

**YOU
DESERVE
TO CONQUER
THE
WORLD**

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Manoj K. Bhambu





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Dedicated to My Parents

Mrs. Vimla Devi and Capt. S.R. Bhambu

Table of Contents

<i>Preface</i>	<i>ix</i>
1. YEARNING TO ACHIEVE	1
2. OBSERVE.....	7
3. UNDERSTAND	13
4. DECIDE TO ACHIEVE.....	18
5. EVALUATE THE OPTIONS	22
6. SELECT YOUR GOALS	27
7. ESTABLISH YOUR PLANS	32
8. RIGHT ATTITUDE	35
9. VIGOROUS ACTIVITY	39
10. ENTHUSIASM.....	43
11. TIGHTLY HOLD ON YOUR DREAMS.....	48
12. OPPORTUNITY.....	52
13. COURAGE	57
14. OUTPERFORM	62
15. NETWORK WITH THE RIGHT PEOPLE	67
16. QUICK RESPONSE	72
17. USE ALL YOUR ENERGY.....	76
18. ELIMINATE THE NEGATIVES.....	81
19. REAFFIRM YOUR RESOLUTION	84
20. TRANSLATE YOUR PLAN INTO ACTION.....	88
21. HEALTHY THINKING	91
22. EMOTIONAL BALANCE.....	95

23. WINNING HABITS	98
24. OFFER THANKS.....	103
25. REJOICE.....	108
26. LEARN TO CHANGE.....	113
27. DEVELOP TO WIN.....	118

Preface

During my teaching career of more than two decades, I found many of my talented students wasting their time and energy on the not so important things in life. Sometimes I help them by guiding them in changing their course of action. Some of them heeded my advice but later they came to me for solving every problem of theirs. It was not possible for me to help them out of situations every single time. So, I decided to come up with this book in order to awaken the conqueror in them.

I am thankful to the Almighty for giving me the purpose and the tenacity required to complete this book. My parents and teachers deserve my sincere thanks for developing my faculties of keen observation, which enabled me to understand things in the right perspective. I am thankful to the large number of successful people who rose to the occasion, thereby providing me with instances to quote in support of the theory that I am trying to purport through this book.

I am heavily indebted to all my friends and family members who motivated me during the course of completion of this book with their guidance, appreciation and of course, healthy criticism. The list can run into several pages so I am avoiding naming them all.

This book is deeply embedded in the Indian culture and in the natural laws, so you may find it very simple and yet it might reveal itself as a powerful tool to conquer the world.

Dr Manoj K. Bhambu

YEARNING TO ACHIEVE

A happy life is spent in learning, earning and yearning.

– Lillian Gish

You have got every right to lead a happy and fulfilling life. You make conscious efforts towards achieving that kind of life. You are in a looking zone. You have made an excellent choice to invest your time and money on this book. This shows your sincere desire for moving forward in life. Your faith in this book has bestowed upon me the responsibility to help you achieve your goal of happiness and contentment in life. Therefore, it becomes my duty to deliver to you the message of the Almighty:

“YOU DESERVE TO CONQUER THE WORLD.”

It is as certain a thing as your birth on this planet. Nature has some plan for you. Otherwise you would not have been reading this book today. It is certain that you are thinking of achieving something big, but I do not know whether it is a mere wish, desire or a strong yearning to succeed in life. The first step towards success is the intense yearning to achieve. With great passion, comes great success. It is this passion or yearning to achieve big that helps people accomplish so-called miracles.

As Bryant H McGill has rightly said, “Yearning for the seemingly impossible is the path to human progress.” In this world nothing is impossible, neither is anything miraculous, who has done it and under what circumstances make things seem miraculous. Though Mukesh and Anil

Ambani multiplied their wealth manifold to figure among the richest persons in India, the achievements of their father, Mr. Dhirubai Ambani were par excellence. He started as an attendant at a petrol pump in Aden, Yemen and was the owner of a business empire worth Rs. 75,000 Crores as its annual turnover in the year he left this world. That could never been possible without a passionate yearning to achieve. As our former Prime Minister, Shri. Atal Bihari Vajpayee rightly pointed out at the sad demise of Mr. Dhirubai Ambani, “The country has lost an iconic proof of what an ordinary Indian fired by the spirit of enterprise and driven by determination, can achieve in his own lifetime.”

Nowadays a large number of people are scaling the Mount Everest, but the efforts of Edmund Hillary and Tenzing Norgay will always be recognised as the greatest in the history of mountaineering. This does not mean that we should not strive to achieve what has been achieved before. Scaling the Mount Everest will always remain an incredible feat, even though some school students in India have accomplished this adventure recently, making it virtually child’s play. The courage involved will always be recognised by the people.

Nothing is new in this world. Someone, somewhere, may have already done what you are doing today. But when you present that work in your own way, you may be given credit for the same if it matches up to the expectations of some sections of the society.

The yearning to achieve comes from the passion for learning. This passion mostly manifests in our early childhood, although this does not mean that learning stops beyond that stage and that one cannot sustain this passion

beyond childhood. As Albert Einstein rightly points out, “Intellectual growth should commence at birth and cease at death.” In other words, age should be no bar for learning. You can find a large number of examples of the same in every field of occupation, where people enter into some profession very late in their life and still manage to excel at it. The only Indian to gain a silver medal at the Olympics 2004, Mr. Rajyavardhan Singh Rathore started his shooting career at 28, an age when most sportsmen think about retirement.

Active life has no age limit. The retirement age in the Indian government sector is from 58 to 60 years, whereas, in the private sector, people remain active until their late 60s at higher levels of management. However, in the agriculture sector, you can easily find people working even in their 80s. Mr. Dharampal participated in the Second Chandigarh Marathon on 13 March, 2011 at the age of 113. Mr Fauja Singh completed the Marathon in 8 hours, at the age of 100 years. You can find a large number of such examples around you, no matter where you live. Therefore, age is not the problem that stops a person from achieving anything; rather, it is the will power that makes all the difference.

If you do any work -yes, any work at all- with passion, you will be a successful person not only in it but in almost all walks of life. It is the natural law. However, this passion should be real: both external as well as internal. This passion is external when it reflects in your activities and internal when your heart and mind are both in favour of what you are doing. You should be passionate only about the work you intend to do; and not about the results you could gain from your work. When you work for money or other such

petty things, you cannot work well; when you work well, money and fame come to you in droves as the by-product of your passion for the work.

