



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' and his name 'Deepak Jayaraman' below it. A small note at the bottom left of the banner 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

Amit talks about how he and his wife Archana have been thoughtful about how they would spend their time and money towards Philanthropy. He talks about how they picked Water, Education and Health as three areas he would go after. He also discusses how his intervention is a blend of several activities including writing cheques towards break-out NGOs, investing in Leadership Capacity Building and Governing through the Board.

Transcription

Deepak Jayaraman (DJ): How did you think of dedicating time and money in the social impact world?

Amit Chandra (AC): So we have actually four verticals that we focus on our oldest vertical is education and education we help basically anchored, I am the founder of the Ashoka and sits on its governing board we have also built a few schools we have also been very much involved in building the Design for Change movement with Kiran Sethi and then our second vertical is health in health we have been involved in building children's hospital SRCC children's hospital which Devi Shetty runs our third vertical is capacity building for the social sector that something that I am very passionate about I have always believed that you can't build a sector unless you build leaders so we basically run two major programs, two major initiatives in social sector, one is four platforms for building social sector leaders to in Partnership with Dasra called leadership potential, accelerator potential one in three way partnership with Harvard, Ashoka, Dasra on, Ashoka is a campus called SNMI and one where we send exceptional leaders from India to Boston at Harvard business school between these we train about 200 social sector leaders every two year so there's a set of programs that we run for social sector leadership training every year with theory there is over a ten year period hopefully about two thousand leaders will get trained in the sector and then we have set of initiatives that we run in about 25 what we call break out Not for Profits where we make target investments in their capacity these are essentially things where donors will not fund anything which is not planned, things like training, MIS hiring a central cause, anything central so we will make all those investments which will help them break out so OGQ we have funded their COO's cost so that Viren can focus on things that matter. So things like that. So we handle about 25 exceptional NGOs out of this office who we have worked with over a long period of time to help them scale by making such investments in then. Within capacity building we also do promotion of philanthropy through a bunch of other targeted investments being done over time and then our fourth vertical where I actually spend most of my time is in water sustainability with farmers, and village transformations which is all basically rural initiatives where we are actually working on mission to make Vidarbha and Marathvada most of Maharashtra drought proof over the next four years.

DJ: And given sort of the universe of problems to be addressed and finiteness of time how have you thought about A – which causes to go after? And B – the mode of intervention, hi touch versus investing versus mentorship versus boards?

AC: So it's actually evolved over time, the water is the one which I most actively personally involved with and that has come up mainly because, it's something that touch my heart directly and I realize that it was something which was completely solvable as a manmade problem and I figured that there was a intervention which if we focused on, we could eliminate the problem so as I decided to put as much of my time and money behind it so that's how I basically got completely involved with, capacity building again because of kind of a business approach to things it just seemed like when we started allocating our capital, we decide to talk to a lot of leaders and went and said we have finite amount of capital and there are so many problems to solve what would be the best return on capital and so when we spoke to multiple people one person told us that actually for anyone like you who is willing to put high risk capital who is looking for highest return on capital this is the best area.

DJ: and return defined in terms of?

AC: As social return on capital this is the best area to put capital in this was for many years ago and we actually decided to allocate capital to that, and education and health actually legacy investments for us but we landed up seeding to institutions in that area mainly most of the investment in that area are two Ashoka and the Hospital but their legacy investments which both are institutions which are dear to our heart and so those are two legacy investments which we my wife and I both love and we will keep supporting.

Reflections from Deepak Jayaraman

DJ: I come across several leaders who want to have a sense of purpose around their lives but struggle to find coherent answers towards the two questions

- Where should I contribute?
- How should I contribute?

The answer I guess is extremely specific to the unique context of the individual and more specifically how much of money and time is available for deployment. If this topic is of interest, you might want to listen to Nugget 15.08 from Vedika Bhandarkar where she talks about how she moved from the world of Investment Banking to the world of Social Impact at Water.Org. You might also find the Nugget 22.05 from Meher Pudumjee relevant where she talks about her approach to Philanthropy.

Thank you for listening. If you are new to the podcast and want to get a sense of the nature of content that is covered, you might want to go to YouTube and type "PlaytoPotential Highlights from 2017". I have tried to capture the key takeaways from my various conversations last year with leaders across disciplines. From people such as Zia Mody, Nandan Nilekani, Viswanathan Anand, Vijay Amritraj, Amish Tripathi, Vinita Bali and the like. For more, please visit playtopotential.com where the content is organized by nuggets and they are tagged by themes so that you could get perspectives from multiple individuals on a topic that you care about. If you want to listen offline say during a car ride home or during airplane travel, you could also access the Podcast on iTunes, Stitcher, Saavn and several other podcast apps but that may not give you the flexibility to navigate across speakers by theme. If you find the content purposeful, please go to iTunes, rate the show and share a review. It will help others discover it.

End of nugget transcription

RELATED PLAYLISTS YOU MIGHT LIKE

Social Impact: Leaders across domains talk about how they have thought about Social Impact and where the seeds of giving were sown. They discuss their approach to philanthropy and the underlying principles they have used to get to what they are doing now. 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.

Amit Chandra - Nuggets

- 27.00 Amit Chandra - The Full Conversation
- 27.01 Amit Chandra - Early formative years
- 27.02 Amit Chandra - Joining an Indian I-Bank after a US MBA
- 27.03 Amit Chandra - Factors behind the rise at DSP Merrill Lynch
- 27.04 Amit Chandra - Decoding mentorship
- 27.05 Amit Chandra - Transitioning from Banking to PE
- 27.06 Amit Chandra - Apprenticeship - the magic sauce in Private Equity
- 27.07 Amit Chandra - Building better business judgment
- 27.08 Amit Chandra - Institution building - Leading Type As
- 27.09 Amit Chandra - Moving to a 50% model at Bain Capital
- 27.10 Amit Chandra - Being Strategic about Philanthropy
- 27.11 Amit Chandra - 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.