

Whether it is an instinctive talent for sleuthing, compassion for those in need of help, or a strong determination to succeed in solving the most baffling mysteries, Narendra Kulkarni unravels to **Roopa Chapalgaonkar** the enduring quality needed to be a detective

The mystery man

HE aspired to become a scientist, but it was a mere twist of fate that prompted Narendra Kulkarni to become an investigator instead. Brilliant in academics, he couldn't make it to the Bhabha Atomic Research Centre (BARC) as easily as his scientist father had. "My father did not want me to be on a secondary position. So, he advised me to look at some other career option," explains this CMD of the Pune-based Focus Detective Agency.

Walking down memory lane, he recalls his passion to play a real life Karamchand, as he watched Pankaj Kapoor solve some intricate cases with sheer wit and alertness in the famous serial aired on Doordarshan in the 80s. And after his chances to become a scientist became bleak, his career choice was obvious, that of becoming an investigator. So, after doing stints in Gujarat and Mumbai for Globe Detectives, he set out on his own and launched Focus Detective Agency in Pune.

His mantra of success is, "A person who aspires to be an investigator may not always be highly qualified. A successful detective is one who has the presence of mind, street-smartness and immense physical and mental patience. He should be essentially an introvert as his job is to make people talk and churn out information. As far as educational qualifications, the minimum needed is 10+2 pass or he could be a graduate." Being adventurous is not the only qualifying factor needed to become a detective.

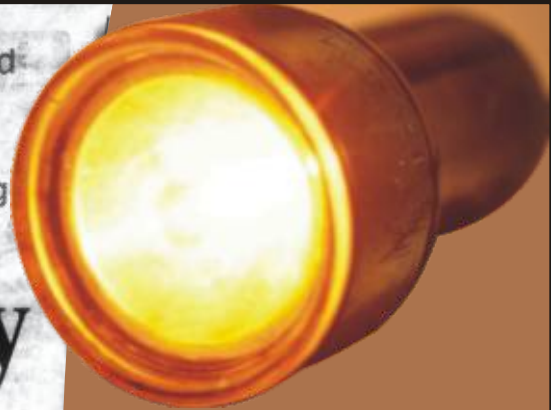
Moreover, before he joins an

agency, he is thoroughly analysed by the respective detective agency. At Focus, aspirants have to undergo a lengthy selection process. They have to score good points in tests like logical reasoning test, psychological test and personal interview. Their handwriting analysis reports are a must to evaluate their personality and character, reveals Kulkarni. Those candidates who fulfil the above pre-requisites are then absorbed on a probationary basis by the agency. Since, they are new to the field, they are usually confined to insurance-related investigations for the first six months. During this course the agency provides them all the in-house training in various aspects of detection like character analysis, body language, different laws and surveillance fundamentals. Once again, post probation based on their skills, they are put on specific investigations.

There are very few schools in India, which impart training to future detectives. But, the one that Kulkarni recommends is the National Institute of Private Investigations in New Delhi. It provides a Distance Learning opportunity. The fee for the course is approximately Rs 5000. However, on-the-job experience is always the best form of training, he feels. As for starting one's own detective firm, there are few chances for that. One has to have substantial experience in investigations to do so. The best way to do so is serve reputed agencies first, gather adequate experience and then branch off on your own. If an investigator feels like quitting the field he has good chances of employment as a database generator or market researcher. A fresher can earn a minimum of Rs 4000 initially. As he graduates and develops in the field his income could increase upto or beyond Rs 15000.

But all said and done, Kulkarni's advice to future detectives is, "Always provide true and accurate information in an investigation. Wrong information can adversely affect relationships and lives. There are several temptations in the field, which a detective has to turn a blind eye to. The

investigator should be morally and ethically rich. Money must be secondary. After all the satisfaction that you get in finding the truth is incomparable. Keep this quality for life alive," he says.



THE FOCUS

