

# TODAY'S MANAGER

Issue 4 \ 2021

## Is India the Next Gold Mine?



Trade Tech Talk \ Seizing Business Opportunities Beyond Asia

Rapid Growth Zone \ Organisational Development? Forget all You Know!

Choosing Change Mastery \ Can We Have Two Golds?



# C O N T E N T S

## FROM THE EDITOR'S DESK 2

### MANAGEMENT

#### CHOOSING CHANGE MASTERY

**Can We Have Two Golds? 3**  
Power with vs power over for an inclusive, sustainable society.

#### LEARN, COLLABORATE, EXPERIMENT

**The Heart of Diversity— 5**  
**Encouraging Empathy and Openness at the Workplace**

If companies seek to achieve a truly gender, ethnic, and culturally diverse workforce, they need to first look at diversity using a structural lens.

#### NEW AGE LEADERSHIP Coaching, Mentoring, and Sponsorship 7

Count yourself lucky if you have a coach, mentor, or sponsor.

#### THE OWEN PERSPECTIVE The Perfect Life 11

If you were given the chance of living life without pain, would you take it?

#### RAPID GROWTH ZONE Organisational Development? Forget All You Know! 13

Do you want to strengthen your business's performance and grow your business fast? Below are my top four pieces of advice that often run most counter to conventional practices I observe in companies all over the world.

**Promotion to Manager: 15**  
**Is it a Dream Come True or Horrible Nightmare?**  
Newly promoted managers

need to be supported to succeed; it's good business.

**Leading Through Change and Transition 19**  
Reinventing leadership by being comfortable with the discomfort of change and transition.

**Unequal Opportunities in Global Nomad's Land 21**  
How is your Employee Value Proposition (EVP) changing in the wake of the pandemic?

### BUSINESS

**BEYOND THE AVERAGE What We Can Learn from Apples and Oranges 25**  
Ian Shepherd, author of *The Average is Always Wrong*, on getting behind the terminology that can make a data strategy seem out of reach.

**THE NORDIC PERSPECTIVE Consumer Empowerment in Agroecosystems Management 27**  
The author discusses the consumer empowerment in agroecosystems management as means to sustainable consumption and quality living.

**BUSINESS INTELLIGENCE Not Only a Storm in an Old Colonial Tea Cup: On Racism in Singapore (Part 2) 37**  
Racism in Singapore? Read on as the author gives his views in this two-part article.

**Transforming The Future of Food 39**  
Crawfish farming may be the key to solving food insecurity, and technology can enhance the process.

## COVER STORY

**30** **Viewpoints from a Leader: Ms Deepshikha Kumar**  
I interview Ms Deepshikha Kumar, Founder and Managing Partner of SpeakIn, to get her insights on leadership, management, and about whether India is the next gold mine.

## SPOTLIGHT

**10** **The Unconventional Leader: Lessons from the Classics**  
Drawing from the wisdom of Laozi on the 'principle of fluidity' and its relevancy to contemporary leadership practices.

**17** **To Improve Customer-Centricity, Forget Software Development Requirements**  
The requirements for your software development projects are wrong, and that's okay.

**35** **The Rise of Developer—Led Innovation and Evolution**  
More technical collaboration between business and IT, with more diverse and open-minded developers will be key in driving the next wave of business innovation.

**KINDNESS@WORK** 41  
**Integrating Locals and Foreigners in a Multicultural Workplace**

How can organisations help staff with different backgrounds integrate and build a harmonious environment?

**TRADE TECH TALK** 43  
**Seizing Business Opportunities Beyond Asia— Making the World your Oyster**

Market expansion is instrumental in growing your business.

**Scale Up Your Business the Right Way with the 5E Scale Engine** 45

This is my story of how I scaled my business from SG\$0 to SG\$30 million.

**CORPORATE SOCIAL RESPONSIBILITY**

**Homegrown Brand Union Power Charges Forward towards a Greener Future** 47

Navigating the future of circular economies and adapting business strategies to evolving sustainability goals.

