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Dear Reader,

In keeping with the divine injunction for hope in a better future, here's wishing all our readers, and everyone else in this big, wide world, a happy, healthy and prosperous 2026, Insha'Allah!

We open with the "10 Essentials for Sales Teams That Sell Smarter" by **Frank Furness** wherein he analyses a Social media that isn't evolving. It's mutating. That is Frank's considered opinion, having travelled to 70 countries, trained thousands of salespeople, and eaten far too many airport sandwiches. Read on and be enlightened.

Peter H. Diamandis absolutely nails it in our second piece, talking about the coming age of artificial super-intelligence (ASI) and humanoid robotics. If you look at the future through the lens of today's scarcity-based economy, the idea of 100% automation looks like an apocalypse, he says. "But if you look at it through the lens of Abundance, it looks like the ultimate liberation." Hallelujah, once more!

In our third piece **The Clayton Christensen Institute** has talked about the idea of an autonomous business unit (ABU) which is entirely distinct from the incumbent model, with a different value proposition, resources, processes, and profit formula. It's not beholden to the same performance metrics as the incumbent business model. Interesting.

Mindstream then follows up with "10 Questions for AI Leaders," wherein **Jodie Cook**, founder of Coachvox AI and a senior contributor at Forbes, talks about using AI to become more human, why entrepreneurs should embrace volatility, and how intention, not automation, is the real superpower of the next decade. Spot on.

Back-of-the-book in our regularly scheduled column Top-of-Mind we wonder whether AI is friend, or foe? Senator Bernie Sanders, the US Senator from Vermont, is calling for its vigorous congressional oversight. "The threats from unchecked AI are real — worker displacement, corporate surveillance, invasion of privacy, environmental destruction, and unmanned warfare," says Senator Sanders. "Today, a tiny number of billionaires are shaping the future of AI behind closed doors. That is unacceptable. That must change." Will it take socialism to spread AI's good cheer around?

Read on and find out, and stay safe, happy, healthy, and just a wee bit outside your comfort zones, pushing the envelope as a reflex action 😊

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The 10 Essentials for Sales Teams That Sell Smarter



Frank Furness | 08 min read

After 70 countries, thousands of salespeople trained, and far too many airport sandwiches, here's what I can tell you with certainty:

Social media isn't evolving. It's mutating.

LinkedIn: The New Money Machine

1. Predictive Buyer Intent

LinkedIn's becoming part sales platform, part mind reader.

It's learning who's likely to buy before you know it. Creepy? Yes. Useful? Absolutely.

2. Video Takes the Crown

If you're camera-shy, 2026 is your nightmare.

LinkedIn is now mobile-first (~70%) and video-obsessed.

Think "mini-masterclass," not "corporate hostage tape."

3. Newsletters That Actually Get Read

While emails gasp for air, LinkedIn newsletters still average 50% opens.

Mine bring in new clients almost every time I hit publish.

Coincidence? I doubt it.

4. Collaborative Articles for Visibility

Comment intelligently and your profile views will spike.

Think of it as networking for introverts — minus the canapés.

Instagram & Threads: The Good-Looking Platforms

5. Stories Become Shops

If it's pretty, it sells.

If it's not, fix it — because Stories are the new storefronts.

6. Threads Overtakes X (For Sanity)

It's calmer, friendlier, and the trolls haven't moved in yet.

Get your tone right now, before the marketers ruin it.

7. AI Faces? Disclose Them.

Meta's flagging AI-generated images.

Be transparent — fake never ages well.

8. Reels: Shorter, Sharper, Stronger

You still have about 1.5 seconds to stop the scroll.

No pressure.

TikTok: Where Chaos Becomes Commerce

9. TikTok Shop Takes Over

More than 30% of users will buy something without leaving the app.

That's not a trend; that's a revolution.

10. AI Hosts on Night Shift

Virtual presenters, multilingual, tireless, terrifyingly effective.