How to develop this yearning for achievement? Start with the smallest step: deciding what you want to achieve. If you are able to realise what you want to do with your life, it would be one of the greatest things you can do in this world. This is because most people cannot even identify the purpose of their life. This awareness is a prerequisite to going further in the way of generating passion for something. You can develop a yearning for the work you want to do, in a single step. Just start doing the things you need to do with a positive feeling towards it. Most of the time people don't love the things they are engaged in and hence, remain unhappy throughout their life. It is the enjoyment of the doer that makes the outcomes great. If a person does not enjoy what he/she does, then no one else can enjoy its outcomes and so, it will remain ordinary. It is, therefore, the enjoyment of the doer that makes ordinary things extraordinary.

No activity is inherently extraordinary; specific events convert ordinary activities into something extraordinary. Take the example of any sport. Some people achieve records in sports events, but these records are the same activities that everyone else performs at that game. Let me explain further using an example from the sport of cricket. When a batsman sets a record by scoring the highest runs in an innings, he scores the very same runs that every other batsman scores. It is the event of scoring the maximum runs in an innings that makes it a record. Suppose some other batsman breaks that record later, even if he scores more runs, that event will be recognised as a record only until it

is broken next. But these records are not possible without the passion of those batsmen for scoring the highest runs and their love for the game. It is the love of the batsman for scoring runs that helps him achieve the record scores. Same is the case with any event that is said to be extraordinary. These extraordinary events of today will be considered ordinary in the times to come. Most of the time, the people who accomplish extraordinary feats are from very humble backgrounds and yet their achievements are extraordinary.

Now let us talk straight. Even the ordinary activities you choose have the potential to make you an extraordinary person. Your yearning for success in your chosen field can prove to be your Aladdin's lamp. God has given different Aladdin's lamps to different people, but he has planted this seed of success deep inside one's heart. It is for the person to recognise his Aladdin's lamp and use it for his benefit. It was a cricket bat for Virender Sehwag, boxing gloves for Vijender Singh, the rifle for Vijay Kumar, the chessboard for Vishwanathan Anand, a football for Vince Lombardi, a tennis racket for Venus Williams, novels for Vikram Seth, space research for Vikram Sarabhai, acting for Vaijayanthi Mala and so on. They have all rubbed their Aladdin's lamps well and they rubbed it with love and passion; that's why they are all successful. Now it is your turn to show the same yearning towards your chosen field and convert it into your own Muscat of personal success. Always remember that anyone who has ever achieved greatness in life has inevitably followed his passion and what genuinely interested them the most.

It is your turn to find out your Aladdin's lamp and rub it with great passion. If you can find out the area where

your passion lies, then you will certainly succeed in your endeavours. In the corporate sector, we want to assign the right job to the right person; then why not let ourselves choose the work for which we have great passion. If you chase money and fame, it will elude you, but if you work passionately at your chosen pursuit, money and fame will follow you in abundance. It is said that “Work is Worship.” these three words have a deep message hidden in them: if you can achieve the same sense of passion for your chosen field, as that of a devotee to his God, it turns out to be worship. Worship never goes unanswered if you put the right emotions into it.

OBSERVE

The power of accurate observation is commonly called cynicism by those who have not got it.

– George Bernard Shaw

A man is always born with a clean slate. Experiences within the society, makes a man. We can learn much by observing the things around us. Children learn the most by the age of five as they have great powers of observation. When the other faculties start working, their faculties of observation become a bit clouded. There is nothing wrong with the observation power of the mind. It can keep on observing things if we consciously decide to do that. We can cultivate this habit at any age. All it takes is pondering over things a bit. You can start learning things from different perspectives, if you introspect your daily activities in your free moments. I suggest that you give yourself 15 minutes in the morning to plan your day and an equal amount of time for reflecting over your day before going to bed. This will help sharpen your ability to observe things in the right perspective and after some time, you can reduce the time taken for the process to half or even one-third of the original time taken.

The way a balance sheet shows the state of affairs of the business at the end of the year, a person should also prepare his personal balance sheet so that he can get to know his personal assets and liabilities and assess where the need for improvement lies. Only if a problem is properly understood, can a solution then be thought of. Though

balance sheets used to be prepared annually, businesses are now preparing it quarterly. Nowadays, one can obtain the latest figures of the balance sheet after every transaction, using computerised accounting systems. This shows the importance of the balance sheet for a business. In the same way, daily personal balance sheets could help people observe their daily position.

Here, I would like to share a joke which one of my friends cracked recently. A person went to an eye surgeon and told that he sees all things in duplicate; the surgeon asked him whether all four of them are having the same problem! Here it is not known as to who has a bigger problem.

Small problems assume bigger proportions because they were not taken care of earlier as a result of not observing them in time. Sometimes we ignore a problem while it is very small, but if it develops into a big one, it is not possible to solve it without encumbering great damage. It sometimes becomes unmanageable. You can find many examples of this in your day-to-day life. Even epidemics like cholera may spread if the residents do not take care of cleanliness of the surroundings. HIV/AIDS grew to such excessive proportions around the world just because people have ignored the simple instructions of the health departments. The environmental problems that we face today may not have been of such immense proportions if we had not ignored the lifestyle of our forefathers. Even in this day and age, Malaria kills a large number of people every year (473 000000 deaths to 789000 deaths in 2012), just because people indirectly allow mosquitoes to complete their life cycle by ignoring the stagnant water deposits near their houses. The list can be endless, but we should concentrate

on solutions and not the problems. Solutions can be arrived at only if we keenly observe the problems and study them. Once a problem is known and recognised, the solution will not be far behind.

Let us go through some examples: Once a man came to Buddha and said, "I want happiness." Buddha told him to remove the "I" from his request as it reflects "Ego" and to remove the "want" as it creates "frustration;" what remains is "Happiness." The person realised that what he searched for was within him throughout the entire time. It was just that he could not observe its presence. Sense of observation is therefore the basic requirement for acquiring knowledge.

Everybody knows the story of King Bruce and the Spider and so, let me not repeat the whole story; but it was observing the spider falling from the wall several times and then managing to climb it at the end that taught King Bruce the lesson. He fought again and again with his enemy despite the outcome and won back his throne.

