

Established in 1936

The Doon School WEEKLY

"I sketch your world exactly as it goes." -Arthur Foot
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UNEARTHING MEMORIES

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Experiences, Learnings, and Advice

The Doon School Weekly interviewed Mr Arjun Malhotra, the Chief Guest of the 88th Founder's Day.

DSW: At the time you entered the IT industry, it was quite a new and novel industry. So, what was the risk involved in getting yourself into such a new industry and what advice would you give to students wanting to enter such new industries?

Mr Arjun Malhotra (AJM): You know the nice thing about entering a greenfield industry or a new industry is that you can make the rules. You can not dictate the market. The market dictates what you can do, but you can make the rules of how the system operates and how you can differentiate yourself from your competitors. My experience was that my competition was selling old technology whether it was IBM or ICL from England or ECIL from Hyderabad. They were selling machines based on earlier technology. They were not really outdated though, they were high-performance machines. IBM machines lasted a long time, after that you could not get that volume of performance with new technology, but our technology was completely new, right? We felt that people would buy the technology just because it is new and better. But that is not how things work. So you have got to show, you have got to do an ROI. You have to show people how you are more efficient, faster, and compact. You don't need all that wiring. You do not need false flooring, and then you can really see how easy it becomes to install computers. And it took us a long time until we discovered the art of selling computers. One

of our IIM Calcutta MBA guys had gone to the US after working with us for a while to do his MBA. So at the end of his first year, he wanted to do a project, but he wanted to do it in India. So we got him here and asked him "Why don't you look at computer buying?", different organisations have different models to buy computers and if you can tell us what the different computer buying criteria are, we will focus our sales force on that. So he gave us a list of four different decision models for buying computers. One of them was an entrepreneurial model where the size of the company does not matter; one person makes the decision. If you can find out their hot button, the deal is sealed. Let us say the industry is scrap management, and if you tell them how you can do scrap management more efficiently on your computer, that person will take the decision. And so we train people to try and identify that one thing that would strike the person. And that changed HCL. So from selling two hundred machines a year, which is what we were originally selling, and DCM was selling, and ORG was selling, which was a Sarabhai company, we moved to a thousand machines a year while they were still at that two hundred or less than two hundred level. That changed the company. It changed the market because we now started selling to first-time users. Of course, technology helped, video displays came out. So instead of a one-length display I had a full screen. The mouse came out. And so now instead of the

keyboard, I could click. Now, I could give the customer a program which had options and he could click on the options and run it. So technology helped, focusing on how to sell it, it all sort of came together. And there was a famous campaign that we ran in the 1980s, which said, computers are so simple that even a typist can operate them. It was called breaking the common computer myths. There were four ads that changed at least the Indian marketplace for the computer.

DSW: How do you think that small startups can garner the funding that they need? Even if you have a world-changing idea, at the end of the day, you need some kind of funding to back that. So how do you think a small startup can propagate their own network or their own ideas because at the end of the day, you still need some kind of financial backing?

AJM: Ideas do not get money. You can get a million ideas that are really good. Ultimately, you have to evolve the idea into an accessible market. How you will go to market, to a team that will develop the product, to a team that will take it to the market. You have got to do a fair amount of work. There are angels who will come in at an early stage and give you a crore maybe, that level of money. If you need ten million, no one is going to give it to you until you show them some proof of concept, have some revenue, and show the market size. So that depends on who's funding you. There are angels, there are seed

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A LEGACY CONTINUED

We would like to thank the outgoing Editorial Board of *The Doon School Weekly* that comprised Yashovat Nandan as the **Editor-in-Chief**, Tarun Doss, Abhay Jain and Vinesh Uniyal as **Senior Editors**.

The **Senior Editorial Board** of the *Weekly* for the year 2023-24 comprises the following students:

- Editor-in-Chief: Vivaan Sood
- Editor: Arjun Prakash
- Hindi Editor: Krtin Goel
- Senior Editors: Arav Khanal, Zubin Dhar

We wish all of them a fruitful tenure, while also putting on record our deep gratitude to the outgoing members of the Senior Board.

SHOOTING STARS

The following are the results of the **Inter-House Football Competition**:

Juniors:	House Cup:
1st: Hyderabad	1st: Hyderabad
2nd: Tata	2nd: Jaipur
3rd: Jaipur	3rd: Tata
4th: Kashmir	4th: Kashmir
5th: Oberoi	5th: Oberoi
Seniors:	
1st: Hyderabad and Jaipur	
3rd: Tata	
4th: Kashmir	
5th: Oberoi	

Congratulations!

“

Darkness cannot drive out darkness: only light can do that. Hate cannot drive out hate: only love can do that.

Martin Luther King Jr.

IN A LEAGUE OF THEIR OWN

RaghuraaJ Sodhi and Gursanjan Natt have been awarded the **Games Blazer**.

