



**Feature / Interviews**

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EXECUTIVE EDUCATION

## **Ravi Varanasi**

Senior vice-president, National Stock Exchange

ADIT MATHAI

### **What's On**

#### **Finance for Executive Decision Making Skills**

- **Where:** IIM Kolkata
- **When:** July 23-27
- **How much:** Rs 50,000
- **Email:** headcmdp@iimcal.ac.in

#### **Advanced Management Programme**

- **Where:** IIM Lucknow
- **When:** July 23–August 4
- **How much:** Rs 4.75 lakh
- **Email:** mdpoffice@iiml.ac.in

#### **Senior Management**

- **Where:** IIM Ahmedabad
- **When:** July 29–August 18
- **How much:** Rs 3.1 lakh
- **Email:** mdp@iimahd.ernet.in

#### **Financial Statement Analysis**

- **Where:** IIM Indore
- **When:** July 30–August 1

- **How much:** Rs 30,000
- **Email:** mdp@iimidr.ac.in

#### **Innovation in Business models and Strategies For High profit Businesses**

- **Where:** IIM Bengaluru
- **When:** July 30–August 1
- **How much:** Rs 60,000
- **Email:** openpro@iimb.ernet.in

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#### **Attended**

Advanced Management Program at Indian School of Business, Hyderabad, in July 2010.

#### **What is your background?**

I completed my graduation from Mumbai University majoring in chemistry. Then, I started my career as a probationary officer with State Bank of India, where I worked for six years. Next, I shifted to Vysya Bank in 1994 and joined as a senior manager. After that I joined National Stock Exchange as a deputy manager and have been here 17 years, working my way up to my current position.

#### **Was there a change in your designation after doing the course?**

Yes. Before I joined the course at ISB, I was a vice-president. After completing it, I have been promoted to the post of senior vice-president.

#### **What were your key learnings from the course?**

The course gave a splendid perspective and fresh insights on financial matters like valuations and mergers and acquisitions, which proved very useful. That was the first major learning. Then, there was this case study on international negotiations that really stood out. In this, we were made to act out a negotiation. We were taught to look at negotiations from the other party's perspective and not just our own. Also, sometimes it taught us how adding a third party to a deal reduces inherent risks and this generally ensures a win-win outcome for all concerned parties. This has been particularly useful to me in my job because, being attached to the National Stock Exchange, I have to constantly deal and negotiate with international partners, various member stock exchanges and dealers. Thirdly, the course provided a delightful opportunity to interact with people from diverse backgrounds.

#### **What did you like the most about the course?**

What stood out was the interactive approach of case studies, role playing and sharing experiences adopted by the management, which made the learning process fun.

#### **What would you like to change about the course?**

The course was fairly well structured. The faculty were spot on with their teaching. I found nothing wrong with any aspect of the course.

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— As told to Adit Mathai

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