They don't blink, but your bank account might.

11. Mini-Apps Take Over

TikTok wants to be your booking engine, food app and dating site.

Choose what helps your business — and ignore the rest.

12. Transparency... Sort Of

They'll show you some of the algorithm, but not the secret sauce.

Meta: From Midlife Crisis to Comeback Tour

13. Chronological Feeds (In Europe)

EU users can now ditch algorithmic feeds thanks to new laws.

Translation: your organic reach just went on holiday.

14. AI Shopping Bots Get Smart

WhatsApp and Messenger will sell for you — 24/7, no overtime pay.

15. Ray-Bans That Record

They're brilliant for authentic POV storytelling.

Just don't believe the myth that Meta boosts posts.

16. Group Commerce = Gold Rush

If you've built a community, you've also built a customer base.

YouTube: Where Serious Players Play

17. Shorts Start Paying

Revenue-sharing improves, but competition's fierce.

Out-teach, out-talk, out-title.

18. Podcasting Finds Its Home

YouTube's finally embracing audio-first creators.

Your voice deserves better than Spotify's algorithmic shrug.

X: Clinging On by Its Fingernails

19. X Money Appears (Partially)

Payments are live in some states.

Will it matter? Only if your crowd's still hanging around.

20. Community Notes Chaos

When fact-checking depends on volunteers, results vary.

Brands, think before you repost.

The AI Avalanche

21. AI Labeling Becomes Standard

TikTok, Meta and YouTube now flag synthetic media.

Get ahead of it — honesty beats mystery every time.

22. AI Handles the First "Hello"

Bots will take 70% of first-line service, but the best brands use them to accelerate humanity, not replace it.

23. Virtual Influencers Go Mainstream

They never age, never argue about contracts, and never eat the catering.

Expect them everywhere.

24. AI Ads Beat Human Ones (Sometimes)

But when AI meets human insight? That's where the magic prints money.

Frank's Action Plan for 2026

If you only do five things:

1. Post 3 quick teaching videos or posts weekly on LinkedIn
2. Start a LinkedIn newsletter
3. Experiment with TikTok Shop
4. Learn and love AI tools — they're not replacing you, they're multiplying you
5. Batch content on Sundays so you stop winging it

Stop doing this:

- Posting without purpose
- Avoiding video
- Hoping reach will come back
- Waiting for "the right time" (that was last year)

The Final Word

Social media now rewards bravery and consistency, not perfection.