Well done!

DRESSED TO THE NINES

Tarun Doss, Aryaveer Agarwal, Rohan Taneja, Siddhant Srivastava, Aaditya Agarwal, Vishwa Vijay Rathore, Svanik Garg, Nabhit Singhal, and Riddhim Agarwal have been awarded the **Scholar’s Blazer**.

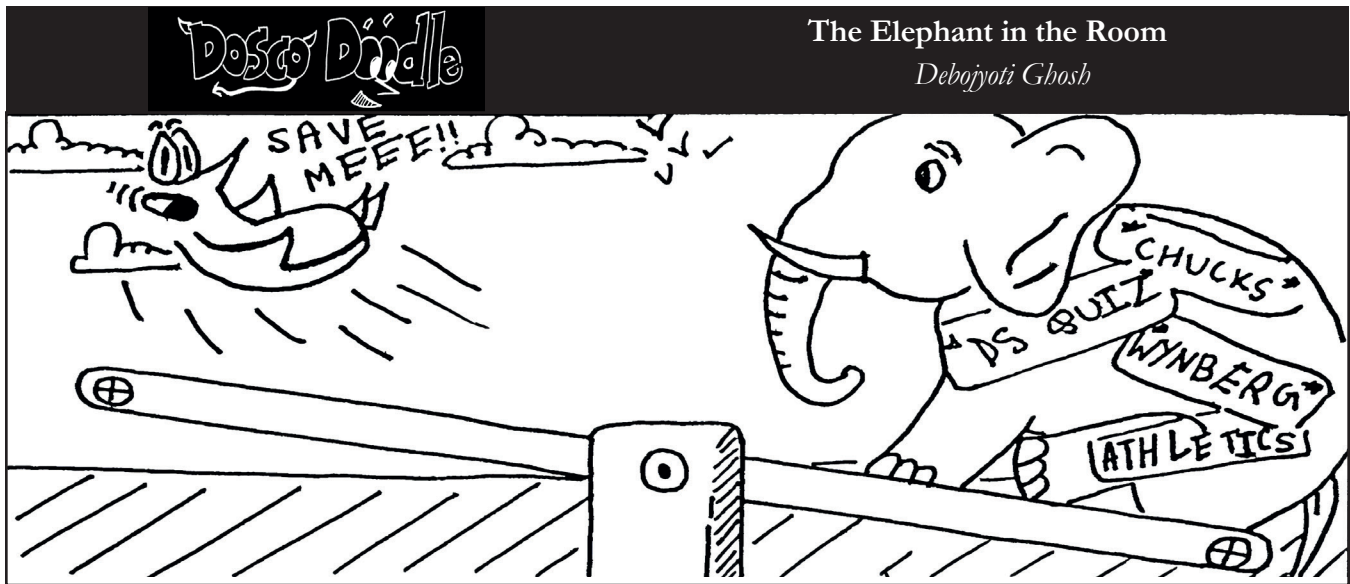
Kudos!

UNQUOTABLE QUOTES

- A flu flew in my fly.
- Arjun Prakash, buzzing with eloquence.
- I have dollars of money.
- Daksh Agarwal, rolling in it.
- Are you gadha or donkey?
- JTR, asking the right questions.
- The shower wasn’t watering me.
- Umaid Dhillon, the vocabulary of a houseplant.
- I carefully replaced each word with a cinnamon in my language answer.
- Arnav Tiwari, bittersweet results to be sure.
- After I was finished the trek, I was feeling leg pain in my head.
- Divit Fatehpuria, suffering in all capacities.

Around the World in 80 Words

Israel called for the resignation of the UN Secretary-General, Antoine Guterres after he told the UNSC that the Hamas attacks “did not happen in a vacuum”. Chinese survey vessel Shi Yan 6 docked in Colombo despite Indian security concerns. India resumed visa services in Canada. Mike Johnson made a bid for the speaker’s gavel as the GOP leadership crisis continued. NCERT suggested changing ‘India’ to ‘Bharat’ in textbooks. Glenn Maxwell scored the fastest century in the World Cup against Netherlands.



(Continued from Page 1)

investors, there are early-stage VCs, then there are VCs and then there are PEs. Right? So it depends on who you're getting funding from. But getting funding is one of the most difficult things. Firstly, I always ask people "If you had money, would you be willing to invest your money into this venture?", and if you yourself aren't, then it is unreasonable to ask other people to do the same for you. Secondly, when you get funds from outside, it is of utmost importance that you treat it more diligently, as if it were your own - be more conservative, because someone else is giving it to you believing that you will provide a return. I know that not everything gets a return, but as long as people know you are being honest, you are being sincere, and you have actually attempted to do something, it is okay. You win some, you lose some. But if they feel you are

spending the money on unnecessary things, you reap a bad reputation. Then, with your next startup, you are going to have a real problem. Because it is a very incestuous area, this whole investment industry. Everyone talks to everyone, and that is the way it works — whereas if you are successful, they will line up to give you more money — and that is the way life works.

