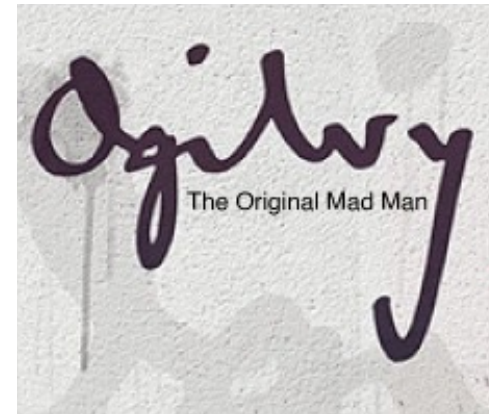


# Humans typically have a Gratitude List

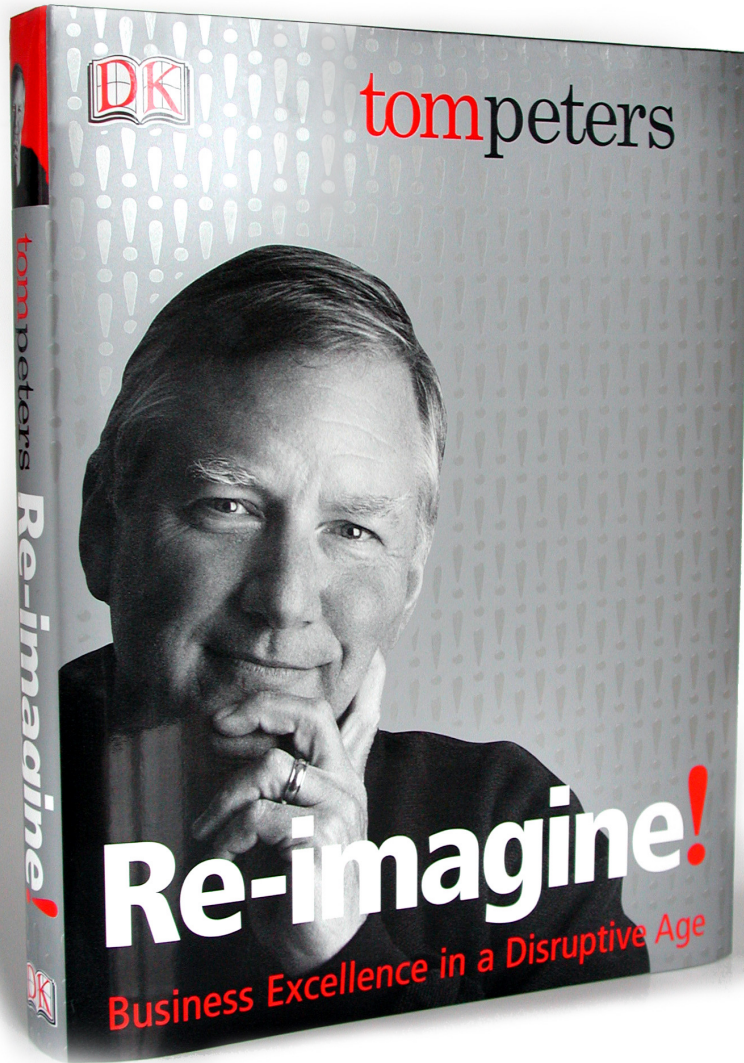
Here's mine...



