

The banner features the 'play to potential' logo on the left. To its right are contact details: a WhatsApp icon with the number '+91 85914 52129\*', a Twitter icon with the handle '@PlayToPotential', and a globe icon with the website 'playtopotential.com'. Further right, under the heading 'Also available on:', are icons for Spotify, Apple Podcasts, and Google Podcasts. On the far right is a portrait of the host, Deepak Jayaraman, with the text 'Podcast Host Deepak Jayaraman' below it. A small note 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

Where to go and How to grow are two questions leaders ask all the time. Vinita talks about the need for conviction in direction, coupled with abundant curiosity to grow as the key elements of playing to your potential.

## Transcription

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**Deepak Jayaraman (DJ):** In summary any headline thoughts on you want to leave the listeners with to play to their potential?

Vinita Bali (VB): Playing to your potential comes from a few things the first things is you have got to have conviction, conviction in what you are doing and you have to be a consummate learner so its conviction about what you want to do and the consummate learning with who you are? So I do believe that if you have conviction then the drivers really are the certain, passion because you believe in something and you are convinced, you will find the best way of doing it you have to believe that you don't have all the answers but there is somebody out there who has the answers you have to believe that realizing you potential is as much about what you do and in an organizational sense how you play with others so it is not just an individual journey, it is also a collective journey and I think the last thing really is to say that the only way to grow a company is to grow yourself and the only way to grow yourself is to be curious about learning.

## Reflections from Deepak Jayaraman

DJ: Reflecting on the point about having conviction about what you plan to do, the implicit point is that you need to spend enough time on the why behind the what. And a degree of self-awareness and an inner journey is almost always a pre-requisite to have a compelling why. That is how the conviction comes. Several people make career decisions and choices which are based on surface level considerations about the opportunity at hand without having a "why" narrative that makes sense for them, leave alone others.

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## End of nugget transcription

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**In Summary – Playing to potential:** This playlist captures the essence of what the speaker is trying to say in their conversation. In a way, it captures the key principles with which they have approached life which has brought them to where they are today. They share their perspectives on the mindset we need to adopt as we navigate through life. You can access the playlist [here](#).

**Curiosity:** "A Curious Mind" by Brian Grazer (Oscar winning Producer of movies like A Beautiful Mind and Apollo 13) was the inspiration behind the Play to Potential Podcast. In this playlist, Leaders reflect about the role of curiosity and how it has helped them in their journeys. As Alvin Toffler says, the Illiterate of the 21st Century will not be those who cannot read and write, but those who cannot learn, unlearn and relearn. You can access the playlist [here](#).

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### Vinita Bali - Nuggets

- 16.00 Vinita Bali - The Full Conversation
- 16.01 Vinita Bali - About Global Alliance for Improved Nutrition (GAIN)
- 16.02 Vinita Bali - Early childhood wiring
- 16.03 Vinita Bali - Navigating the sea of career options
- 16.04 Vinita Bali - Consumer Goods (FMCG) as a career option
- 16.05 Vinita Bali - Transitioning roles in a large MNC
- 16.06 Vinita Bali - Navigating the first 3-6 months
- 16.07 Vinita Bali - Functional Leadership to General Management
- 16.08 Vinita Bali - Transitioning back to India in a leadership role
- 16.09 Vinita Bali - Being an effective Board member
- 16.10 Vinita Bali - In Summary - Playing to Potential
- 16.11 Vinita Bali - Coping with Covid-19

### **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](#).

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