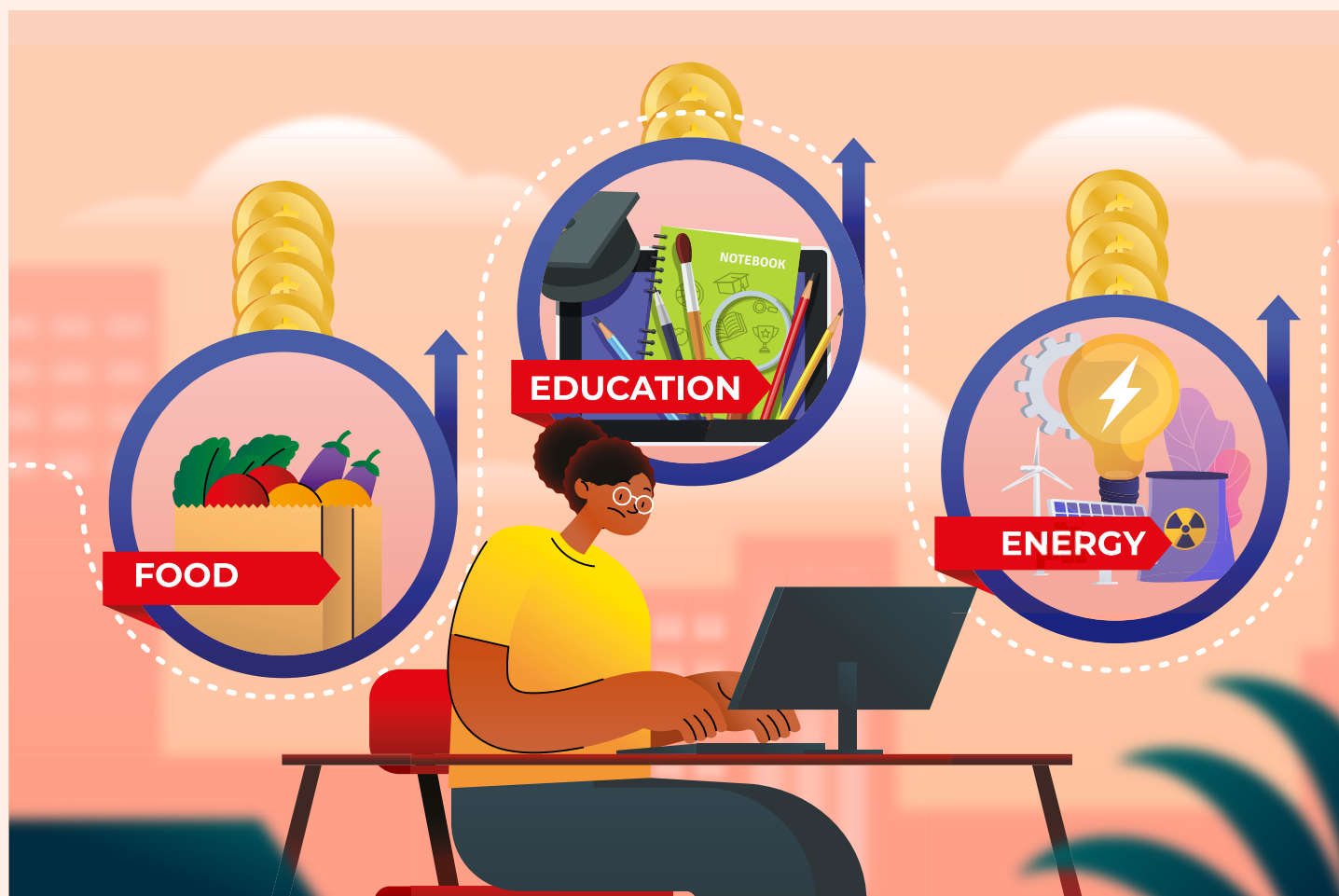
Pick your platform, master your tools, show up daily.

And for heaven's sake, don't let AI out-human you. ■

Frank Furness

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Our Post-Scarcity, ASI Economy



Peter H. Diamandis | 08 min read

The number one fear I hear when I talk about the coming age of artificial superintelligence (ASI) and humanoid robotics is simple:

“Peter, if the machines can do everything better, faster, and cheaper than I can... how do I survive? How do I feed my family?”

It’s a valid fear. If you look at the future through the lens of today’s scarcity-based economy, the idea of 100% automation looks like an apocalypse.

But if you look at it through the lens of **Abundance**, it looks like the ultimate liberation.

We are about to flip the economic operating system of the planet. We are moving from a world where you trade your time for money, to a

world where you trade your purpose for reality – where you direct intelligence for a desired outcome.

What’s the timeline for this new operating system? Depending on who you believe, the transition happens somewhere between 3 to 8 years from now. Bottom line: it’s happening on your watch, so it’s worth understanding what the destination looks like.

Here is the blueprint for the post-scarcity, ASI economy:

1/ The Death of “Earning a Living”

For all of human history, “work” has been about survival. You worked the fields to eat. You worked the factory line to pay rent. You were a unit of labor in a scarcity machine.

In the **Abundance 2035** future, that trade is over.

When AI (and robotics) fully “industrializes” agriculture, energy, and healthcare, the cost of the basics drops to near zero. We won’t need the government to distribute a Universal Basic Income (cash) to buy expensive things.

