



*IIMC CASE RESEARCH CENTER (IIMCCRC)
NIMRUJI JAMMULAMADAKA
SEPTEMBER 2021*

MEETING WITH THE NEW BOSS (A)

INTRODUCTION

The following interaction presents an example of meetings at work. The conversations in the meetings have been recreated from real life role play performances by several executives, based on a script of a similar scenario. The workplace is fictionalized, imagined to facilitate classroom discussion and learning. Given below is the background about the work place and the various persons at the workplace.

BACKGROUND: A BRIEF DESCRIPTION OF THE ORGANIZATION AND PROTAGONISTS

Ranjan, was in his early thirties. His demeanour was dignified, but his body bore evidence of the brunt of the weather from the fifteen long years he had spent in the field, selling consumer

Nimruji Jammulamadaka of the Indian Institute of Management Calcutta developed this case study as the basis for class discussion rather than to illustrate the effective or ineffective running of an organization.

