

LEADERSHIP

Lessons



Nelson Mandela

(1918 – 2013)

was the first black South African to hold presidency. He was awarded the Nobel Peace prize for his efforts to dismantle the country's apartheid system. Mandela's birthday (July 18) was declared "Mandela Day" to promote global peace.

A handwritten signature of Nelson Mandela in cursive script, appearing to read "N Mandela".

- 1 ▶ **Courage is not the absence of fear — it's inspiring others to move beyond it.** When he was in prison, Mandela was scared. But he inspired a number of fellow prisoners and this would never let people know.
- 2 ▶ **Lead from the front — but don't leave your base behind.** For Mandela, refusing to negotiate was about tactics, not principles.
- 3 ▶ **Lead from the back — and let others believe they are in front.** The chief's job is not to tell people what to do but to form a consensus. The trick of leadership is allowing yourself to be led too.
- 4 ▶ **Know your enemy — and learn about his favourite sport.** In the 1960s, he began studying Afrikaans, the language of the white South Africans who created apartheid. That's because he knew that he would have to deal with them one day.
- 5 ▶ **Keep your friends close — and your rivals even closer.** Many people whom he invited home for dinner were those he did not wholly trust. He believed that embracing his rivals was a way of controlling them.
- 6 ▶ **Appearances matter — and remember to smile.** Mandela believed that form mattered as much as substance. He was never a great public speaker. But crucial was his dazzling smile.
- 7 ▶ **Nothing is black or white.** Life is never either/or. To look for simple explanations is human but it doesn't correspond to reality. Nothing is ever as straightforward as it appears.
- 8 ▶ **Quitting is leading too.** Knowing when to throw up your hands is a key decision for a leader to take.
- 9 ▶ **For tough negotiations, stay away from the noise.** It is good to carry out discussion away from the clutter. And there is no need to tell the whole world that a discussion is on.
- 10 ▶ **You don't always have to have a plan.** Mandela never planned. He responded to events which cumulatively created epic reform. A case of a series of small things that went right for him.

JANUARY

WORLD BRAILLE DAY

4



SERVICE TAX AND EXCISE PAYMENT
(PHYSICAL MODE)

5



SERVICE TAX AND EXCISE PAYMENT
(ELECTRONIC MODE)

6

PRIME ACADEMY



January 4: Euro debuts as a financial unit in corporate and investment markets.



The first domain name ever registered was symbolics.com



JANUARY

7

8

9

INTERNATIONAL PROGRAMMERS' DAY



TDS / TCS PAYMENT

Lined writing area for January 7th, starting with an orange header bar.

Lined writing area for January 8th, starting with an orange header bar.

Lined writing area for January 9th, starting with an orange header bar.

PRIME ACADEMY



Borrow money from a pessimist -- they don't expect it back.

JANUARY

10

11

12



FILING OF EXCISE RETURN
FORM ER-1, ER-2 AND ER-6

NATIONAL YOUTH DAY

PRIME ACADEMY



1916

January 8: Allies retreat from Gallipoli.



**USELESS
INFO**



Chickens can't swallow
while they are upside down.

JANUARY

13

14

15

ARMY DAY



PF MONTHLY PAYMENT / TDS(26Q/24Q/27Q)
AND TCS QUARTERLY RETURN IN 27EQ

PRIME ACADEMY



If you are in a race, what place are you in if you overtake the person who is in second place?

JANUARY

16

17

18

Blank lined writing area for January 16.

Blank lined writing area for January 17.

Blank lined writing area for January 18.

PRIME ACADEMY



January 16: The Gulf War begins.



USEFUL INFO

Americans consume 31 percent more packaged food than fresh food.



JANUARY

19

20

21

Orange header bar for date 19.

Orange header bar for date 20.

Orange header bar for date 21, featuring a 'Reminder!' sticker and the text 'ESIC PAYMENT'.

Lined writing area for the three dates.

PRIME ACADEMY



Change is inevitable, except from a vending machine.

JANUARY

25

INDIAN REPUBLIC DAY

26

27



PF MONTHLY RETURN

PRIME ACADEMY



What demands an answer but asks no question?

JANUARY

31

This month...

KEY GOALS



ESI ANNUAL INFORMATION
FOR THE UNIT IN FORM 1A

Lined writing area for notes, containing 20 horizontal lines.

Lined writing area for key goals, containing 20 horizontal lines. A large diagonal watermark "PRIME ACADEMY" is overlaid on this section.

Lined writing area for key goals, containing 20 horizontal lines.



I own a shop selling 'CLOSED' signs, I haven't had a single customer.