Recent examples of successful ventures can also explain the importance of observation, in advance, by key persons in the management of these business enterprises. The success stories of Microsoft, Apple, Google and Facebook are revered by all but the one common factor that Bill Gates, Steve Jobs, Larry Page and Mark Zuckerberg had was that they could observe what others could not. These corporate successes are the result of hard work put in by a large number of people and yet, it would not have been possible without the keen observation power of their leaders. History is full of examples of individuals who observed things keenly and decided to achieve something great. They took the steps

necessary to perform those activities and the results were miraculous.

Michael Tyson would have remained an unknown person with a criminal background if he were not noticed by Bobby Stewart, a juvenile detention centre counsellor and former boxer. Mike was arrested thirty-eight times by the age of thirteen and ended up at the Tryon School for Boys in Johnstown, New York. It was here that Bobby Stewart saw him. He considered Tyson to be an outstanding boxer and trained him for a few months before introducing him to Cus D'Amato. Though controversies have not spared Tyson throughout his career, he remained the undisputed World Boxing Champion for several years. It was the observation of Bobby Stewart that carved a world champion out of a criminal.

Your subconscious is constantly observing an immense amount of data from your environment, but you may not be aware of it most of the time. Take the case of the people you come across in a big mall. Even though you did not give any specific attention to anyone, you can still answer a hundred questions related to that person, like, what was the height of that person? What was the colour of his eyes? What kind of clothes did he wear? What was the colour of his hair? and so on. These questions were not in your mind when you were passing by that person, but your subconscious mind continuously scans the environment and is now providing you the answers. Our subconscious mind is like a radar, continuously scanning each and every thing around you. The vast number of observations that it collects is stored within it. The subconscious mind does not differentiate between the positive and the negative and so, once something gets stored, it will remain there forever. However, it has a

tendency for retrieving things easily if you have attached emotions to the events while observing, which is why, when you are sitting alone you tend to remember either your moments of happiness or embarrassment. Therefore, you must be very careful about the things you observe. You should consciously strive for a positive environment so as to feed better memories to your subconscious mind.

Two important laws work in the case of the subconscious mind. Just as we can programme a radar to detect and report certain objects, in the same way we can programme our subconscious mind with the help of these two laws: the Law of Attraction and the Law of Expectation. I will explain the Law of Attraction in this chapter and the Law of Expectation, later in the book. Law of Attraction states that what you get in life is what you attract. What you attract depends on your thinking process. This law differentiates the successful and unsuccessful persons having the same kind of background and education, on the basis of what they attract. You will find mothers telling their children to be careful while playing because otherwise he could get hurt; most of the time the kids end up getting hurt because of the application of the Law of Attraction. Even though mothers are concerned for the well being of the child, they are attracting the negative situation without even knowing it. She should have instead told the child to be careful and to play safe, whereby she would have attracted the safety of the child while playing.

You attract what you want to attract because of the Law of Attraction, but keep a watch on where you focus the energy that you attract. Therefore, always focus on the positive things. Focus on what you want, rather than what you want to avoid. Suppose you are driving a Toyota Corolla and you

want a BMW 7 series, you should not be thinking ‘I do not want a Toyota Corolla’ or ‘I am unable to afford a BMW 7 series,’ rather, you should presume that you are driving a BMW 7 series. You may even thank God for giving you a BMW 7 series thrice a day; in the morning, afternoon and night. When your subconscious mind starts assuming this as a fact, something amazing will happen automatically by which you will be driving a BMW 7 series.

Let us take another example: You are eating out in one of the best hotels in your city, with your family. While ordering your favourite dishes, it is natural that you think these could upset your stomach. Next day you will automatically end up with an upset stomach because you attracted it to yourself when your energy was focused on worrying about upsetting your stomach. This could happen even though nothing was wrong with the food. But the reverse of this phenomenon is also possible. Food taken with a positive attitude can never do any harm even if the quality of the food is not so good, which is why people teach children to bless their food and water before consumption.

You may ask how to develop the faculties of observation. The answer lies in asking questions and in asking the right questions. “What if?” and “How could it be?” are the two questions that could help you observe things in the right perspective. If you start asking these questions to yourself, you will be amazed by your observation power in very short span of time. Initially you may not feel much of a difference, but after a short span of time, not only yourself, but the people around you will also notice the changes in you.

Mediocrity can talk, but it is for genius to observe.

– Benjamin Disraeli

UNDERSTAND

No law or ordinance is mightier than understanding.

– Plato

You should have a clear understanding of the phenomenon that you observe. Understanding of the same phenomenon by two different people can be very different. Your perspective in analysing the situation makes up your understanding about the things. A man may be literate, but it might not mean that he is educated and vice versa. Bill Gates is a college dropout but who can call him uneducated? He is known as the computer wizard of the world. There is a long list of such persons in every society. Understanding gives you the power and the means to know things in the right perspective. When you understand things in the right perspective, you become knowledgeable. Your mind starts secreting juices that help you grow physically, mentally, emotionally and spiritually. If you learn about the real reasons behind your pain, it will vanish. Therefore, understanding is the greatest tool in life.

Every stimulus may produce more than one response, some of them positive and some negative. How one respond to stimuli depends on the understanding of the responding person. All of the problems in this world are due to wrong responses to situations. If we understand this, we can start analysing our responses to different stimuli and thus, learn how to respond properly. This is why almost everyone wants to change their decisions, if they are given the chance to go

back in time. Some of these decisions may be very small but others may be very significant in life.

Let me tell you now, how to develop this understanding in life, so that we can take appropriate decisions. One thing I am very sure about is that no one is perfect in this world. Almost everyone makes mistakes. It is said that he who does not make any mistake, is not working at all. Therefore, making a mistake is not wrong, but committing the same mistake every time is a crime. One should learn from one's mistakes. Wise men are those who learn from the mistakes of others. If we start observing things in the right perspective and analyse the situations properly, the chances of understanding better will increase. My grandfather always used to say that even a fool could count the number of seeds in an orange, but only a visionary can estimate how many oranges are there in a seed. Therefore, our understanding of the phenomenon should be of the type, whereby we can foretell the results of our decisions in the years to come. One of my close friends used to say that we should evaluate each and every decision we take like a chess player evaluating each possible move before actually making the move.