**Lighting Up the Way to Carbon Neutrality** 49

Growing global emphasis on sustainability has created a greater impetus for businesses to significantly reduce or remove greenhouse gas emissions from their operations. For Signify—formerly known as Philips Lighting, the first major lighting company in the world to reach carbon neutrality, achieving this milestone is not just about celebrating our success but imparting valuable lessons for other businesses to do the same.

**FEATURES**

**(Arguing for) Cyber-Wellness as A Critical Aspect of Workplace Wellness** 51

COVID-19 has taken a huge toll on mental and emotional health and well-being, which has become one of the key fallouts of the pandemic. Persistent strains and stresses can arise from the incorrect, uncritical, or prolonged use of digital devices, including in our professional lives.

**REVIEWS**

**Products** 53

**TODAY'S MANAGER**

Editor/Publications Manager  
Dr Sadie-Jane Nunis

Graphic Designer/Subscription  
Serene Oh

Cover photo: Shutterstock  
All photos are courtesy of Shutterstock, unless otherwise indicated.

VISIT US TODAY



SIGN UP TODAY



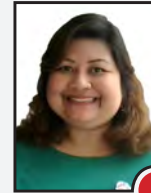
*Today's Manager* is the official quarterly publication of the Singapore Institute of Management, SIM Headquarters, 461 Clementi Road, Singapore 599491.

Editorial material does not necessarily reflect the views of the Singapore Institute of Management. Copyright ©2021 Singapore Institute of Management. All rights reserved. No portion of the magazine may be reproduced, stored in a retrieval system, or transmitted in any form or by any means, electronic, mechanical, photocopying, recording, or otherwise, without the written permission of the publisher.

For editorial contributions, please E-mail [publications@sim.edu.sg](mailto:publications@sim.edu.sg).

To sign up for SIM Membership, please visit <https://simsociety.sg/>

**FROM THE EDITOR'S DESK**



Dear Readers,

Is India the next gold mine? There have been discussions surrounding this topic for a while now however, though India started off as a slow burn and during the pandemic, that flame has been fanned and they are stepping up even more than before.

We all know that there are many multinational companies who transferred their production hubs over to China, but there were many who set up shop in terms of customer service call centres and the like in India. When the pandemic hit, many re-routed their production hubs over to India, helping the already thriving economy. An article published by the BBC in March 2020 and the *PWC's The World in 2050 Report* projects that India's enroute to be a close second, following China as a Top 10 Economy in 2050. This is strengthened by India's booming high-tech sector and its constant growth in terms of rapid digitalisation.

For our cover story, I speak with Ms Deepshikha Kumar, Founder and Managing Partner of Speak-In and discuss her views about whether India is the next gold mine, as well as get her insights on leadership and management.

As always, we have various articles that look at leadership, empowerment, and companies that thrive on food sustainability methods.

I would like to thank our various contributors who have contributed to *Today's Manager* throughout the years. We will be going on a hiatus as we relook at revamping our approach to thought-leadership and how to align it to SIM's new vision and mission.

While we determine what to do next, I would like to thank you dear readers for your support since 1995. Watch this space as we will be back!

Till then, do take care, stay resilient, and healthy always.

Merry Christmas in advance and here's to a fabulous 2022!

Excelsior!  
Dr Sadie-Jane Nunis  
Editor



## The Heart of Diversity— Encouraging Empathy and Openness at the Workplace

If companies seek to achieve a truly gender, ethnic, and culturally diverse workforce, they need to first look at diversity using a structural lens.

*by Melanie Cook*

**T**ruth is, when it comes to running a business, profits define success.

And when it comes to discussing diversity in the boardroom, the buzzword is usually framed as a long-term revenue enhancer or a safeguard against hefty discrimination lawsuits. The cause is not nearly as salient as the (financial) effects or risks of the lack of diversity in such discussions.

Yet, a clear understanding of what causes a problem is often crucial in finding a solution—both in science and the social sciences. If companies seek to achieve a truly gender, ethnic, and culturally diverse workforce, they need to first look at diversity using a structural lens.

This means unpacking and understanding the various inequalities built into the fabric of different societies, and viewing the lack of representation of certain groups as a fundamentally structural issue.

