

# Careers

since 1961

## Detecting a Goldmine

**Private detectives not just spy on spouses but also show their talent in industrial espionage and manage to make a killing**

A young woman is stabbed to death. It's a neat job, the murderer has escaped without leaving any tell-tale signs of the gruesome crime. The police, as expected, is baffled. Basing their judgement on circumstantial evidence they arrested the tenant, a businessman. His fiancée, hassled by the laid back attitude of the police walks up to a private detective. Investigations begin in right earnest and soon the real killer is unmasked. This could well be figments of some hyper imaginative mind, or a slice from a bestseller whodunit or a true life story.

One knows of the legendary Sherlock Holmes with Watson or Hercule Poirot, with his moustache and accentuated accent. But it is really difficult to visualise a real life Indian private detective — Watson, Baker Street et al. But these species does exist and in fact is making a killing. It isn't looked at with the kind of seriousness and respect it deserves and commands elsewhere in the world. In fact, many don't even consider it to be a regular, full time profession. If taken seriously this non-conventional profession can be quite rewarding for those seeking adventure and excitement. Those who are outgoing, daring and ready for a life full of thrills (and the attendant dangers) are the ideal candidates.

"This is a relatively new profession and parents are probably hesitant in sending their children. These days, there is ample scope for bright and intelligent youngsters in the profession," says Ramesh Madan, managing director of Goliath Detectives.

Unlike other professional courses, it does not require exceptional or above average academic qualifications. The minimum qualification that the various agencies ask for is graduation in any subject. In case of intelligent



basic knowledge of Indian law and Indian Penal Code, techniques of investigation, photographic investigation, perfection in the use of electronic and electrical gadgets like the tape recorder and wire less set, sound judgement, use of disguises, interrogation and cross-examination techniques, surveillance, intelligence and evidence mapping, finger print study and location study. Madan holds classes once a week for three-four hours for the regular course. The students are taught not only theory but also the use of different gadgets that come in handy in this profession.

During training the agencies assesses the performance of the students and their aptitude. After the training the students are placed in different cadres and departments in an agency according to their acquired skills and results. This profession is such that any one person cannot fit in each and every place and atmosphere.

Also a detective cannot do every type of investigation. A courageous and bold investigator will excel in open investigations while the more shy and aloof but intelligent one can do well in discreet investigation. A person with technical aptitude and knowledge naturally comes to the technical department while those fond of cameras can choose photographic investigation.

The lectures and classes during training do impart some knowledge to an aspiring detective but whatever he or she learns from the field or from actual investigation is all important and useful.

During the training period the students are given a stipend by most of the good agencies. Goliath gives about Rs 400-500 per month and it is increased to even Rs 750 per month in exceptional cases. Lancers give Rs 1,800 per month as stipend for four months. Salaries to freshers are given according to their merit. Though every one is given a start of Rs 2,000 per month at Goliath, the more meritorious are given a start of even Rs 4,000 - 5,000 per month.

A private detective handles various assignments and cases like marital infidelity, family feuds, embezzlement, extortion, pre-marital checking, labour/employee trouble, fraud, forgery to name a few.

The complex nature of modern living has made the services of a private detective much sought after. It is becoming a lucrative business for a private detective specially those doing industrial espionage which includes employer's suspicion of the faithfulness and fidelity of his employees, specially the top white collared workers. With the coming in of multinationals and increase in corporate crimes, pre-employment screening is becoming necessary.

As more and more people are showing discontentment with lengthy and delayed police investigations, the private detective has finally found a firm footing.

—Girish Chadha

**Private detectives: keeping an eye on things**

Madan offers a six-month post-diploma as well as a regular diploma course of the same duration. He charges Rs 3,000 for the postal course though the regular course is offered to selected candidates free of charge.

Sachit Kumar, executive director of Globe Detectives says that the agency offers neither a course nor any kind of apprenticeship.

Kunwar Vikram Singh, managing director of Lancer Detectives selects about 10 people every three months and trains them. "I select those candidates who keep a low profile, are courageous, intelligent, committed,

and hardworking people, who are not graduates, but are eligible otherwise, this condition is often relaxed. They should be fluent in at least written and spoken English and Hindi.

Apart from these minimum educational qualifications, prospective students are also judged for their aptitude. Those having above average intelligence, good observation and intuition, good memory, courage, discipline and determination to succeed are best fitted for this profession. This definitely is no place for the short tempered and impatient people to be in. There are no recognised courses or colleges.



**BUZWORD - 24**

This Buzword, based on issues of the Financial Express dated Jan 8 to 14, 'All correct' entries will be awarded a prize money of Rs 500 which will be divided equally if there are more than one such entry. The winners of the Buzword 23 are being notified by post. Cut out this Buzword (no photocopies will be accepted) and mark your envelopes to the Editor, Buzword, Financial Express, Send them to your nearest centre of publication. All entries must reach us latest by the following Tuesday.

**FINANCIAL EXPRESS**  
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**SOLUTION TO BUZWORD - 23**

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**'CAREERS' EDITOR**

This time our Careers Editor is Girish Chadha, who is doing his masters in Economics from Kurukshetra University.

We invite people from the campus to write for us.

You, too, are free to send in your suggestions on how to improve this page, both in content and form. All those whose ideas and inputs we chose to use will get a credit on the page itself.

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