Understanding breeds knowledge. Knowledge breeds wisdom. Wisdom breeds success. Therefore, understanding breeds success. Understanding comes with experience; however, it can be improved with conscious efforts. If we start taking each small thing seriously, it will help us in learning the big lessons of life. It is said that great lives are the outcome of small decisions taken at the right moments.

As we start taking conscious efforts towards improving our understanding of phenomenon, it will improve slowly at first and then, there comes a trigger point, from there

it will take an upward trajectory. However, we should not quit trying in between, just because we have come to realise that we do not know much about the things we thought we completely understand. Our understanding will be tested by the difficult situations that we come across, during our endeavours. In this world of duality, good and bad, right and wrong, and truth and falsehood are so interwoven that a clear understanding is essential to make the right choice at each step of life. Through it, we can perceive things in the right perspective and appraise them suitably to prevent confusion while dealing with the situations.

Understanding natural phenomenon in the right perspective helps to gain knowledge about man-made situations. We can deal with situations in a more positive manner if we have a deep understanding of the natural laws, because natural laws guide all the man-made laws. No law can survive for a longer period if it goes against natural laws. Therefore, one should try to have a deep understanding of some of the basic natural laws. Nature takes its own course. The changes in natural laws are very gradual, though omnipresent. One should give more time to understanding the natural laws than to working on the shortcuts that promise success. Each society explains these natural laws through proverbs and idioms. You need not learn all these proverbs and idioms to learn the natural laws; a small list of proverbs and idioms will be sufficient for you. It is up to you to decide which particular proverbs and idioms are relevant to your life and the phase of life that you are currently passing through.

Let me explain one such proverb in Haryana: “Kisne dekhyā swarg Bharathri ape mare bina?” (O King Bharathri!

Who has seen heaven without dying?). This small saying teaches us a big lesson. People might ask that if one needs to die to go to heaven, then why do we require heaven. Nevertheless, the real meaning of the saying is that if you want to enjoy the fruits of labour, you need to put in your share of hard work. In this way, you can choose some proverbs and idioms for guiding you through your life. It is certain that if you give some time for this activity, you will certainly choose those proverbs and idioms that are relevant for the understanding of natural laws that you need to learn. Every culture is rich enough to provide its people with the knowledge that can breed understanding. Therefore, start improving your understanding from today onwards. It will go a long way in enriching your experience by guiding you in choosing the right decisions.

Here, I want you to have an indicative list of the areas where we should have perfect understanding. First, we should have a clear understanding that we are all unique and have our unique purpose for existing on Mother Earth, at this point of time. Our life has a particular purpose or Dharma. We have the freedom of choice on whether to work towards this purpose or not. As I stated earlier, find out your own unique Aladdin's lamp and rub it hard, because whatever noble persons do, others follow; whatever standards they set up, the world follows.

Once we find out the purpose of our life, we should develop a clear understanding on how to reach that goal and should start working on that. But we have our short-term goals too. We have to work on our physical, mental, emotional and spiritual well being. We have different roles to play in the society, such as child, sibling, spouse, parent, neighbour,

team-member, devotee, colleague, superior, subordinate and so on. Each of these roles are given to us by God, to prepare ourselves for our ultimate Dharma. We should not take them as a hindrance, but rather as complementary for achieving our life goals; in this way we will increase our understanding of each and every role, and play it right.

As the Dalai Lama has rightly said, “Only the development of compassion and understanding for others can bring us the tranquillity and happiness that we all seek.”

DECIDE TO ACHIEVE

Before proceeding to the next step, let us agree on your decision to achieve success. If this is not the case, no effort can make you successful. Moreover, who else is going to decide for you? It is you alone who can decide whether you remain a failure or achieve success. You may argue that there is no one who would want to remain a failure. Yes, there are a large number of people out there who do. You may be one of them! Give an hour to write down the things you could have done, but you never even tried. I am sure you will make a list of at least 50 to 100 things. I am not saying that you would have been successful in all of those endeavours. However, if sincere effort had been applied to some of those things, at least a few of them would have turned out to be quite productive. Now, let bygones be bygones. Start today itself and ensure me that you will at least give it a sincere trial.

Now, let us write three things in which you think you are well versed. You may argue that perfection is not possible in anything; just jot down three things that you like to do the most. Now, write down how much time and effort you devoted on each of these three things in the last year. Now, you decide yourself if this is the way to be successful. If yes, you are on the right track. If you think otherwise, you need to change yourself, for which you should follow the rule of 10%. This rule has proven successful in the financial world. According to the rule, if you can save at least 10% of your income and invest it wisely, you can enjoy your retirement

due to the compounding effect of the income. In the same way, if you could invest 10% of your time for your personal development, the compounding effect will lead you towards success, in every aspect of your life. I want to share with you the one thing that is common to all of us: Time. God has provided us with 24 hours a day, 168 hours a week and 8760 or 8784 hours a year. People trade their time for money. Then how is it that people end up having different economic situations? The answer is obvious: either some people waste their time, or they trade their time cheap because they do not know the value of their time.

Even while you pass time, you are involved in some business or the other. It is that person whose business you are doing will become richer from your pass-time. If you are watching television, you are making the cable operator, the television company, the Energy Distribution Company, the director, producer, main artists and a whole gamut of supporting artists, rich. If you are eating popcorn while watching television, you are making the popcorn company, as well as all those people who helped the corn reach your plate from the farms, richer. Therefore, your time is always making somebody rich. You need to learn how to become rich using your own time, as well as other peoples' time. You can fulfil the needs of people in order to become rich. Those who understand the value of their time can never be poor. It is not shameful to be born poor but it is disgusting to die poor. There is a couplet by the great Indian poet Rahim: *Rahiman jab tum aaye the jag hansa, tum roye, aisi karni kar chalo tum hanso, jag roye* (When you were born, people laughed and you wept; your deeds should be such that at the time of your death, you should laugh out of fulfilment, and people should weep remembering you.)