David Ogilvy  
called idiots  
***idiots***

I embraced Ogilvy's **brutal  
bluntness**

I've also been using Ogilvy's  
persuasion techniques since the 80s

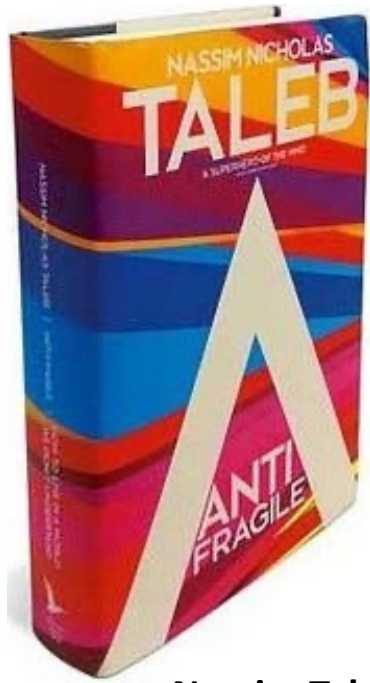


Tom Peters has been the  
**biggest influence on me**

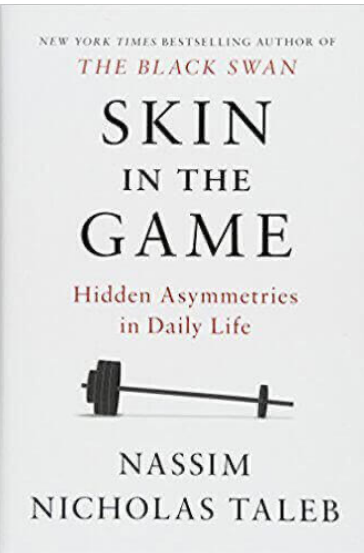
To think unconventional thoughts

To execute in unconventional ways

To be brutally blunt



**Nassim Taleb**  
authors books  
based on his  
research using  
advanced math



Paul Krugman is a danger to society,  
SAYS BRUTALLY BLUNT **NASSIM TALEB**

If you see fraud  
and do not say fraud,  
**you are a fraud**

SAYS BRUTALLY BLUNT NASSIM TALEB





## THOUGHT PROCESS

Scott Adams

Big-picture view

Better filters

Key variables

Reframes

Evidence

Avoid bias

Spot lies



1979

My high school teacher **Gilbert Samuel** peppered his math lessons with inspirational talks

Mr Samuel brutally attacked societies that failed because they were stuck with the old – while other societies were advancing

These talks created in me...

## AN INNOVATION MINDSET

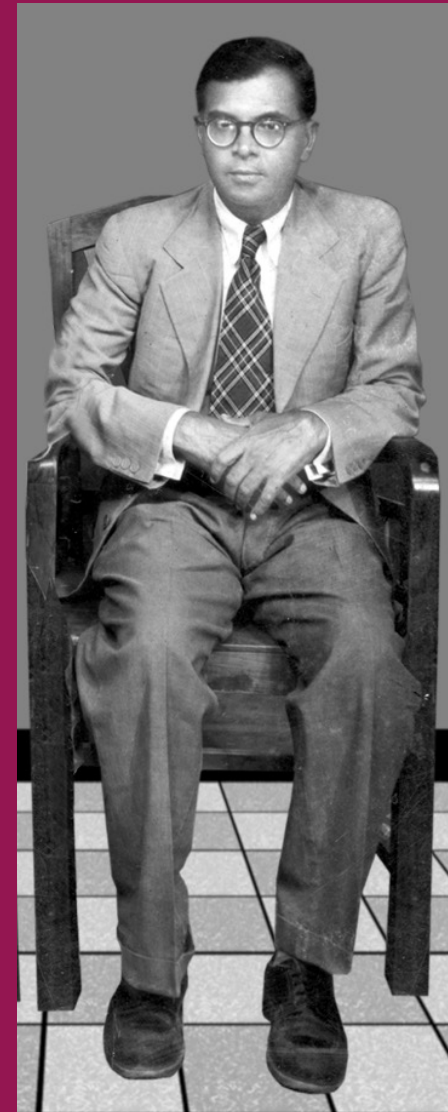
[I later created innovative methods and innovative software products]

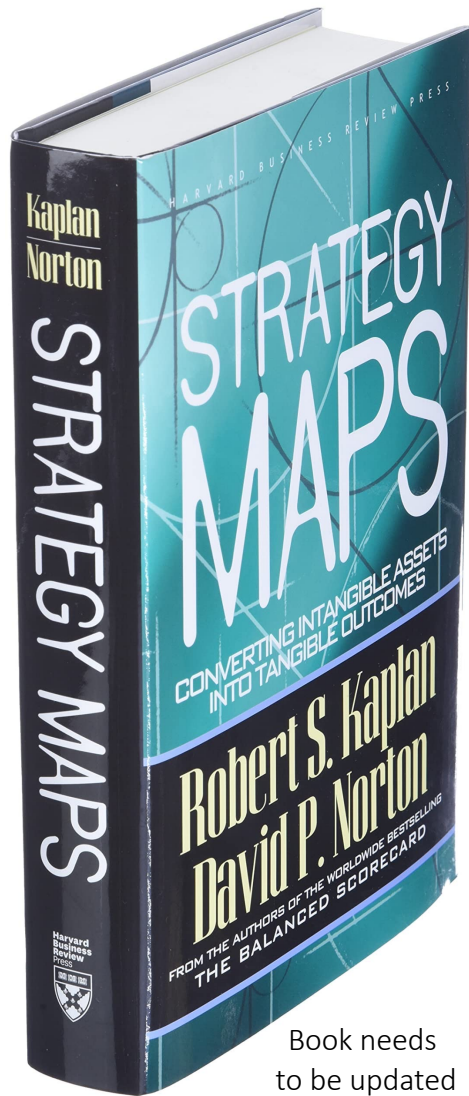
EDWARD  
SAMUEL  
Headmaster  
of schools.  
Another blunt  
truth-speaker 😊

# Grandpa's stories

Personal stories he told me demonstrated his level of **honesty** which looks bizarre in today's age of deception