DSW: How have you observed the evolution of the Indian IT industry and its global presence throughout the years? What trends or developments do you believe have the potential to shape the future of the Indian technology sector?

AJM: A lot of people have asked me "Why don't we produce products?", "Why can't we produce at Google or Microsoft or even production lines outside India?" So the first thing is, unless my domestic market

is large enough, I think I invest enough in marketing in the US to understand that market to spec a product. Today, my domestic market is large enough, and I think you are going to be seeing products come out from India. The first one was iFlex, if you remember iFlex, the banking package that Oracle bought, which they are now taking to lots of developing countries. You are going to see a lot more products that are relevant to India. For instance, UPI is another great product we have developed. So you are going to see a lot more of that starting to happen now. On the other side, services are a relatively easier business. It is a low hanging fruit. And so you are starting to see some of these companies grow really large in that area. I think they are not the ones that will make products. The products are going to come from startups that are going to work. And you will see that happen.

Unearthing Memories

Mr Vasant Nath (Ex-236 HB, 1998) *writes about his experience at his Silver Jubilee reunion.*

I attended my 25-year batch reunion this Founders. Doon has institutionalised nostalgia in a way that has made me keep my distance, but this year I went all in, and it led to many surprises. I met many of my classmates for the first time in twenty-five years, and I found the campus as beautiful as ever, with hundreds of tall, strong trees towering over its 70 acres. The campus was a forest research institute in the 1930s and has retained an unrivalled, diverse ecosystem that I was lucky to spend seven years of my life within. The place feels *enchanted* and also immediately enchanting, *Miyazaki-esque* in the suggestion of wonder, mystery and magic amid the foliage of its many, vast trees.

I perceived clearly this time that many of the sprites and fairies dwelling amid the trees of Doon, its buildings, its teachers and students are memories. It made me think about memory; particularly where memory is situated. Once, during a lecture at college, one of my literature professors planted the idea about memes — about memories existing between people — long before memes became the digital phenomenon they are today. The thought of it existing merely in individual minds is not only unsatisfying, but feels false.

In the past week, I shared many anecdotes with my friends that were about them but they did not remember. I found that I was, in some way, a keeper

of their stories; and they were, simultaneously, keepers of mine. Then, a friend told me about how he was happy to see that I still curved my fingers backwards in the direction of my body when I spoke - something I had never perceived as a truth about myself, even though it was right there, on my person. Given this, it feels very important for us to have been in each other's presence over the past few days. We do not seem to be equipped to see truths about ourselves on our own.

Thinking about it, people — other than the ones we share long stretches of time with — may also bear witness to our truths, but of what importance would those truths be to them? "Ok, so this guy bends his fingers backwards towards his body when he speaks. Weird."

As opposed to... "Nath still does that weird thing with his fingers but I guess that is what makes him *Nath*. Let me tell him."

As I mentioned above, I felt that it was precious to tell each other things like these over the past few days. There were both light and heavy things to be told, and I found that they needed to be said in different ways. They needed to be said but I think I missed a few chances to say some of them. This has left me full of thoughts!

How was your Midterm experience?

My anticipation for my own Midterm trek grew as I heard tales of this challenging experience. My journey started with a lesson in space management, a feat to pack for a five-day adventure. Carrying the load from Foot House to the CDH tested my resilience, an early introduction to Doscos' resourcefulness. Motion sickness, though not my struggle, allowed me to empathise with others facing it. Despite the discomfort, we pressed on, embracing the adventure in each new location. One trek led us to Sunset Point, a breathtaking view of the Himalayas and dancing clouds, overshadowing exhaustion. The next day, a two-hour trek downhill took us to Tiger Falls, where we indulged in a refreshing swim before the challenging uphill journey, buoyed by the promise of Maggi for lunch. Nights were filled with memorable dance battles and Dumb Charades, exhaustion leading us straight to bed. The second day included visits to Pandava Caves and Lakhamandal Shiva Temple, rich in history. The long journey was rewarding, leading us to Budher Caves on the third day, a challenging seven-kilometre trek with unexpected encounters. Spooky incidents at our hotel turned out to be pranks, teaching us valuable life skills. Midterms, for me, are more than a rite of passage; they are transformative, teaching resilience, adaptability, and the value of shared experiences in the face of challenges and adventures.

-Adhyayan Rajgariah

On leaving the campus of Chandbagh, I had no idea of the rather boring bus trip that lay ahead or the more eventful five-day Midterms. The trip to the village of Pauri for me personally was quite eventful, from being stranded on the roadside to climbing up a river, this past week was definitely more memorable than others. Having removed the bitter taste from my previous Midterms, this one was more pleasant with several proactive staff members present on camp and a picturesque view. Overall, these Midterms taught me two things: a) Never miss out on participating in anything and b) Never trust an old man with your trekking stick. Finally, when I look back on these Midterms I have but one simple wish, to go on many more like it.