Once you decide to achieve, it is just a matter of time and effort to achieve what you want to achieve. However, this decision should be a firm one. You should always be ready to pay the price of your decision because nothing comes free in life. Every decision takes its own time, effort and other resources for completion. Decisions are like the seeds that you sow in the field of goals. You should be ready to devote your time to get the fruits of your decision. Otherwise, things will go on as they have been going on until now. It is decisions that move mountains. Your today, is the result of your past decisions. The skills that you have today are shaped by the decisions you took in the past. It is the decisions of the present that will shape your future. One should be very conscious while taking decisions because it is not only your future but the future of your near and dear ones which will also be affected by the decisions you are going to take now. What a man decides, he will become. Nevertheless, this decision should be well planned as it costs to change decisions. Once you take a decision, never withdraw, unless there is some serious emergency. One should also be ready to take responsibility for ones' decisions. For example, if someone invests money in good shares, after which the market conditions go wrong, they should accept their miscalculation rather than complain about the market conditions, because in any market condition, some shares give excellent returns. This holds true for all the things in life.

You just need to decide to achieve, in the real sense; your physical, mental, emotional and spiritual faculties should direct your decision, so as to be sure of success. Otherwise, the results you get may not be fitting and long-term. Sometimes, people get things by mere chance but, whether

you will allow your life to be guided by the chance factor alone, is the question. If you are sure of problems inside the engine of your car or you know that the braking cable of your car is broken, will you take the chance in driving the car downhill? I think your answer will be a big NO. However, if a situation arises whereby you have to take your spouse to the hospital to save his/her life and the same problems exist within the car, will you not take the chance, even at the risk of never reaching the hospital with such a car? Would you take these chances in normal circumstances? Only after you calculate the pros and cons of the available alternatives, will you decide which one to choose. Always keep the place you want to reach, in mind and then, go ahead with your decisions. Success is always waiting to garland those heroes who decide to achieve.

EVALUATE THE OPTIONS

Life is full of options. Options are always available to each and every person, in every walk of life and so, evaluate the options available to you. Whether one is able to strike the right cord or not, depends on how one evaluates the available options and takes decisions. Every day we have to choose from different alternatives. Each time we choose a particular option we create a new future for ourselves. So, our present represents the decisions we took in the past; we cannot blame destiny for our own decisions. It is the fruit of our own decisions that we enjoy now. The decisions that we take in the present are certainly going to change our future. So, we should decide how we want to shape our future by evaluating the various options available at present, so as to choose the correct actions.

How to evaluate the various options available at a particular point of time, is the big question. The first step in this direction is to enlist all the options available for the work at the hand. Then, list the various possible outcomes of each option. It should be kept in mind while evaluating options, that things that seem attractive in the beginning may not turn out to be the best and vice versa. In most of the cases, we should keep the long run perspective in mind. Nevertheless, in the case of an emergency, one can ignore the long run perspective. In such cases, it is better to choose the easiest possible alternative among the available alternatives; but never make an emergency out of an important task. It is said, “not to put off till tomorrow, what you can do today.”

Most people fail either because they never start doing things or because they start their work but never finish it. It should be kept in mind that a work can be completed only when you start doing it and never rest until it is completed.

I can give you so many examples of people who started things but never completed them. There are even people who keep on daydreaming but never start working on their dreams. Once, one of my friends told me the story of a dead man who came to life again, just before his last rites were performed. He told those gathered that he saw a room where a large number of gifts were lying fully packed, bearing the names of various persons in heaven. When this man asked God as to who these gifts were for, God answered that these are the gifts that were to be delivered to the people who worked very hard to get them, but quit trying just before the actual delivery could happen. So, this man asked if there is any gift for him that was left undelivered. God answered, "Your gifts are in another room because the number of gifts is very large." So this man asked God to give him some time to achieve all his gifts back on earth, and hence, he was allowed to come back to life. So, we should complete the things, which we aspire to complete, before it is too late!

Not everyone can be so lucky. Instead, we can decide to achieve these in the single life that God has been kind enough to grant us. We can easily understand that it is God's plan for us to be here, in this world; if otherwise, the probability that we would survive the large number of accidents, natural disasters, diseases, floods, earthquakes etc., is very low. God has given us a free will to take decisions. So, we should properly evaluate the various options available to us, in each and every situation.

Options are always in abundance. For example, if a city-dweller wants to choose a school, there may be a large number of options in the city. If, on the other hand, a person lives in a small village that has only one primary school, we only have the option of joining that school or the few schools in the nearby town or the boarding schools within the country or even outside the country. So, our options are numerous, but each of these options have different outcomes. It is the person who chooses a particular option against all the other options, and it is this choice that has the power to change the course of life.

In the same way, when we want to choose a life partner, there are always a large number of options available, both in the case of love marriage and arranged marriage. Even when you are choosing a house, there are many options, like whether you want a rented accommodation or own house. If one chooses to purchase a house, then the locality, type, size, colour, design, and price of the house etc., are a number of things with a large number of options. Now you need to evaluate all these options to decide what kind of house you need to build or buy.

Even now, while you are reading this book, you have the options of completing this book in one session or reading it one chapter at a time or not reading it further. You may be reading it while travelling, just to pass time or you may be referring to it as a guide that can shape your future. All of the readers will not get the same results, as they are not reading it with the same attitude. Even when you decided to buy or borrow this book, you had a large number of books to choose from. Your decision to read this book will certainly give you different results than if you had chosen

some other book. But now that you have already taken this book, you need to evaluate the theory propounded in this book to help you change your future or you may ignore the teachings here and life will keep going, same as before. There will be people whose life will change positively after reading this book because they will apply the teachings for their betterment. At the same time, there will be people who remain the same even after reading this book several times; the most obvious reason for this is that they cannot decipher the teaching given in the book. Even if they find something interesting, they may never decide to apply those things in life. Even if they decide to apply those teachings they may work hard for sometime and then quit. Yes, things will certainly not work for them because they quit before the results could start pouring in, and in this process, they always remain burnt out because they try different things and leave them after some time.

One should evaluate his options in detail, but once an option is chosen, work should be planned well, and at the same time, it should also be executed well. Without planning, we cannot start the work, but without proper execution, we cannot finish the work. Though starting the work is very important, finishing it is much more important than starting it. If a work is properly evaluated in the beginning, its execution will have very little problems. Otherwise, people will say that if we had chosen a different option, the results would have been much better. Due to this, people may want to change their decisions, given a choice.

Now let me tell you what the best option is and how to choose the best option. Let me answer plainly that the option you have chosen is the best option in the world. If you work

with confidence, even a weak plan may give good results. Instead, if you have doubts over your choice, even the strongest option might deliver inappropriate results. To answer the second part of the question, 'how to choose the right option,' follow the tried and tested method given below:

Apply your mind and do all the relevant calculations to arrive at the expected results.

