



**PRIYA KUMAR** is the author of sixteen books, and a specialist in distilling the accomplishments of corporate figures, entrepreneurs and sports stars into inspirational biographies.



**JAIRAM N. MENON** is a versatile writer, whose long experience of working in L&T, and in proximity to the corporate office, gave him a ringside view of A.M. Naik in action.

**‘Passion, devotion, conviction, commitment—four words that can change your life.’ A.M. NAIK**

In 1964, A.M. Naik, a twenty-two-year-old engineering graduate, chanced upon a recruitment advertisement for Larsen & Toubro.

Despite almost botching up his final interview, Naik was hired. ‘I’ve sacked thirty-eight engineers—don’t be number thirty-nine’ is what Naik’s boss T. Baker told him on his first day at work. Thus began an era of relentless hard work, infectious zeal and remarkable achievements, which not only elevated Naik in the L&T hierarchy, but also helped transform the company into a multinational conglomerate with presence in more than fifty countries.

What makes Naik the energy powerhouse he is and a workaholic, even at eighty-one? What motivates him to forge selfless relationships? What is it about him that inspires those who work alongside him to walk that extra mile for any assignment? A powerful story of grit and determination, passion and resilience, *A.M. Naik: The Man Who Built Tomorrow* presents a rare look at the person behind the leader and the many worlds he inhabits—from business and industry to nation-building and philanthropy. What’s next for the man whose motto in life is to start walking towards the next goalpost as soon as one is achieved?

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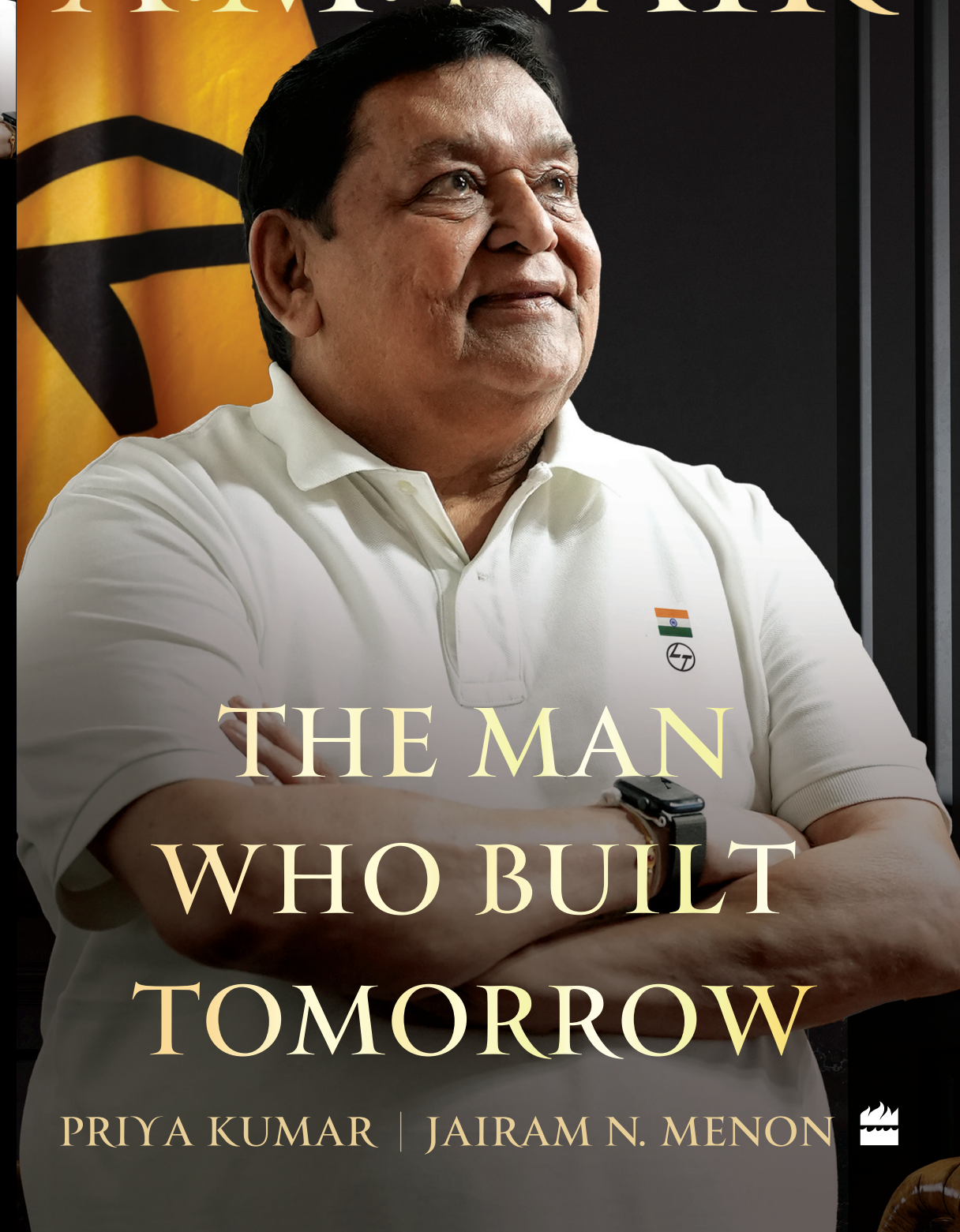


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**A.M. NAIK**  
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**A.M. NAIK**



**THE MAN  
WHO BUILT  
TOMORROW**

PRIYA KUMAR | JAIRAM N. MENON

**FROM A VILLAGE TO THE WORLD**

‘A.M. Naik is among those rare people who combine vision and execution. His deep sense of patriotism and keen intellect combined have enabled him to relentlessly pursue the mission of establishing India as a global leader in the manufacturing arena. Naik is an amazing leader, who can conceive bold ideas, transmit his passion to his team and then provide the leadership to realize those ideas. His legendary people skills are well known. He always had the courage and the conviction to chart a new course of vision for his organization, one that combined the hallowed traditions of the enterprise with an entrepreneurial zeal, a nationalistic fervour and a strong emphasis on wealth creation. It is this new avatar of Larsen & Toubro that most of us are familiar with today. The phenomenal journey of Naik captured in this book reinforces the age-old principle that in life, as in business, it doesn’t matter who you are or where you hail from. Your ability to excel in a chosen endeavour is determined solely by the path you have set for yourself. I am sure the youth of India, especially the budding entrepreneurs who are in the business of building lasting legacies, will have a lot to learn and gain inspiration from A.M. Naik and this book.’

**MUKESH AMBANI**  
CHAIRMAN AND MANAGING DIRECTOR,  
RELIANCE INDUSTRIES



A.M. NAIK

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