

THE SUNDAY READ

SMALL TALK with **KK**

Golf & other business

I wish there was a close relationship between golfing greens and greenbacks, says Krishnakumar Natarajan, CEO, MindTree

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Corporate honchos are thought to network and build business contacts over rounds of golf in the courses that dot the city. Bangalore has at least three well-established golfing greens with three more courses in the pipeline in various parts of the city.

But does it really happen that way? Do IT magnates actually play a game of golf and sign business deals the next day? Or is it yet another urban legend?

"I have yet to come across an event like signing a million dollar deal after a game of golf," says MindTree Consulting, now MindTree Limited CEO Kr-

ishnakumar Natarajan (KK). "But I hope it happens!" he adds.

KK started playing golf five years ago to reinvent himself. "I travel a lot and was spending very little time with my son. So to spend more time with my son, we started playing golf. Now my son plays better golf than I do!" he says.

Does teeing-off together help business? KK says it definitely helps in networking and building relationships. For instance, he says, he had a client from the US and got to know him much better after 3-4 hours of golfing together. "You get to know more about your business associate as a person," he says.

Well aware of the existing golf cours-

es and the ones that are coming up in the city, he says some are difficult to reach because of the distance, traffic while some have only three holes and are too small to make for a challenging game. After golf, what?

KK plans to take up photography next and after that, it is Carnatic music. Relaxation is critically important to performance. "You can be hassle-free by making correct choices," says KK.

Short breaks are his stress busters through rushed days. For instance, he says, he naps to de-stress just before the aircraft takes off. "Sometimes, I take short naps en route, such as while travelling to Whitefield!"