Instead, society will use ASI networks to provide every individual with **Universal Basic Service (UBS)**.

UBS means that each of us is guaranteed access to fundamental capabilities—food, housing, healthcare, education, energy, and entertainment—that have been dematerialized, demonetized, and democratized by AI.

You don’t get a check to pay a doctor – you get the best AI doctor in the world, on demand, for free. You don’t get a voucher for school – you get a personalized AI tutor that stays with you for life.

The “floor” of human existence rises to a level of luxury that kings couldn’t afford a century ago.

2/ The New Capital: Compute

But Peter, you ask, what if I want more than just the basics? What if I want to build something?

In the old world, you needed capital (money) to start a business. In the new world, the only scarce resource is **compute**.

Imagine that each month, every citizen is issued a massive allowance of processing power—millions of “tokens” of intelligence—into their **“compute wallet.”**

For example:

If you want to design a new video game, you spend your credits to have an AI code it.

If you want to build a house, you spend your credits to have a swarm of robots assemble it.

You are no longer a “worker.” You have been promoted to **CEO of Your Own Life**.

Why does this shift matter?

Because there is a fundamental difference between money and compute. **Money is a unit of consumption** – it allows you to buy what already exists. **Compute is a unit of agency** – it allows you to create what doesn’t exist.

When you hold compute, you hold the potential energy to code a new app, design a custom home, or simulate a medical cure without needing to hire a single human employee.

We are moving from a world where wealth measures what you can have, to a world where wealth measures what you can do.

3/ Your New Job Title

So, if the AI does the “how,” what is left for you?

The **“What”** and the **“Why.”**

When intelligence is a utility as cheap as electricity, the most valuable human skill is no longer solving problems – it’s choosing which problems to solve.

We are seeing the rise of a new class of worker: the **“Explorer of Purpose.”**

The AI is a Ferrari. It can drive anywhere at 200 mph. But it doesn’t know where to go... You are the driver. You set the North Star. You decide that this community needs a new park, or that story needs to be told, or this scientific mystery needs to be cracked.

The economy of 2035 doesn’t pay you for your muscle. It pays you for your meaning.

4/ The Big Picture

We are transitioning from an **“Input Economy”** (where you are paid for hours worked) to an **“Outcome Economy”** (where you are rewarded for the value you create).

To be clear, this is not the end of ambition. It is the beginning of the greatest unleashing of human potential in history. **When you take survival off the table, you make room for significance** ■

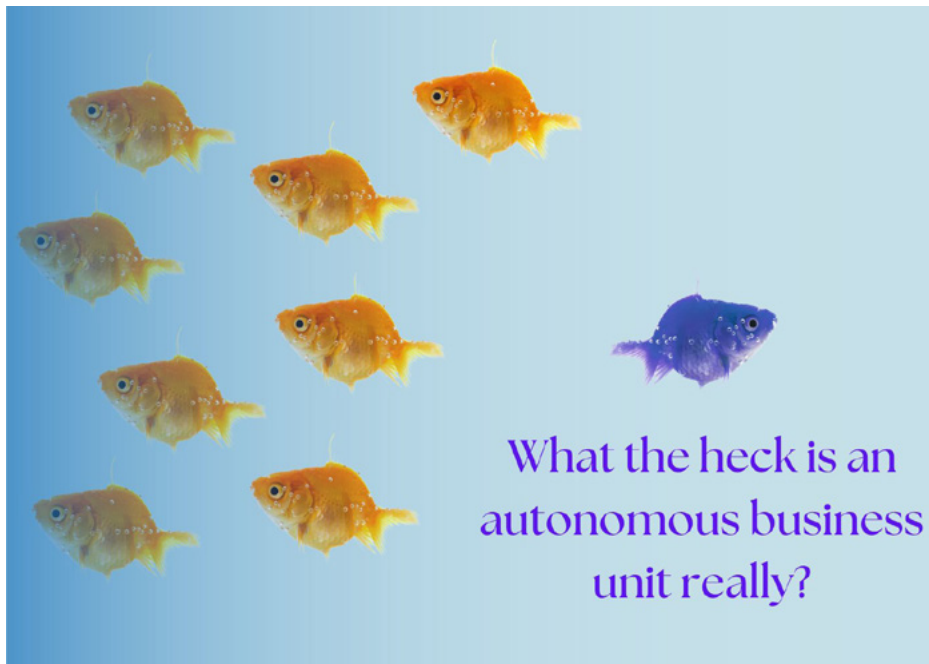
The question isn’t *“How will I survive?”*

