



ASHOKA
UNIVERSITY

Management Lessons from Bhagavad Gita

Lecture 1

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IN COLLABORATION WITH



Penn
Engineering

Carleton College

Ten good soldiers wisely led will defeat a hundred with poor leadership

Commanders and leaders	
Overlord Yudhishtira	Overlord Duryodhana †
Commanders-in-chief Dhrishtadyumna (day 1-18) †	Commanders-in-chief Bhishma (day 1-10) † Drona (day 11-15) † Karna (day 16-17) † Shalya (day 18) † Ashwatthama (night raid)
Strategists Krishna	Strategists Shakuni †
Strength	
7 Akshauhinis 153,090 chariots and chariot-riders 153,090 elephants and elephant-riders 459,270 horses and horse-riders 765,450 infantry (total 1,530,900 soldiers)	11 Akshauhinis 240,570 chariots and chariot-riders 240,570 elephants and elephant-riders 721,710 horses and horse-riders 1,202,850 infantry (total 2,405,700 soldiers)

- Kauravas army was larger than Pandava's army
- Both the armies had strong warriors on their side
- In the end Pandavas defeated Kauravas

Leadership, Mentor and Adviser

- Krishna only advised and did not fight with weapons during the battle
- Overall planning, strategy and leadership of Krishna helped in winning
- Able to motivate his warriors and communicate the strategy



Effective communication - listen to understand and not just to reply



Gita consists of 700 verses out of which are **84 are spoken by Arjuna** and 575 are spoken by Krishna

Arjuna refuses to fight and presents his arguments to Krishna. Arjuna expresses his concerns and fears to Krishna

- ✓ Krishna carefully listens and understands to every doubt and question raised by Arjuna
- ✓ Krishna **listens to Arjuna even if Arjuna counters his explanation**
- ✓ Krishna teaches several important lessons but was able to succeed in clarifying the doubts of Arjuna through good listening and not just good speaking





Thank You