His **gifts** to me were books and included  
*Chambers's Encyclopedia*





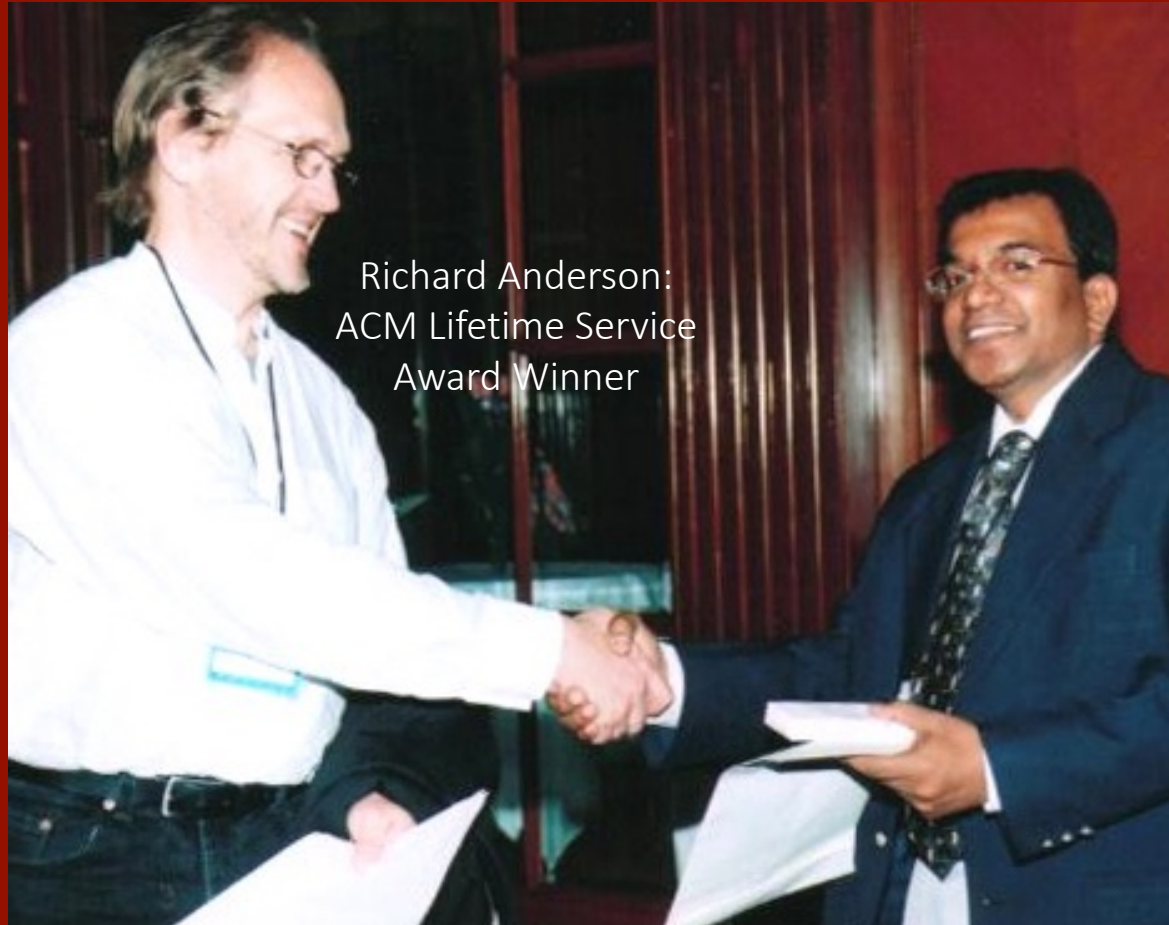
Book needs  
to be updated

I have used and adapted  
their **business strategy** framework





Richard Anderson not only taught me human-centric design,  
but helped me bring the new discipline to **India**



David Parmacek is an IBM veteran  
and my 80s mentor.

When I was in Sweden, he invited me  
to his home for a sambar-rice dinner  
that he and his wife made for me!  
Later, he sent me a huge box full of  
*The New Yorker* magazine.

Twenty three years later, he gave me a  
**beautiful recommendation letter.**



Learned project/people management from tech wizard and my TCS boss Kishore Padmanabhan.

More importantly...

I learned how to give **fair performance feedback** to team members – like the ones he himself gave me – giving credit where credit was due, while bluntly pointing out flaws.

**I loved the bluntness more.**

Bluntness is the opposite of fakery.





Cognizant CTO Deb Mukherjee nudged me to do better,  
but his applause created enemies for me 😊





I couldn't  
have  
impacted  
organizations  
the way I did  
without my  
**high  
performance  
Cognizant  
protégés**



**T A K E** MY  
**THANKS** PLEASE

PRADEEP  
**HENRY**

## **THOUGHT INFLUENCERS**

David Ogilvy

Tom Peters

Nassim Taleb

Scott Adams

Gilbert Samuel

Grandpa Edward Samuel

## **PRACTICE INFLUENCERS**

Kaplan & Norton

Richard Anderson

David Parmacek

My TCS boss Kishore Padmanabhan

My Cognizant boss Deb Mukherjee

My Cognizant team