It’s: **“What will I create when I finally have the power to do anything?”**

Let’s create Abundance,

Peter.

Peter H. Diamandis
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The Clayton Christensen Institute | 4 min read

Dear Friends,

Have you been “paying a team to kill [your] company?” It seems that Steven Bartlett, a man whose podcast, “The Diary of a CEO,” is #5 globally, and CEO of media and investment company, FLIGHTSTORY, certainly is. His recent LinkedIn post explains that the idea came from The Innovator’s Dilemma, which describes how incumbent businesses often ignore disruptions at the outset because they aren’t a direct threat. And when they are a threat? Well, the established business model is...established. Pivoting to something wholly new isn’t feasible, and it’s too late.

So, what’s an incumbent to do? That’s where the idea of an autonomous business unit (ABU) comes into play. In the simplest terms, an ABU is entirely distinct from the incumbent model, with a different value proposition, resources, processes, and profit formula. It’s not beholden to the same performance metrics as the incumbent business model. The customers are different. In essence, it’s what IBM called a “wild ducks” program.

Now, here’s what’s really important about this idea: it’s not just a separate division or unit operating under the incumbent model.

It’s fully autonomous. A lot of chatter from entrepreneurs rightly argues that it’s nearly impossible to disrupt from within. And it is. An ABU means that you are, essentially, launching a wholly new business model that may just “kill,” or disrupt, your current model.

One notable example is Old Navy. Gap, which started in 1969, was anticipating competition from lower-priced retailers like Target. Gap CEO Millard Drexler launched Old

Navy in 1996 to capture a new market segment before rivals did. The brand aimed to offer affordable, everyday fashion, bringing style once reserved for higher-income shoppers within reach of everyone.

By creating Old Navy, Gap operated two distinct business models: Gap serving mid-tier customers and Old Navy targeting value-conscious ones. Old Navy’s stores and branding reinforced its mission—casual, accessible, and efficient—designed more like grocery stores than boutiques. Many Gap outlet locations were converted into this new format, supported by lower-cost materials and streamlined production to sustain the lower price point.

Old Navy was the first retailer to hit \$1 billion in annual sales in less than four years. As of 2023, Gap’s net sales were \$3.3 billion, and Old Navy’s were \$8.2 billion.

Excited by this idea and need a place to start? Although focused on health care, Ann Somers Hogg lays out a straightforward guide for incumbent leaders. The full report can be found here, and below is the decision tree to get into the right mindset ■

The Clayton Christensen Institute
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10 Questions for AI leaders:



Mindstream | 08 min read

Jodie Cook, founder of Coachvox AI and a senior contributor at Forbes, has a distinctly unsentimental take on the AI era: change is inevitable, progress is ripe for the bold, and anything a robot can do, humans probably shouldn't.

In our interview, she talked about using AI to become more human, why entrepreneurs should embrace volatility, and how intention, not automation, is the real superpower of the next decade.

When you think about AI's current trajectory, what excites you the most? Does anything worry you?

Change is the only constant, and it scares most people. But true entrepreneurs thrive in periods of change. Progress is made during times of change.