Companies that fail to appreciate—and help their employees appreciate—this might see various pitfalls in their diversity approaches. Firstly, if the focus of the diversity programmes is to avoid lawsuits, boycotts, or getting “cancelled,” then they are prone to using negative messaging in their diversity training programmes.

For example, emphasising the legal costs of discrimination lawsuits might be interpreted as implied threats by employees (“if you discriminate, we all get in trouble”). When it comes to winning over true converts, the carrot has proven more effective than the stick.

Secondly, people often respond to compulsory courses with ambivalence, and doing so without helping employees understand the true value of such efforts might evoke even more anger. Studies have shown that reluctant participants actually report animosity towards other



# LEARN, COLLABORATE, EXPERIMENT

groups after compulsory courses, whereas voluntary training evokes the opposite response and thus, outcome.

This is a far cry from what Lawrence Wong when he was the then Minister of Education, wanted for Singapore.

He said: “Learning for good transcends every job, whatever job you're doing—have that mindset of wanting to be a better person, wanting to do better in everything that you do.”

Indeed, employees need to be given the time and space to first learn and understand the processes that cause the lack of representation of certain groups at workplaces before they are offered a choice to attend diversity training.

This may reduce the risk of compulsory diversity programmes being viewed as forced charity—or arbitrary at best, unfairly or unnecessarily competing for the already limited time, energy, and attention of employees. Employees need persuading that having empathy with and understanding the need for diversity is part of their personal growth and development, and not just a box ticking or quota achieving exercise.

Such pre-programme conversations need to first help employees appreciate and accept a lack of diversity as a structural issue that requires systemic ideological change, instead of viewing the issue as a problem with the characteristics of certain individuals or groups. Without rethinking cultural norms at an organisational or societal level, diversity initiatives will always risk erring on the side of tokenism.

According to the World Economic Forum in their *Global Gender Gap Report 2020*, Singapore is improving in our gender equality efforts, but we still lag behind countries in the region like the Philippines and Laos.

The importance of changing a cultural value system was recently emphasised in Singapore, where a White Paper titled *Conversations on Women Development* was recently issued to help the country work towards greater gender equality.

The initiative highlights how a lack of diversity has not only to do with structural disadvantages that certain groups face, but also to do with our value system as a society and how we value certain characteristics, skills, and ultimately professions, more than others.

For example, jobs in the spheres of child-rearing, homemaking, teaching, and nursing are usually paid

less and disproportionately undertaken by women and/or female migrant workers for a lesser wage.

In this aspect, true gender diversity can only be achieved through not only rethinking gender roles, but how we fundamentally value such labour. For as long as such jobs are thought of as lower-skilled and hence valued less, they will only be undertaken by (or relegated to) groups that lack other options.

A lack of diversity at the workplace is a complex issue that involves the interconnecting (and sometimes compounding) effects of gender, ethnicity, and class. While companies do not have to put their employees through a crash course in sociology, a thorough understanding of the issue by directors and managers will help inform the rest of any diversity strategy.

In fact, a study by *The Harvard Business Review* found that engaging managers and getting them involved in the problem-solving process boosts the efficacy of diversity programmes. Experiments have shown that people tend to alleviate cognitive dissonance by changing either beliefs or behaviours that are at odds of each other. For example, if someone learns why discriminating is wrong, they will either stop discriminating or rationalise a justification for doing so.

In the same vein, when employees are given the time and space to fully understand the who, what, why, and how of a problem, they are more likely to have a change of heart, mind, and action.

Another effective way to do so is through mentoring. By taking protégés of diverse genders, ethnicities, and backgrounds under their wings, mentors give minorities a chance to prove their mettle, and give themselves a chance to unlearn their own biases.

Indeed, diversity is both cause and effect of a deep understanding and appreciation of the lived experiences of others. ○



Melanie Cook is a futurist who considers herself an educator, systems thinker, and a tech humanitas. She has deep debates about the operational impact of new technologies at the workplace, and true to her DNA, focusses on the organisations of tomorrow and what we should be doing about it today.