

Macro Leadership Micro Management

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Meet Arun Jain, Founder and Chairman,
Polaris Software Lab.

A S Gopal

worker has always made it in life. Discussing about the other factors that has helped him in building the organisation he said, "To me dreams are the positive force which drives a person. It gives the energy and it is the alignment with the force that gives focus to move in one direction. Hard work is commitment to that alignment. These two are essential. The other two major elements are organising and planning. And, this plan has to be broken down into units to monitor and progress."

Elaborating further he said, "Once planned, you should look at who can execute it; who can bite that chunk. It depends on how granular you can go. There could be various levels. Level 0 can be the first plan, level 1 can be breaking it into the products and the people involved, level 2 can be the markets to be worked on during each quarter of the year, level 3 can be the monthly goals.



ARUN JAIN

Today the Information Technology industry is playing a part in the development of every other industry. Here is a person who played his part in the development of Information Technology industry itself. After college he never went to work. He straightaway stepped into the shoes of being an entrepreneur. From a humble beginning of \$250, today his organisation's annual revenue is over \$300 million. His offices are present in 16 countries and he heads a workforce of over 10,000 people. In a way everything about him has changed. In a way nothing about him has changed. He still carries his lunch box to share his lunch with his staff and says, "There is so much to learn from my staff." Meet **Arun Jain**, Founder and Chairman, Polaris Software Lab.

Arun did start with a dream and put in all the effort to reach here, but not every dreamer or a hard