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# **BUSINESS ADMINISTRATION IN INDIA**

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***Jack Ma - Biography of a Self Made Billionaire* by Knight, R. G.**

**Kindle Edition, ASIN: B07FXNJSB3**

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***Jack Ma - Biography of a Self Made Billionaire* by Knight, R. G.** presents effectively and interestingly the inspiring story of Jack Ma, the founder of Alibaba – the Manufacturers, Suppliers, Exporters, and Importers from the World’s Largest Online B2B Market Place. A life story that will inspire our students in schools, colleges, and universities. Jack Ma is facing some trouble from the Chinese government in recent months. Reports indicate that although he is a member of the Communist Party of China, he has been under attack from several Chinese government agencies, including China’s central bank, People's Bank of China. Regulators have been scrutinizing closely the dealings of payments giant Ant Group Co Ltd. Whatever may be the steps taken against Jack Ma or his companies, one can never reduce the importance of Jack Ma for

all economic activities around the world. And Jack Ma will continue to be an inspiring model for all business entrepreneurs around the world.

The book *Jack Ma - Biography of a Self Made Billionaire* has two major parts:

**Part 1: Pre-Entrepreneurship** which focuses on the *Early Life and Interesting Childhood*, and *Gaining Wisdom*

**Part 2: Two Entrepreneurship** which focuses on Jack Ma *Becoming an Entrepreneur* and *Making It Big*.

These two parts are preceded by a section or chapter **Introduction**.

And Part 2 is followed by two sections/chapters:

**Jack Ma's Achievements**, and **Jack Ma's Top 10 Rules For Success**.

The Introduction points out that “In Jack Ma’s opinion, the biggest challenge hampering the success of people all over the world today is not unfavorable government policies of financial constraints, but the inability to simply get over that strong feeling reluctance”.

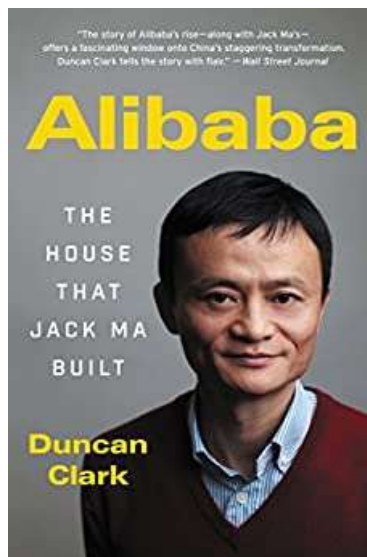
Jack Ma was born on 10<sup>th</sup> September 1964 and did not have access to prestigious and highly valued educational facilities or social contacts. Living conditions were very poor, and unhealthy in his surroundings. Poverty was the mark of life and Jack Ma experienced all these. But he always maintained his belief that he would achieve greatness. He chose to work as a tourist guide and through this process he learned his English. He learned many positive lessons from this work as tourist guide through the daily contacts he had with American tourists. His grand parents were members of the Chinese Nationalist Party which was against the Chinese Communist Party. This family’s past political history did not help him much. The author emphasizes that Jack Ma had his own failures, but his success is due to the power of perseverance and endurance. “You fail, fail and fail again until you succeed.” In his earlier attempts to get some employment or enter government service, he met with failure. He got a Bachelors degree in local teacher training institute and tried ten times get into Harvard. But he was denied admission. The story is heart-moving and offers the readers encouragement through Jack Ma’s ultimate victory. His command of English enabled him to teach at the local University. This also helped him to start his “first” business of providing the services of a translator. He visited the United States of America for the first time in 1995 as a translator for an international business deal. It is there he became well acquainted with the Internet. He created China Page, an online directory for major Chinese businesses and services. Within three years he was able to generate \$80000 in revenue. Because of competition from the government company Hangzhou Telecom. Please read the book to find out what all characteristics Jack Ma developed and what all features he focused upon and implemented.

*Jack Ma - Biography of a Self Made Billionaire* by Knight, R. G. presents the following as the Top Ten Rules adopted by Jack Ma.

1. Have Passion
2. Keep Your Dreams Alive
3. Focus on Culture
4. Get Inspired
5. Stay Focused
6. Build Trust With Your Customers
7. Don't Complain, Look For Opportunities
8. Get Used to Rejection
9. Solve Big Problems
10. Think Carefully & Work Smart

We commend this book is highly and suggest our students at all levels of education may be encouraged to read this book. Especially first generation learners will really get encouraged by the life story of Jack Ma.

For greater details on the starting of *Alibaba* and running it successfully all these years as one of the major enterprises of online shopping and sales enterprise, please read the following book also: *Alibaba : The House Jack Ma Built* by Duncan Clark.



