



Leadership Sun Tzu Vs. Krishna

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On Initiative

- ✦ Sun Tzu says...
- ✦ Attack only when victory is likely
- ✦ Maneuver to win without a fight
- ✦ If the odds are bad, then retreat
- ✦ Krishna says...
- ✦ Act rather than react
- ✦ Leaders succeed in excellence by taking action.
- ✦ Leaders actions today show importance tomorrow

On Subordinates

✦ Sun Tzu says...

✦ Be tough

✦ Iron discipline

✦ Excess kindness
will beget
uselessness

✦ Krishna says...

✦ Treat everyone as
equals

✦ Leaders are
compassionate and
selfless



On Financial Gain

✦ Sun Tzu says...

✦ Greed is Good

✦ The troops must see the booty and spoils ahead for motivation

✦ Krishna says...

✦ Never engage in action for material rewards

✦ Do well, and good things will come

✦ Acting on wordly desires leads to failure



The Achieving the Final Goal

- ✦ Sun Tzu says...
- ✦ War is a fact of life and cannot be neglected
- ✦ Winnings requires guile and sometimes deception
- ✦ Krishna says...
- ✦ Leaders view problems in the larger context
- ✦ Show sympathy to all stakeholders, employees, ...

In Closing

- ◆ Shift from Shareholder Driver to Stakeholder Focus
- ◆ Inclusive/Karma Capitalism
- ◆ Greed is Good to Green is Good
- ◆ Benefit Shareholders by placing Stakeholders first
- ◆ Lofty if not improbable quest

