

## **IPHMR Foundation Day – 18<sup>th</sup> December, 2008**

Tapan Ray, Director General,  
Organisation of Pharmaceutical Producers of India

It is, indeed, a great privilege and honor for me to be invited by IPHMR to present the diploma in the second convocation of this great Institute. Knowing Prof. Mitra well, over several decades, I have no doubt that he nurtures a dream of making IPHMR a global center of excellence over a period of time, just as he made CMARC a force to reckon with in the area of Pharmaceuticals Market Research. I have no doubt that this dream of Prof. Mitra and his team will be fulfilled, soon.

I congratulate all of you - the young graduates for your success in achieving this distinction. You are now at a cross-road, as it were, of your life with a pleasant feeling of success and achievement in your academic pursuit. As you are now poised, taking a 'small step for a giant leap' in the corporate world of cut-throat competition, you will need to make a well considered choice. The choice between hard-work, going through the rigorous grind and ultimately emerge as a well-tempered steel with a sharp cutting edge or just a comfortable life and be one of the many ordinary and average professionals.

Your parents who have selflessly supported you to achieve your cherished goal will live through you. Their dreams will get fulfilled seeing you successful and facing the world with an insatiable determination to move on - come what may.

While my wife and I were attending the convocation ceremony of our son and daughter we had just the same feeling.

Through your achievements, your teachers also get a sense of accomplishment having performed a noble duty towards our society, so well. All the members of IPHMR who have helped giving shape to your dream to face the corporate world, with a sense of confidence, are present here today to celebrate your success along with you. You should thank each one of them with humility and gratitude. Please do not ever forget that they have made a very significant contribution to help you become what you are today.

I would suggest that you always look at yourself as a 'Change Agent'. Try to make a difference wherever you are and whatever you do. It may be your home, the society you belong to, the organization you will work for and above all in your own contribution in all spheres of life. Keep asking yourself the following three questions, always:

1. What am I contributing to everything around me?
2. Have I remained the same as what I was, a year ago?
3. And finally 'When was the last time I did something for the first time?'

Up ahead we see a fast changing world - a world of accelerating change; a world where economy will be based mostly on intellectual capital; the competition will be cut-throat and business environment will be merciless. Thus you cannot expect the future to be a 'mega present day' environment; just as today is not a 'mega yesterday'. You need to keep honing your professional skills to face boldly, 'The Challenge of Change'.

At every stage of your life, please keep looking at the glass of your achievements. Remember, even a most successful person very seldom will find his or her glass full. Be that as it may, we should never look at the glass as 'half empty'. That is a negative thought and a barrier to make further attempt to make the glass full. Always look at the glass as 'half full'. That will provide you the initiative and drive to make it full and that is the power of positive thinking – the key driver of our life. The power that differentiates average from excellent - the power that has the capacity to propel young professionals like you in pursuit of excellence, always.

Thank you and wish you all the very best in your all future endeavour.

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