[https://www.amazon.com/Alibaba-House-That-Jack-Built-ebook/dp/B0124PP3AA/ref=sr\\_1\\_1?keywords=Alibaba+%3A+The+House+Jack+Ma+Built+by+Duncan+Clark&qid=1609290457&s=books&sr=1-1](https://www.amazon.com/Alibaba-House-That-Jack-Built-ebook/dp/B0124PP3AA/ref=sr_1_1?keywords=Alibaba+%3A+The+House+Jack+Ma+Built+by+Duncan+Clark&qid=1609290457&s=books&sr=1-1)

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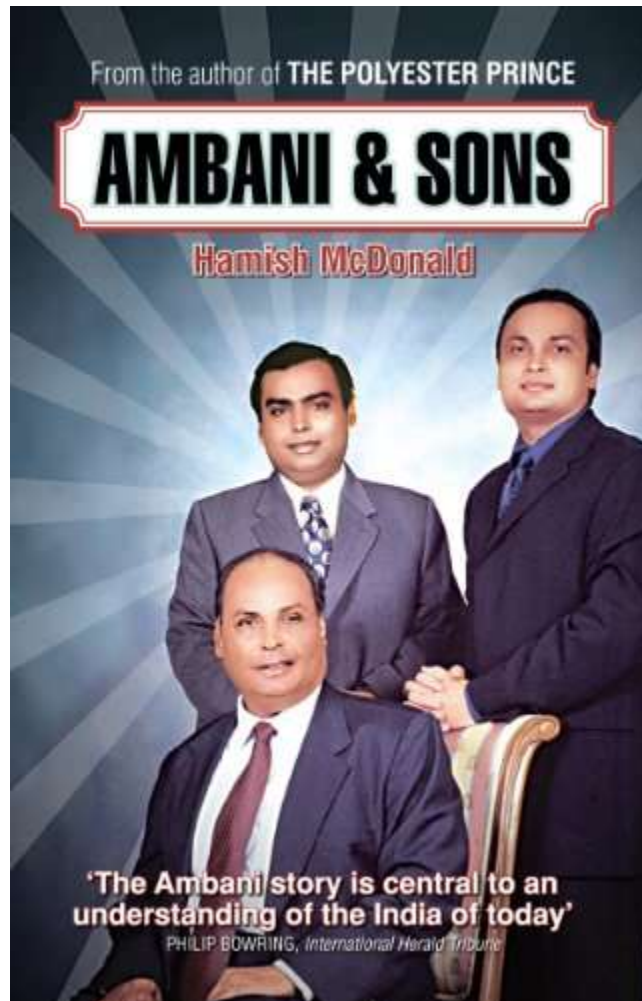
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**Introducing a Book:**

***AMBANI & SONS* by Hamish McDonald**

**Kindle Edition**

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Courtesy: [https://www.amazon.com/Ambani-Sons-Hamish-McDonald-ebook/dp/B00MXSAGBA/ref=sr\\_1\\_1?dchild=1&keywords=ambani+and+sons&qid=1609045246&s=books&sr=1-1](https://www.amazon.com/Ambani-Sons-Hamish-McDonald-ebook/dp/B00MXSAGBA/ref=sr_1_1?dchild=1&keywords=ambani+and+sons&qid=1609045246&s=books&sr=1-1)

As the quote in the cover of the book declares, “The Ambani story is central to an understanding of the India of today.” The book *Ambani & Sons* by Hamish McDonald is a good introduction to the story of Ambanis. The author declares, “Dhirubhai Ambani embodied all of the revolutionary capitalism.” The author also declares, Ambani “had earned reputation as a maker

and breaker of governments, and of political and bureaucratic careers”. The political and corporate activity of the Dhirubhai Amban’s business success is highlighted in the introduction part of the book. People, politicians, and business corporation took either “Adulation or Distrust” to judge the career of Dhirubhai as a businessman. Hatred marked the behaviour of many towards the Ambanis. But the dynamic entrepreneurship of Ambanis moved forward and met with great success. The story narrated here is a great tribute to the Ambanis, even though hatred towards their success may still be around. Their contribution to the development of Indian business is extraordinary and noteworthy and will continue to be a shining example of the need for bold and imaginative entrepreneurship.

This interesting book has 23 chapters, written using descriptive language with author’s insightful observation relating to the impact of Ambanis on Indian business enterprise and entrepreneurship. The family feud is also described towards the end of the book. We all feel sorry that the Ambani family had to face a feud as described in this book.

Readers need to take a neutral stand when it comes to family feud of any business family. Often among business owners, whether owners of small shops or stores in our bazars or the street vendors, family feud is quite common in India. In small towns, such feuds could develop for various reasons including the quarrel or misunderstanding between the closely related members, both men and women, of the family.

The chapter headings help us to get some glimpse into the contents of the chapters. These are the titles of the chapters:

1. Protean capitalist
2. A persuasive young bania
3. Lessons from the souk
4. Catching live serpents
5. A first-class fountain
6. Guru of the equity cult
7. Friends in the right places
8. The great polyester war
9. The paper tiger
10. Sleuths
11. Letting loose a scorpion
12. Business as usual
13. Murder medley
14. A political deluge

15. Under the reforms
16. Housekeeping secrets
17. Dhirubhai's dreams
18. The polyester princes
19. The corporate Kurushetra
20. Mother India
21. The Ambanis apart
22. Goodbye, Gandhi
23. Epilogue

This book is a must-read book for our students, research scholars and business executives. Hopefully, our college/university libraries already have copies of this book. Business and politics seem to be intertwined all over India. At the same time dynamic leadership of business corporations bring in economic prosperity. The story of Ambanis reveals the intricacy of Indian business.

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