



### Guest Lecture on Bullshit Quotient

<p><b>Topic</b></p>	<p><b>Guest Lecture on “Bullshit Quotient” by Mr. Ranjeev Dubey, Author “Bullshit Quotient: Decoding India’s Corporate, Social and Legal Fineprint”.</b></p> <p>Mr. Ranjeev Dubey is a prominent Indian corporate lawyer and Managing Partner of the Gurgaon based law firm "N South Advocates". With more than three decades in the legal profession, he frequently speaks at various business and legal forums internationally. He is best known for his bold and dynamic approach to legal, political or corporate issues. He is a published author of two works: "Winning Legal Wars", a book on litigation strategies for business and legal executives and the general interest "Bullshit Quotient: decoding India's corporate, social and legal fine print" in which he unsparingly subjects India's social, legal and political structure to a critique.</p>
<p><b>Date of the Event</b></p>	<p>January 21, 2013</p>
<p><b>Aim of the activity</b></p>	<p>The main objectives of the initiative were:</p> <ul style="list-style-type: none"> <li>• The purpose behind writing Bullshit Quotient</li> <li>• To explain the seven noble truths about litigation</li> <li>• To discuss the consequences of jurisdiction</li> </ul>
<p><b>Description of the Event</b></p>	<p>The session was initiated by Mr. Ranjeev Dubey by saying that “The business of the company is to deliver value to the stakeholders/shareholders. Everything else is incidental. All the stuff about delivering value to customers is BULLSHIT.”!</p> <p>Sir believes that we Indians have an extra ‘credulity chromosome’ built into our DNA. Also that we are wired to unquestioningly trust those who exercise authority over us, or those whom we admire, even as they unashamedly scam us. Sir in his lecture set out to dissect the bullshit that surrounds aspects of modern Indian corporate, social, political and legal life. In doing this, he asks and answers basic questions about our society.</p>

- Who runs the corporate ship and why?
- Who is making the stock market tick and how?
- What are health care facilities here to do?
- What is the role of sleaze and grease in the determination of public policy?

Besides this Sir, also explained the seven Nobel Truths about Litigation. These are as under :

- The system is designed to punish the victim (both civil & criminal)
- The legal system is designed for producer not consumer
- Only wealthy, controversial, celebrity, popular victim can get justice easily.

Ordinary Indian + Moral Outrage ( is not =) Justice

- All alternative disputes are just dress rehearsal
- You need to be paranoid defensive hostile i.e. if you want to get your money paid then do not go for credit risk
- Any case can be dressed up to make a criminal case
- A criminal case is not just a business practice as law & morality are completely divorced.

In the end of the session, open house questioning was welcomed by Sir. Following questions were asked by the audience :

1. Mr. Dubey's thoughts on Democracy.
2. What is the litigation on law practices?
3. Nobel Truths to reduce the Bullshit Quotient.

In all it was highly knowledgeable & effective session. Incidentally, students also learned about impressive communication skills.