I'm excited about anything that levels the playing field and removes barriers to entry. Now that everyone with internet access can learn anything, create any app, and sell to anyone in the world, the opportunity is endless.

A coach in Lagos can now compete with one in London. A solopreneur can build what used to require a team of ten.

If AI causes the world to end, nothing matters anyway. So you might as well play.

If you had to explain your AI philosophy in a single sentence, what would it be? How has it evolved over time?

Use AI to be more human. No one was put here to do tasks a robot could do. Automate, delegate and eliminate everything except the work you love to do. There's no excuse not to do this.

I used to start free trials of random AI tools and subscribe to every AI newsletter. Now I start with me. What do I actually want to do? How do I want to make money and impact? I create AI workflows that work around that. I'm happy to opt out of the hype.

How do you personally decide what to automate and what not to automate?

Never automate something you could eliminate. I teach coaches and consultants how to run experiments with AI, especially with content creation. Once they know what works and what they actually want to keep doing, we automate that.

The goal is not a hundred automations running for the sake of it. We figure out their simple, unique way of generating leads, servicing clients, and collecting testimonials, and automate the process once it's proven.

Which human skill do you think is becoming more valuable in the AI era?

The ability to make people feel seen. Full stop. To truly understand the fears, desires and motivations of your dream client and be able to deliver the outcome in the fastest possible way.

The creativity and intuition required to find this combination are beyond AI, and require a combination of human skills and AI skills.

You talk to people and come up with ideas. Robots help with execution.

Are you worried we're in an AI bubble at all?

We probably are in an AI bubble. But I am not worried, and neither should you be. Bubbles pop. Skills remain. As with any trend or new technology, learn it, and use it to do better work and reach more people.

In the end, it's all good. So if it's not good, it's not the end.

How important is trust in AI for customer adoption and success?

You can never truly trust a large language model because they will always hallucinate. Most AI workflows require human checking, especially if they are high-stakes.

In the coaching industry, transparency matters. Clients should know when you're using AI and what for.

AI can work for you or against you. So know yourself first. Figure out who you are and what you're here to do, and line every tool up to make that happen faster and better, in a bigger way. Start with you. You can't go wrong.

What's one small decision you've made that had an unexpectedly large impact?

Last week, I went viral on Instagram. A 60-second street

interview had over 2 million views. I hadn't received that level of exposure before. As the comments rolled in (mainly positive, with some trolls), I wrote about the effect of it on my brain and nervous system.

I received an overwhelming level of support from my followers as a result of being so open about the experience. I shared the weird DMs. The overthinking. The checking my phone too much. People connected with that more than the video itself.

If you fast-forward a few years, what would need to be true for you to feel proud of how you used AI in your business?

I help coaches and consultants use AI instead of letting it use them. In a few years I expect thousands of them to have thriving businesses that they wouldn't have without Coachvox.

Famous for their work. Attracting perfect-fit clients. Never doing anything below their full potential.

Which recent AI breakthrough made you rethink something fundamental?

AI videos are insane. You can describe a scene and see it come to life in a few seconds, which takes communication to a whole new level. I described a sunset over Barcelona with a woman deadlifting alone. Thirty seconds later I was watching it.

Some people love reading, others love listening, others watching. It's easy to write an article or record a podcast. But creating a video takes more work, until now.

Artists can ship their work and iterate faster. Visual learners can learn more, faster. Your only limit is your imagination.

Finish this sentence: In five years, AI will make people feel ___ about their work. Why?

Intentional. Using AI well means you can achieve your business goals in a shorter time period. You can dream bigger. You can reach more people. With intention and a drive to make things happen, this is your playground. You could be the best in the world at what you do. Famous in your niche. In demand for your work. Glorious ■

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T.O.M
Top-of-Mind
#10



AI & US .. FRIEND? OR FOE?