Keep in mind the probable pros and cons of each option.

Again, apply your mind and heart to evaluate and find the best alternatives.

If your mind and heart gives you different results, follow your heart because you will work more enthusiastically at it, and therefore, the results are going to be better.

Never look back once you decide which way to go, until you achieve what you want to achieve.

Even though you can go in for course correction, like a pilot, never stop until you land at your predetermined destination.

SELECT YOUR GOALS

What kept me going are goals.

– Muhammad Ali

The next step is to select your goals. Without establishing short-term and long-term goals, a person's life is like a train starting its journey without knowing its destination. First of all, we must be clear about our goals. Some people think that statements like "I want to be successful," are goals. It is merely a wish, not a goal. A goal is defined as a predetermined, exactly quantified, time bound and written plan, of what one wants to achieve. Though goals are very powerful tools necessary for the success of individuals and even organisations, people still commit the mistake of ignoring this simple activity.

Nothing in this world is purposeless. Everybody has a purpose to achieve in this life. If we focus on this purpose, our life will be very smooth, but most of the time, people do not focus on figuring out the purpose of their life. That is why there is chaos in the world.

Goal setting is very important in life. Without it, life is like a never-ending, tiresome journey that has no destination. Once you know where to go, your journey becomes enjoyable. One cannot pursue what he cannot think of. Therefore, everything happens at least twice: once in the mind of the achiever and then, in reality. So, we cannot achieve without proper planning and planning is not possible without knowing our goals. In the Hindu

philosophy, goals are referred to as the Dharma of life. If we want to know the true goal or Dharma of our life, we have to be more conscious. Here, I would like to suggest a daily ten minutes exercise of taking inventory of one's daily schedule. If this is done regularly, our mind will automatically guide us to the true goal in our life.

These goals could be anything, but it is certain that when you do the work that is meant for you, you feel exhilarated. When you do work which goes against your nature, you may feel bored and tired. You will start accumulating tension and fatigue; this will start showing on your health and vitality. The sooner you shift from such work, the better it is for your growth. Your mind is the best guide to choose your course of action in life. You should be guided by your intuition. Your intuition always guides you whether you understand its guidance or not. So, you need to follow your intuition.

Goals are the basic aims, which we want to achieve in life. We tend to work more enthusiastically if we are aware of our goals. These goals may be divided into various types: short-term and long-term goals, personal and organisational goals, social, political, economic and religious goals, and so on. How you can establish these goals may depend on its type. You can divide your goals into different categories, but some of the common features remain the same for all these types of goals. These features can be summarised as follows:

- **Goals must be well defined:** Goals must always be properly defined in simple and easy language. There should not be any confusion in our mind as regards the goals.
- **They must be quantitatively stated:** Goals are always quantitatively defined. 'I want to earn a lot of money,' is

not a goal. Rather, a goal should be on the lines of 'I want to earn Rs.1000000 per month.'

- **They must be time bound:** Goals are not goals until and unless a time frame is given to it. The date should be specified before you accomplish the task. When you give a date to the goal, it has more chances of becoming reality. Even if you need to revise some of the dates a goal should always be defined with respect to a fixed time frame.
- **They must be written:** Without writing your goals down, you cannot be sure of the goals you want to achieve. Therefore, goals must always be in written form, for ready reference. One should go through these at least three times daily in order to reinforce the power of goals within the mind.
- **They must be communicated:** You must communicate your goals to at least ten people known to you, as it will create an environment for you to work towards them. Even if you think that those people might laugh at you, communicate your goals to them and don't count their disbelief as your defeat. It is their own failure that does not allow them to understand your potential success. Don't worry. These people are going to tell you that you are lucky after you achieve these goals. Do work for this luck and prove to them that you are programmed to be successful.
- **They must be looked through, daily:** Your goals must always be in front of you. You should ponder upon your goals before going to bed, so that your goals go deep inside your subconscious mind. Once you achieve this, it will become the truth in a very short span of time.

- **They must be achievable by human beings:** Though it may seem very difficult to be achieved by normal human being, they must not be impossible. Goals that are not technically feasible in the normal course of life should be avoided. If a person's goal is to become the President of USA, without even being a citizen of USA, he has an almost impossible goal. This kind of wishes cannot even be termed as goals. We should have achievable goals. If a person has a goal that he will earn an amount of money (say, one billion) within the next five years, it may be an achievable goal despite seeming impossible in the beginning. Jessica Cox became the first woman without arms to fly an aeroplane in December 2008. She has given hope to a large number of people in it that if she could do it, anyone else can also do it.

Now let us see an example of writing goals down using the correct method. Suppose you have a goal to earn Rs. 50 crores within 5 years, through online business, your goal statement could be like this:

Thanks be to God for giving me Rs. 50 crores as profit in the last 5 years from my online sales business (write the name of the business that you want to be in).

Many start-ups have already done it. Mr. Ritesh Agarwal, founder and CEO of Oyo Rooms - a network of 2,200 hotels, operating in 100 cities across India - with a monthly revenue of more than Rs. 20 crores, has done it at the age of twenty-one. Radhakrishna and Raghunandan G of 'Taxi For Sure' expected to earn a revenue of Rs. 100 Crore by the year 2015, in just 4 years of its launch, before selling it to Ola Cabs for \$200 million in a cash and stock deal. Flipkart, Snapdeal, Travel Triangle, Knowlarity, Bluepage, Juganoo, Reportbee

etc., are some of the start-up companies that have performed exceedingly well in India. You can find such examples in almost every country of the world. If they can do it, you can do it too. Just select your goals. If you set goals and go after them with all the determination that you can muster, you will reach places that would not only surprise people, but also astonish you. As quoted in the Rig Veda, “The one who makes a resolution and then makes a sincere effort to achieve his dreams, nothing stops him from realising his goals.”

ESTABLISH YOUR PLANS

Plans are the process of deciding the future course of your action in advance. They are to be written and properly codified. Plans tell us what to do, when to do it, how to do it and by whom it is to be done. Plans are important not only in, organisations but also at the individual level. Your plans should be in congruence with your goals. They tell you how to reach where you want to reach. It is always better to have well defined plans. These plans could be for the short-term as well as the long-term. It is said that any work that is properly planned is half done. Even our personal goals need proper plans, in order to be achieved.

