

Sarangapni Club is a weekend hangout of 4 budding youngsters just out management school and trying to build careers in Information Technology Mumbai. Read link for details https://drive.google.com/file/d/1eXKsYJw7BDX-pegg53Acy4k8BVb_xzK7/view?usp=sharing

Kingo was dancing as entered the club for his weekly chat with Bridge friends. Everyone was appreciating his moves when he burst out, “Got our first order from South American market.” The company where he was working made a strategic decision to enter South American market after success in all other geographies. Bubbling with enthusiasm, he said, “Yes, we under cut on price. We did it to enter a market where we were unknown and we believe we will win in the long run though on this deal we may make a marginal loss”.

Kasushik was quick on the trigger comparing it to Bridge saying, “In Bridge we sometimes make a sacrifice bid hoping that opponents will get lesser points than if they bid the game and it makes. You may lose points on the deal, but you have won because you gave them lesser points than what they deserve.”

Padma nodded agreeing with Kaushik and added, “5 level decisions in Bridge is a very complex subject. While there is some science like “Five level belongs to the opponents” or “Don’t bid at 5 level with doubleton in enemy suit”, it is more a judgement call, and you are right or wrong on a given day.” Prabha interrupted Padma and said, “there is this new concept of insurance bid. With favourable vulnerability always bid one level higher as you will win in the long run. I have been following this principle and it has worked for me.”

Kaushik loved this discussion and added his two cents, “Nowadays, people have started doing advance sacrifice. You don’t wait for opponents to bid their game and then sacrifice but overbid straight away knowing you will not make the game. The idea is that if you bid confidently and opponents may not be able to place who has the balance of strength and may not double you”

Kingo was listening to all this and thundered in his commanding voice, “You may call it by whatever name you like but what matters is winning at the end of the day. Losing to win is a good strategy but winning to lose later is a poor strategy which happens when you become complacent. It should not happen in Bridge and in Business”

Padma chipped in, “The deal which proves the point is where we bid at 5 level with both vulnerable and wen 5 down for 1400 and got a top – a classic in losing to win as opponents make 1430 on a col major slam.

Tailpiece. Goofy told himself. I am glad that we never lose. We always win and never give up till we win