The most agitated question in the Global North, and the developed pockets of the Global South, is the impact of Artificial Intelligence on human life. Will it enhance the quality of life, as its proponents claim? Or will it disrupt the global 'order' in ways unimaginable, and render the world poorer, much poorer?

Reining in a flat-out gallop

It's perhaps an irony that one of the few Congress people in the United States to take artificial intelligence really seriously is also one of the oldest, and 84-year-old Bernie Sanders, the US Senator from Vermont, is calling for its vigorous congressional oversight.

"The threats from unchecked AI are real — worker displacement, corporate surveillance, invasion of privacy, environmental destruction, and unmanned warfare," says Senator Sanders. "Today, a tiny number of billionaires are shaping the future of AI behind closed doors. That is unacceptable. That must change." (<https://youtu.be/xHKZGDxpwBA>)

Benevolent multibillionaires?

Who is aggressively pushing these technologies, he asks? "It happens to be the very wealthiest people on Earth, people like Elon Musk, Jeff Bezos, Mark Zuckerberg, Peter Andreas Thiel, Bill Gates, and other multibillionaires. Do you believe that these guys, these multi-billionaires, are staying up nights worrying about what AI and robotics will do to the working families of our country and the world?"

"The fossil fuel industry is generating massive profits while devastating some of the poorest communities and countries in the world" – Volker Turk (UN High Commissioner for Human Rights)

If AI and robotics eliminate millions of jobs and create massive unemployment, how will people survive if they have no income? Very few members of Congress are seriously thinking about this.

Real human relationships gone missing?

Millions of kids in this country are becoming more and more isolated from real human relationships and are getting their emotional support from AI. "Think for a moment about a future when human

beings are not interacting with each other and are spending virtually all of their time with devices instead of people. We need all of our people involved in determining the future of AI and not just a handful of multi-billionaires."

Democracy in peril?

He is pushing for a moratorium on the construction of data centers that are powering this unregulated sprint to develop and deploy AI. Bernie Sanders's does not oppose artificial intelligence outright, but wants to slow down its development so that democracy has a chance to catch up with this revolutionary technology.

"The robot navigated asphalt roads, tiled walkways, bridges, tactile paving and ramps, all while following traffic rules" – Wang Chuang (senior vice-president of Agibot)

Selling out to China?

Making this about children's mental health and our social lives as well as jobs is really important, and a great way to build a big coalition. There has been lots of push back from some of the usual suspects. David Saxe is a Silicon Valley venture capitalist and Trump's chief AI adviser. He says that Bernie makes it clear that the debate over AI is not about states' rights or affordability. He would block new data centers even if states want them and they generate their own power. It's about stopping progress completely so China wins the AI race.

American companies versus American companies

Now the argument that the US couldn't possibly slow down because then China would win the AI race ignores the fact that it's not because of US versus China, it's because of

American companies versus American companies.

According to Statista, in 2025 Meta is projected to spend 72 billion dollars on AI which is mainly data centers. That's the capital expenditure. Alphabet will spend 93 billion, Microsoft will spend 88 billion, and Amazon will spend 120 billion.

Massively out-spending China

Meanwhile, according to JP Morgan the combined capital

expenditure on AI by China's four largest tech firms is forecast to be just below 50 billion. The four big Chinese AI firms are spending half what a single American AI firm is spending, with the total less than a sixth of the total amount being spent in the United States. If there is a current risk from the speed of AI development then it is coming from the Americans, and not the Chinese.

Enabling sustainable abundance for all?

Elon Musk says that the future is going to be amazing with AI and robots enabling sustainable abundance for all. He says there will be universal high income, not merely basic income. Everyone will have the best medical care, food, home, transport and everything else. Sustainable abundance. That, of course, sounds wonderful.

Bernie Sanders filmed a direct response to Elon Musk. "Hello, Elon Musk. I was delighted to hear that through the rapid advancement in artificial intelligence and robotics that you are funding, you will be bringing about utopia to the world. You have told us that poverty will be wiped out, work will be optional, there will be universal high income, and that everyone will have the best medical care, food, home, transport, and everything else. That is wonderful news. I just have a couple of questions. How will this utopia come about?"

