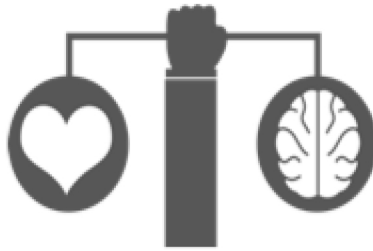


CHAPTER 7



Not all storms come to disrupt your life, some come to clear your path.

STAGE 6 DIFFERENTIATION STAGE



Child gets exposed to outside world and starts to compare father with others.

CHAPTER 7.I



ADDICTION WITH IDENTITY

Growing up as an adolescent, the child gets exposed to distractions. By this time, the strong characteristics of the child are formed.

Sometimes early successes give you a high. But if you let them take you over, things may get a little complicated. And remember, it's only our attitude that determines our altitude. Father Manager encounters an unusual case of someone not putting their best face forward to the customer. Read on to see how he handles it.

Mark couldn't believe that someone from Freddie's team could have done this. Raul, the customer relationship manager, complained that Vishy interrupted a customer during a call, stating, "I don't need not to be told so much in detail. I've managed projects much larger than this too." Raul told Mark in a firm tone, "I don't want to see this guy on any of my projects. You can put him on to anyone or take HR action." Henry confirmed that Vishy's tone sounded haughty, though he may not have intended it that way. Vishy continued to defend his statement.

Then Mark took the matter to Freddie. Mark ended his discussion with Freddie saying, "I know you give more importance to discipline and character than anything else. When we spoke about Wang's reputation yesterday, you'd remarked that character earns the real respect. I'm sure Vishy will get grounded with your guidance."

Freddie was happy to see early successes of his team and the team members flying high. Yet, he has more responsibility to ensure his team is well-grounded for larger success in future. Freddie realized that Vishy moved past the "Awakening Stage" by upgrading himself. That's not holistic yet. It's possible for Vishy to get the feeling, "I have arrived!" Vishy is aggressive and is an accomplished player. Freddie was also aware that he had to be sensitive not to bruise his self-esteem when he opens up the issue with him.

After his daily lunch with Martha, Freddie took Vishy along to a small training room in the basement.

"How's your passion with cricket and progress with your project going, Vishy?" quizzed Freddie.

"Projects are fine and not so challenging, Freddie. I've got into the BACA – Bay Area Cricket Alliance. Got a chance to play with Bay Thunder Knights team sooner."

“Wow! I’m sure you’ll qualify. Guess this Indian cricketer and you’ll get a box of chocolates from me. Ready?” enthused Freddie.

“Yay!” exclaimed Vishy energetically.

“His hit the first ball for a six in Ranji Trophy. He held the record for the fastest Indian player to get 1000 runs in Test cricket. He had the highest career batting average for an Indian test cricketer, at his time.”

“Tendulkar?”

“You’re almost there. That was Vinod Kambli.”

“Oh, I missed my chocolates?” Vishy sighed.

“Can I tell you one more fact? His career as a cricketer ended with his last Test match when he was 23! Tendulkar and Kambli were considered game-changers in the cricketing game. You know why Kambli couldn’t retain the success? He allowed early successes to create a feeling that he’s a star already. Success can come sooner. If the feeling of having succeeded and accomplished comes sooner, it can pull down your career.”

“I have heard his name as a child. I’ll keep this in mind when I play every match, Freddie.”

“You can keep it in mind for your projects too, Vishy. It’s great that you’ve worked on seven projects. Remember that every project that earns money for our company earns respect to you.”

“Does this advice have a background, Freddie?”

“You’re sharp, Vishy. With your experience, you can believe a project is simple. Things need not go well with a simple project. A customer would want his simple project to be given most important attention. When you claim it to be simple and things go wrong, we are giving customer a reason to believe that we overlooked it, and hence the failure.”

“I understand what you’re referring to. When you say, I will take it,” said Vishy resolutely.

Freddie put his arm around Vishy and said, “That’s what I wanted, Vishy! Great! Make a visit to the San Francisco Public Library where my mom worked. You’ll find that there are almost an equal number of research articles, equal number of books about the universe as you could find on atom. Small is as important as the big. And never forget Lord Byron’s quote ‘when we think we lead, we are most led.’”

Vishy responded. “I realize that attention on what’s small impedes achievement. You’ll only hear good things about me. It’s my duty to make you proud. Are there things that enhance achievements?”

“Yes. I will finish a meeting and mail you three achievement enhancers and a story on Mozart before I leave home.”

Want to read the achievement enhancers that Vishy received? Vishy has no problems sharing with you. He’s posted it in <https://www.authorvenkat.com/Freddie4u/achievementenhancers>