

The banner features the 'play to potential' logo on the left. To its right are social media links: WhatsApp (+91 85914 52129*), Twitter (@PlayToPotential), and a website link (playtopotential.com). Further right, it lists 'Also available on:' with icons for Spotify, Apple Podcasts, and Google Podcasts. On the far right is a portrait of the Podcast Host, Deepak Jayaraman, with his name written below in a red box. A small disclaimer at the bottom left reads: '*Just send us a Whatsapp with your name, number and email and we will add you to our distribution list.'

Context to the nugget

Prakash talks about what sometimes comes in the way of people achieving their full potential. He talks about the importance of hard work (however clichéd it may sound) but also talks about the key element of enlisting others on the “bus”

Transcription

Deepak Jayaraman (DJ): You spoke about the children of this generation being much more open to the idea of pursuing their passion. What do you think are the bottlenecks that come in the way, especially when you think of people 20–30 years in? When you look at people who are doing well, but maybe not performing to the potential, in your mind, where do the bottlenecks lie, of untapped potential if you will, in other people’s journeys? Do you have some themes that come up?

Prakash Iyer (PI): Two possibly recurring themes. The first, I think, is a reluctance to slog, a reluctance to put in the hard yards. So, I think, a lot of great talent goes to waste because it’s not willing to work hard. I could be passionate about something, I could be talented, but I still need to work hard. I still need to put in the long hours. There are no shortcuts to that. I think, that’s probably one common theme.

The second, for me, would be, when you’re talented and passionate, you tend to think of yourself as a lone ranger, and, I think, that can sometimes become limiting. You need to recognize that even a slightly less talented person but with a stronger support staff will probably go a longer way. Therefore, the ability to enlist other people into your journey, the ability to excite other people to help you in your journey, the ability to get other people to get onto your bus and say, this is our bus, let’s take it to a great place. I think, that can help talent and passion reach heights that otherwise may not have been possible on their own. So, teams and hard work would be the two things that I would probably say.

Reflections from Deepak Jayaraman

DJ: One of my friends in the VC industry once told me that one of the things we always seek in an entrepreneur is the ability to sell the vision. Given that they are often opening doors much bigger than themselves in the early years, that ability to enlist others on your journey is so critical for any entrepreneur who is keen to build a business of some meaningful scale.

Thank you for listening. For more please visit playtopotential.com or subscribe the podcast on iTunes, Stitcher or one of the other Podcast apps.

End of nugget transcription

RELATED PLAYLISTS YOU MIGHT LIKE

Spotting Potential: As we move towards a world where intrinsic capabilities count for more and more, how we spot diamonds in the rough is a capability that will begin to matter more and more. This is as relevant for hiring as for investing. Leaders across disciplines share their insights on how they look for raw potential that can then be honed. You can access the playlist [here](#).

Leadership Development: “How do I grow” is a question that all of us grapple with. The recipe for success is also changing as we move from an Industrial paradigm to a Digital paradigm. This is all the more pronounced in a start-up context where the job outgrows you very quickly. Successful leaders talk about the role of mentors, coaching, listening and more in scaling up one’s capability. You can access the playlist [here](#).

SIGN UP TO OUR COMMUNICATION

Podcast Newsletter: Join 1000s of leaders who benefit from the Podcast newsletter. Not more than 1-2 emails a month including keeping you posted on the new content that comes up at the podcast. High on signal, low on noise. Sign up for the podcast newsletter [here](#).

Nuggets on Whatsapp: We also have a [Podcast Whatsapp distribution group \(+91 85914 52129\)](#) where we share 2-3 nuggets a week from the Podcast archives to provoke reflection. If that is of interest, please click [here](#) and send a message stating “INTERESTED”. Do also add this number to your Phone Contacts so that we can broadcast our messages to you when we share a nugget.

Prakash Iyer - Nuggets

- 09.00 Prakash Iyer - The Full Conversation
- 09.01 Prakash Iyer - Playing in the gig economy
- 09.02 Prakash Iyer - The art of storytelling
- 09.03 Prakash Iyer - Building a personal brand
- 09.04 Prakash Iyer - Selecting a coach effectively
- 09.05 Prakash Iyer - Picking the first job after IIM
- 09.06 Prakash Iyer - Career in consumer goods
- 09.07 Prakash Iyer - Shifting your goalpost over time
- 09.08 Prakash Iyer - Unlocking the potential
- 09.09 Prakash Iyer - What they don’t teach you at IIM-A
- 09.10 Prakash Iyer - In summary — Playing to potential

About Deepak Jayaraman

Deepak seeks to unlock human potential of senior executive's / leadership teams by working with them as an Executive Coach / Sounding Board / Transition Advisor. You can know more about his work [here](#).

Disclaimer and clarification of intent behind the transcripts

This written transcript of the conversation is being made available to make it easier for some people to digest the content in the podcast. Several listeners felt that the written format would be helpful. This may not make sense as an independent document. Very often spoken word does not necessarily read well. Several of the guests have published books and the language in their books might be quite different from the way they speak. We request the readers to appreciate that this transcript is being offered as a service to derive greater value from the podcast content. We request you not to apply journalistic standards to this document.

This document is a transcription obtained through a third party/voice recognition software. There is no claim to accuracy on the content provided in this document, and occasional divergence from the audio file are to be expected. As a transcription, this is not a legal document in itself, and should not be considered binding to advice intelligence, but merely a convenience for reference.

The tags that are used to organize the nuggets in the podcast are evolving and work in progress. You might find that there could be a discrepancy between the nuggets as referenced here and in the actual podcast given this is a static document.

All rights reserved. No part of this document may be reproduced or transmitted in any form or by any means, or stored in any retrieval system of any nature without prior written permission.