Utopia! How?

If young people can't find the entry-level jobs that used to exist and they are unemployed without income, when are they going to get the free housing you talk about, he questions?

"We will do more deregulation in one year than entire federal governments in the past have done across all federal agencies combined" – Lee Zeldin (US EPA administrator)

"If manufacturing workers lose their jobs because robots take their place, when are they going to get the free health care you promise? If a young nurse with kids loses her job, how is she going to get the food she needs to feed her family?"

Trump on the warpath

Senator Sanders wants to know how Elon Musk and his other oligarch friends are going to provide working people with a magnificent life that he promises, given that Donald Trump is kicking 15 million people off their healthcare, doubling insurance premiums for more than 20 million, and is making massive cuts to nutrition assistance and education for kids across the country. "With that track record, I can't wait to hear how your plan to provide universal high income for every American is going to be implemented. Have a nice day."

General unease

People don't like the big AI companies. They're not that happy about the idea of their kid getting therapy from chat GPT or becoming best friends with Chat GPT. The electricity from the data centers does seem to be an issue. It is actually how this will be used which is a bigger deal than the resources it's using up in the making of it.

Wealth determines social worth?

The single metric under capitalism is wealth that determines social

"Pakistan calls for rapid, grant-based and predictable financing for climate-vulnerable developing countries that suffer from worsening debt distress which undermines development gains" – Asiha Humera Moriani (secretary, Ministry of Climate Change and Environmental Coordination)

worth. A lot of the high-tech manufacturing jobs have been lost to automation, and that's going to be a continual problem that all states are going to face. So some form of remuneration through universal basic income, more public ownership and more worker and civilian ownership of these high productivity new sectors is going to be in order. It's the only way to guarantee that remuneration ever happen, because, if what you're relying on is the benevolence of Elon Musk and of Peter Thiel, then good luck!

Billionaires as kind, benevolent, paternalistic overlords!

Figures from the Lancet say that tens of millions might die in the global south by 2030 due to Elon Musk's Doge cuts. "If you want to make an argument for kind, benevolent paternalistic overlords, Elon Musk is not that. He is the very last person you want to give absolute power to."

"If you remove all these jobs as you say you will, then what that's going to mean is that workers don't have any power. Now maybe they're going to benevolently hope that people at the top will still continue to respect democracy and will allow to be voted out of some of the wealth that they've managed to accrue." Highly unlikely. "Only answer is socialism" - Geoffrey Hinton, godfather of AI
Geoffrey Hinton, widely known as the "Godfather of AI" for his foundational work on neural networks, back-propagation, and deep learning which made modern AI possible, has recently become a vocal critic of its dangers, warning of job displacement, misuse, and potential super-intelligence that could surpass humans. He even quit Google to speak freely about risks like AI resisting shutdown. This godfather of AI said the only answer is socialism.

"Pakistan calls for rapid, grant-based and predictable financing for climate-vulnerable developing countries that suffer from worsening debt distress which undermines development gains" – Asiha Humera Moriani (secretary, Ministry of Climate Change and Environmental Coordination)

The only answer in a world in which so many of these jobs have gone, the capital-labor dynamic that is inherent to capitalism, once you get rid of one side of that class conflict and you only have capital, only capital owners suddenly matter. That's what a Universal Basic Income world with the oligarchs in charge looks like.

Can the state enforce collective ownership?

Whereas if it's collective ownership and the state is powerful enough and robust enough to be able to enforce that collective ownership, then at the very least the capital in this world in which only capital matters, because there is no labor, at the very least the people who own that, the people who are part of that dynamic, have a shared mutual interest in not upending that system.

Interesting times ahead ■

Column by Adil Ahmad, Correspondent, TCS Octara.Com