-Ritvik Agrawal

The exhilarating excursion to Naag Tiba's stunning summit entailed an expedition across an array of unpredictable landscapes, punctuated by campsite shifts. Each campsite offered an entirely distinct view, an improvised residence amid the embrace of the wilderness. You'll notice the scenery evolve as you proceed, from lush forests to highland pastures and ultimately, to the rocky terrain that confronts you on reaching the top. The conveniently situated shelters provided a moment's respite, allowing hikers to rejuvenate while relishing the camaraderie of their fellow explorers. Tucked next to pristine wetlands or beneath a starry sky, these sanctuaries provide a window into the splendour of the countryside. The ultimate destination, the summit, offers a magnificent panoramic reward, making the strenuous ascent quite rewarding.

-Aditya Koradia

The anticipation for Midterms among my classmates and me was palpable, as it marked a break in our academic routine and the prospect of exploring the natural wonders of our homeland. These Midterms became an unforgettable odyssey, filled with both challenges and breathtaking moments. The expedition commenced on the 18th of October, greeted by the early morning summons of my enthusiastic comrades. Our destination, Dayara Bugyal (meadow), lay ensconced just beyond the charming hills of Mussoorie. The 12-hour sojourn along winding mountain roads proved enervating, yet the arduous treks proved to be a worthy compensation for these trials. Starting at an altitude of nine thousand feet, we embarked on a two-day odyssey culminating at the lofty elevation of 12,000 feet, thereby affording us the privilege of exploring the scenic splendour of the neighbouring Gangotri mountains and the captivating Dayara Bugyal trek itself. In the course of our ascent, we serendipitously encountered pristine snow patches, instigating snowball fights that provided a brief yet jovial sense to our adventure. In retrospect, these Midterms were an unparalleled experience. Snow, subzero temperatures, altitudes of 12,000 feet, and tented forest stays unveiled a world of wonders that few have the privilege to witness. More importantly, the expedition forged lasting friendships and provided a unique perspective on the beauty and mysteries of mother nature.

-Uday Sardana



The Week Gone By

Zubin Dhar

Welcome, dear readers, to my *Week Gone By*. This hallowed section is one that I have been reading since long before I joined this institution, and reading it made me feel as if I had already joined School, leaving me wondering how anyone could enjoy living life at such a breakneck pace. Yet when it comes my turn to write, I realise that that very pace is what makes Doon so special, and what makes a Dosco excel, for life never slows down, and we simply learn that earlier than everyone else. Midterms provided a refreshing break for most of the School, with some surprised by the appearance of snow, others disappointed by the

lack of the same. One can say for certain that the ambush of white snow was certainly more welcome than the ambush of papers that had come before it. As we roll back into the rhythm of the latter half of this term, spirits are perking up as the light at the end of the tunnel shines a little brighter. Of course for some, that glint is in fact the barrel of a gun, as many now stare down the awaited position announcements with bated breath and last minute prayers. With morning PT starting up again, one can once again hear the various admonitions and commands in varying forms, alongside the comforting *boom-boom-boom* of the drum, just what a student needs to start his day. Marching also provides a perfect opportunity to appreciate the geographic principle of onion skin weathering, as the freezing cold of the mornings and the sweltering heat of the afternoons leave Doscos

across Houses breaking down. With Basketball season at a close, the final dash for Athletics begins, leaving hoops forgotten and hurdles now in close-up. I can assure you dear reader that this much is certain, this Athletics season looks to be the brightest yet, and not because of our overseas acquaintances' participation. Finally, this weekend looks to be a big one, with Chuckerbutty and the Doon School Quiz back and better than ever. We wait in anticipation to see what our Dark Knights can achieve out there at the podium (and perhaps later on the dance floor?). So yes, dear Doscos, it looks to be another full week here in Chandbagh, but remember that not a single second comes back, so spend your time wisely and to the best of your ability, because you only get one shot.

Sudoku

8		6					4	7
	3		7	8			9	
	5	9	1	6	4			3
		5	4	3				
	7		6	5			3	9
			2	7		5	6	4
5		2	9					
6			5	2	7	9		
1				4	6		5	2

Key:

2	5	3	9	4	8	7	6	1
8	1	6	7	5	3	4	9	6
9	4	7	3	1	6	2	8	5
4	9	6	7	9	2	8	1	3
6	3	8	1	5	9	7	4	2
1	2	7	8	3	4	5	9	6
3	8	2	4	9	1	6	5	7
5	6	9	2	8	7	1	3	4
7	4	1	5	6	3	9	2	8

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