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# MYSTICS TO METRICS

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A SERIES OF TRANSFORMATIONAL LECTURES

Mystics and metrics have conveniently been slotted separately. With an obvious allergy towards the 'soft', the mystical, by the macho number-crunching business managers.

It is quite possible though, that, at times, may be, bored with their futile chase of metrics, some corporate honchos would have secretly in the privacy of their closets wished that they had chosen the mystical path. To some sort of nirvana.

At other times, they would have, at the end of a draining 'metrics-driven' day could have also flirted with the mysticism of things. Through books (evidently best-sellers which have achieved their metrics or TV channels or even a discourse by a self-proclaimed over-hyped guru.

Yet, one wouldn't have in the craziest of their dreams ever considered that the both – mystics and metrics – can co-exist. Never ever imagined that the numbers that they are meant to reel out to sound (un)real may also be linked to the not-so-understood mystical 'real' reality. Never dreamt of one being respected and loved for being a Corporate Mystic – one who silently seems to carry with her the magic of making things happen without much effort and is valued and respected as one who always seems to be where one is meant to be.

The root of metrics, measure and *maya* is the same. In different ways it refers to the transient reality, the illusion that we live with, in our day to day life. It also refers to the space in which we are meant engage in and experience the 'play' or the '*leela*' and eventually from which get mystical glimpses of the Truth.

Mystics and metrics - one is not divorced from the other. In fact one is the way to the other. While metrics is all about matter and form of creation, the mystic is about the formless source of creation. The two realities are connected by the umbilical cord of life. It is only in moments of deep reflection and expanded consciousness that one can not only sense but experience the formless, the Home of all creation.

In this world of rampant change and chaos, the only sensible way of understanding how things work and get a wise understanding of the process, is to take a step back from the measurable finite to connect to the immeasurable infinite and get a perspective of things from that center point of existence. Nothing changes here. The Truth that one experiences in this realm is absolute, permanent and inert. And standing here, in the very vortex of life, one can not only comprehend the measurable transience in the periphery but also influence the same. This is how one bridges the Mystics to the Metrics.

## INDRONEIL – THE MASTER OF THE ‘MYSTICS TO METRICS’

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After having lived in the corporate world of hard-core metrics for 18 good years of his career (1983 to 2001) and having ‘played’ with numbers ‘seriously’ all along, he chose to step back to get a new perspective to the metrics. With an insatiable urge for meaning of things and living life of an explorer, it did not take much time for Indroneil to find the bridge between the transient and the permanent.

True to his commitment to business-relevance and application, as a coach and consultant Indroneil has had the opportunity to enable many organizations and individuals to walk through the bridge of Mystics to Metrics to get a uniquely powerful view to their scorecards. In the 14 years of his entrepreneurial journey with iProdigy and thereafter as an Independent Coach & Enabler he has touched close to 10,000 lives across 50 plus organizations. He has been upheld by the media as a Leadership Guru and a Transformational Coach and in the year 2005 he was chose by The Week as one of the 10 Gurus of Change. He was also selected as a Top Ten Thinker by MTC Global in 2014.

Taking this forward, Indroneil has now distilled his experience and associated wisdom related to this approach to launch a series of Transformational Lectures under the banner of Mystics to Metrics. Some of the themes of his Mystics to Metrics lecture series are:

### START-UP TO SCALE

- Why start-ups fail – an inside out perspective
- Creator to creation – start-up as a projection of the Founders’ DNA
- The Curse of Brahma – when to stop chasing ones creation
- Making it effortless – significance of intent and managing of conditioning that come in the way

### HUMAN VALUES TO ECONOMIC VALUE CREATION

- Understanding human values and their role in creating business values
- Helping people to discover their talents and values and arriving at hi-performing roles and goals
- Co-creating a value-driven organization for hi-EBIT
- Building and sustaining a meaningful culture around practiced values

### DASH BOARDING DESTINY

- De-constructing enterprise experience to discover recurring themes
- Discovering a shared context – organization purpose and values
- From discovery to destiny – through measurable dreams
- Upholding the power of Distinct Destiny
- Creating a dashboard to track the journey

## CUSTOMER LOVE TO LIFE-CYCLE VALUE

- What 'in me' comes in my way of relating to customers
- How does it come so naturally to so many who are now even educated
- Going beyond customer relationship to customer love
- Customer life-cycle value – a measure of customer love

## MANAGERS TO MENTORS

- Understanding the Krishna-Arjun dichotomy
- Resolving through multi-forming / transforming
- Managers as Transformational Enablers (MATE)

## THE DEATH OF DOER-SHIP

- The power of non-doing presence
- Watching events, knowing process, respecting Tao
- Making things happen

## SCALING UP THE PROFESSIONAL ASHRAMAS

- The 4 professional ashramas and their relationship with karma and desire
- The Gunas and Varnas required for each ashrama
- Being an enabler – the ultimate ashrama
- Enablement – an imperative, not a choice

## CORPORATE NIRVANA

- The significance of being centered and grounded
- Being a witness – death of doer-ship
- From reacting to responding – making things happen
- Beyond strategies - getting a systemic view of things

## LOGISTICS

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- Duration: each lecture will be of 2 hour duration, including questions and interactions
- Group size: 300 to 500 max
- Sensitive lapel mike, LCD projector, external speaker