.16-17) says [The Leader/King] should favor those contented, with additional wealth and honor. He should propitiate with gifts and conciliation those, who are discontented, in order to make them contented. On which Pillai explains (Management - Employees - Stopping Attrition): 'Create your own culture: break all the rules, let your organization be the one where everyone feels proud to work', followed by tips to stop attrition.

While western way of Management has been the daily guide book for management professionals, Radhakrishna Pillai provides new fodder for thought in bringing the change in eastern way. Driven by his dedication to the Chinmaya Mission, he seeks to present Chanakya as an expert on modern management. The author has made enough efforts in meticulously selecting from the 6000 sutras and thereby giving readers an opportunity to understand Chanakya-niti in most practical and relevant way.

The book tries enough to answer the question 'Do ancient Indian principles of management and spirituality for the contemporary corporate scenario work?' in an affirmative way. This book is actually trying to provide solutions for our modern-day management problems with our own tried and tested ancient methods.

Although at some places where example is not cited or real situation is not explained to justify the verse, it merely sounds like an interpretation or extended translation of that verse by the author. Putting more practical examples may improve the authenticity of the fit, that verse/teaching brings to the present age corporate format. Otherwise overall, from the chairman to a management trainee of any company each one can understand these profound ideas presented in a simple format. They have been written in a very lucid manner which each of us can practice in our daily life.

## Author's Profile

**Anupama Sharma** is a doctoral student in the OB&HRM area at IIM Indore. She has done her Masters in Computer Applications from Banasthali University, Jaipur and has two years of experience as a Software Engineer in Aricent, Gurgaon. She likes reading, photography, playing Table-Tennis in her leisure time.