Most of the books on management have a chapter on planning. You should read at least one or two of them. Though it is going to be very easy to suggest some of the important books, it will help you a lot if you find some books yourselves and study them. Therefore, it is my humble suggestion to you to undertake this activity. Let me suggest to you, a basic planning process that will help you plan for achieving your goals in a faster pace; as per your goals, you should have long-term as well as short-term planning. With regard to long-term planning, you should evaluate your strengths and weaknesses against your goals and then plan to improve your strengths and to work on your weaknesses so as to realign them to your goals. Then, establish the various activities that need to be undertaken and start working on them. Evaluate your progress from time to time, so as to take corrective measures to reach your goals.

For short-term personal planning, you must have a good planner/ diary with you. You should write the things to do in your planner daily. Try to have at least ten daily tasks and monitor how many tasks you accomplish every day. Assess the number of tasks for which you are able to work to the best of your capabilities but the results do not match up to your expectations. Also list the tasks that you have not tried at all. Such planning will help you organise yourself better. It is very important to assign priority to the tasks and give more time to the task of highest priority and so on. This priority should be assigned in the order of importance of the tasks, so that you are always working on the most important tasks. There may be cases where you do not work on some of the tasks for several days on end, because they are of last priority. These may not be important to you, as there may be more important tasks that had to be done all these days. Without planning your tasks according to your priorities, you will end up working on the tasks that you like most but are not important for your growth. Therefore, always use a good planner and plan your tasks daily. If you will assign just ten minutes daily to this activity, before slipping into your bed, it will go into your subconscious mind during your sleep and it will plan your next day for you. When this becomes a habit, you will find it an easy task, but it might need your conscious efforts in the beginning. Every good habit needs twenty-one days of conscious efforts and then it becomes a part of your life; but bad habits require only 10% of your effort to start and ten times more effort to leave. So, personal planning is very important to stay focused on your goals.

It is said, to always keep your calendar booked, or otherwise, your calendar will keep you booked. Life will be

gone before you realise it. To achieve big things, you need not take big steps; you need to take small steps in one particular direction, for a longer period. You need to stay focused over a longer period on the particular task and the results are bound to come. Still, at times your mind might waver because of below expectation results or results contrary to what you expected. In these situations, your planning is going to help you. Always consider and reconsider your plans, but never shun them without completing. Failure is certain if you leave your plans in between, but success may or may not happen if you work on them. If success can not be guaranteed, why should anyone work on his or her plans? That is because it has got a possibility of success. We should change this possibility into a certainty, with our focused efforts.

If you fail in your effort, it does not mean that you are a failure; it only means that success has not happened yet. You fail only when you give up trying. One should not consider giving up in any circumstance, although course corrections could be resorted to. As in navigating a plane to its destination on time, course correction is needed most of the time. To avoid an accident, we may go back or divert our journey to another airport, but we do complete that journey safely. In the same way, you can sometimes delay or divert your plan, but you should not abandon your plan in any case.

RIGHT ATTITUDE

*To put the world in order, we must first put the nation in order.
To put the nation in order, we must first put the family in order.*

*To put the family in order, we must first cultivate our
personal life; we must first set right our hearts.*

– Confucius

A man is what he thinks of himself. It is the attitude that makes a man. It is said that your life is shaped according to your attitude. Therefore, right attitude is necessary for achieving the right direction in life. Attitude can be defined as how you respond to different stimuli during the course of your daily routine. It is not situations that shapes our life, rather our response to these situations that decides the course of our life. You can respond to the same stimuli in different manners. Different responses will result in different outcomes. In religious thinking, it is your free will that shapes your future. According to science, our attitude shapes our life.

I would like to narrate a small story here. A great businessman was once asked about the secret behind his success and he replied, 'My father is the secret of my success.' But a person who knew his father asked him, 'your father was a drunkard who wasted all his belongings by gambling. Even your elder brother has become a criminal due to your father. How could your father be the source of inspiration for your success?'

The businessman answered, "As a child we had to sleep without food several times due to his bad habits; we could

not go to school due to lack of funds. I suffered a lot as a child because of our father. I made it a point that I do not want my children to suffer like me and decided that I will earn the bread and butter for my family at the age of eleven. This is how I became a successful business man at the age of 30, due to my father.”

This story tells us about the power of right attitude. Every time, we do have the option to tell whether the glass is half full or half empty; every dark cloud has a silver lining; every night is followed by a new dawn; every autumn is followed by a spring; every difficulty can be turned into an opportunity. This is how the attitude of a person shapes his life.

Now, most of us will ask how to develop the right attitude in life towards all the things. Let me clarify that attitude is not a piecemeal system; it is a habit. It cannot be developed in a day or two; it is a way of life. But it takes just a moment in life to decide to change your attitude towards life. In just a blink, you can choose to develop a positive attitude that could change your life, if you stick to this decision. It is very easy to wish to have a positive attitude in life, but it takes a lot to actually practise it. But the results of having a positive attitude in life are so immense that it is worth all the difficulties you might have to face initially.

It is rightly said that one cannot choose his circumstances, but can decide how to respond to them. By doing so, one can change his circumstances in the years to come. Most of the time, people say that it is luck and hard work that make a successful person but it is very interesting to know that even mathematically, they cannot give you that success you aspire for. Let us assign a numerical value to the English alphabets of each of the words and find out the total value:

$$\text{LUCK} = 12+21+3+11 = 47\%$$

$$\text{HARD WORK} = 8+1+18+4+23+15+18+11 = 98\%$$

$$\text{ATTITUDE} = 1+20+20+9+20+21+4+5 = 100\%$$

It is clear that luck is not a great thing but hard work is near perfection. Mathematically, your hard work can double your luck, but the right attitude can make you perfect. Do not wait for luck to happen. Work for it to happen, with a positive attitude. When you work hard, with the right attitude, luck will follow you. But if you wait for luck and don't work hard, only hardships await you. It is your attitude that decides your altitude. The common characteristic of all of the successful people in the world is the right attitude towards life. They do not bother about what people might say; they work according to the natural law of what is right and what is wrong. Though sometimes people may be critical of what they do, later on, the same people tend to follow path shown by them.

