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Kabir's gems for success in share bazaar

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Thus goes a couplet by Bhakti era sufi saint Kabir: Kabira khadaa bazaar mein, Maange sabki khair Na kahu se dosti, na kahu se bair (Kabira stands in the market place, wishes good to all No friends he has, no enemies). Almost 500 years after his death, his words of wisdom are being used by advisors to infuse rational thinking among investors, bazaar in their context being the financial stock market.

Besides Kabir, Mughal era poet Abdul Rahim Khan-e-Khana, better known as Rahim, has been cited by the gurus to impart similar lessons to prospective financial consultants and investment advisors.

At a session held in the city on Thursday , investment advisors learnt to interpret a number of dohas (couplets) to improve their skills of assisting clients in wealth creation. The session started with a Kabir doha on who is an honest advisor. `Sadhu aisa chahiye, jaisa soop subhay , Saar saar ko gahi rahe, thotha de udaay' (A wise man is like a winnow basket that keeps the grain and threshes out all husk).

This was followed by appropriate use of dohas on ability of an advisor to empathise with the clients and prepare them for contingency .

Later, elaborating the concept of using Kabir and Rahim's doha to infuse motivation among investment advisors, Vinayak Sapre said, "In India, investment is based more on sentiment than rationale. The need of the hour is to employ rational thinking while making investments. Since, Rahim and Kabir are both rational thinkers and thought centuries ahead of their times, their relevance can't be dp."

Hailing from Varanasi, Sapre is now based in Mumbai and said he was inspired by Kabir, who was from Varanasi too. Script of TV serial Kabir was written by Sapre's friend's father and the philosophies made an impression on him.

Some other dohas Sapre cited were related to retirement planning, loyalty of client and never underestimating a new or prospective client.

Commenting on behaviour pattern of investors who are shocked by sudden fluctuations in the market, Sapre said, "We are hit less by normal inflation, more by aspirational inflation."

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