Now, it is time to explain the Law of Expectations. Most people quote Bhagawad Geeta saying, 'Do your Karma (Duty) and never expect the result, because the result is in the hands of God.' It is like telling a farmer to keep on working on the farms and to never expect anything out of it or like telling a businessman to invest the money, take the risk, build the factory, employ the worker and employ all inputs, but to not expect any profit from the venture. If this holds true, would anybody on this earth want to work? This is a very wrong explanation that people give. God says that I am the desire, which is according to the Dharma. When God himself is the desire, why should people not expect more of Him? We should have bigger desires and more desires. God is going to grant you results as per your faith and expectations. Then what

do people want to convey when they tell you to do your duty and never expect the results? Here, God wants to tell you that doing work is within your power but becoming the author of the result is not within your power, and so you should have the same attitude towards the result you get, whatever it may be. These results may be more than expected, as expected, less than expected or the opposite of what was expected. But your attitude towards these results should always be the same. You should have Prasadabudhi (Gift from God) in everything you get. So, the Law of Expectation tells you that you need to have the same attitude towards all results. Let me explain to you once more that we can be the authors of our own Karma (work) and we can have big desires. These two things together make the Law of Expectations. Have big desires; work hard for them and do not get disheartened when you do not get the desired results because you don't know the future. Expect everything in life. You don't know when the results will start coming in so don't quit before you get what you expected from your work when you started it. You will certainly get the result you expected, but you cannot be certain when. Therefore, keep on working and keep on expecting because expectations and desires, according to Dharma, come directly from God and the result also comes from God. Mind it, God is not a bad leader. He can't assign your duty to you without proper authority. You will get the authority to enjoy the fruits of your labour. When results do not manifest as per their expectations, people normally start finding fault in the environment. They don't take the responsibility for their failure. Herein lies the problem. If you can start by saying that I am responsible, everything will change. God gives you the authority to fulfil those activities, for which you start taking responsibilities.

VIGOROUS ACTIVITY

If you do your best, whatever happens will be for the best. Your actions speak louder than your words. Any planning without action, will be like trying to germinate seeds without soil and moisture and expecting it to grow into a big banyan tree. All you need to do to fulfil your dream is, vigorous activity. Even if you make mistakes, you will learn how not to do the things you are doing wrong. Never procrastinate or stop before your goals are achieved. Always indulge in some kind of the activity. In this world only those people succeed who are always busy in one activity or the other. The little bee is able to gather honey, only because it always keeps busy. It is more important that you always engaged, than that you are engaged the right things. It is said that one who does not make any mistake, does nothing. When a person does nothing, he does not learn anything. When a person does not learn anything, he does not develop. If a person does not develop, he deteriorates. To avoid this deterioration, one must learn to be always busy by doing something or the other. There is a golden rule, in the following lines:

Do it.

Do it right.

Do it right now.

You do it right now.

You do it right now, enthusiastically.

Here, I want to narrate a short story that my grandfather told me in my early childhood. Once Indra, the God of

rain and water, got angry with the people of some states in India. So, there was no rainfall for twelve consecutive years. People, forests and animals were all dying without water. One day Lord Indra decided to visit a state where he had forbidden the clouds to shower. The situation was very grim. All of the people were praying for the rain but not doing anything. Then, he saw that a farmer was ploughing his fields. Indra was astonished to see that someone was ploughing his fields, even after twelve years of drought. He went to the farmer in the disguise of a sadhu and asked him why he was ploughing when there was no chance of rain. The farmer answered that God Indra might forget his duty, but as a farmer he could not forget his duty in ploughing his field on time. After hearing this, Indra realised his folly and blessed the people with heavy rain.

This story tells us that if we keep ourselves busy in vigorous activities, even in difficult circumstances, we can always reap a good crop. This is true in all the times and in all of the lands. One more inference that can be drawn from the story is that there is no shortcut to real success. Persistence and perseverance are required to be successful in each and every pursuit of life. This lesson can easily be deduced from the agriculture sector. There you need to execute each and every activity regularly and in time. Otherwise, a good harvest becomes impossible. You cannot do all the ploughing, sowing, watering and harvesting in a single day or two. You can reap the harvest, only if all these activities are done regularly, as per requirements. When there is no quick fix in natural phenomenon, how can we think of quick fixes for man-made activities? So, persistent efforts are required to perform any activity properly.

Nature is kind enough to teach us, if we observe things minutely. Even the little ants teach us the lesson of vigorous activity. You will never find an ant sitting idle. They are always active. Even the honeybees teach us the same lesson. It is their persistent effort that results in making sweet and delicious honey. The result of vigorous activity is always sweet like honey.

Efforts never go waste. Sometimes, people fail and say that their efforts have gone to waste; they say this only because they are taking a short-term view of the events. In the long run, failures help people realise where they went wrong. Although Thomas Edison failed 10,000 times at making an electric bulb, he says that 'I have not failed 10,000 times, rather I found out that there are 10,000 ways in which an electric bulb cannot be made.'

In 100-metre race, Hussain Bolt holds the world record at 9.58 seconds. It took him several years of preparation to clock this timing. He might have had to run thousands of times before achieving this feat. The hardship that an athlete has to undergo for this feat will never be overlooked and that is why people celebrate their victory. Basically we are celebrating the completion of a long and arduous project.

This is not the case with the 100 metre race alone. Each and every activity in life requires time and effort. The golden rule for success in any field of life is that you keep doing it, until you attain the required perfection. Never give in to procrastination, unless you achieve what you want to achieve. Give the activity your 100% and your success rate will turn out to be a 100% and may be even more. People say that your success and your efforts are proportionate, but that is not always the truth. You have put in your effort

onto a large number of activities that you have abandoned in between, so your success will be equal to your total effort, minus the effort on the activities that you have left off in between; if you put your effort into one activity persistently, you will definitely attain perfection in that activity. Later, there will come a time when you attain more results than the efforts you put in. Let us understand this phenomenon using the example of an aeroplane. An aeroplane utilises maximum fuel while taking off, after which it flies faster despite consuming less fuel. So you need to engage in vigorous activity in your chosen field, in the beginning, until it takes off. Then, even you can put it on autopilot and enjoy the success.

It is said that something is better than nothing. You should remain busy in the activities that you have to do. Otherwise, you will be wasting your time on activities that are a waste of time. Time will not wait for you. It is up to you to decide and synchronise your activities with the time available to accomplish your goals. Some people argue that success comes with luck. Even if we define luck as the right time to do the right work, it is necessary for us to remain busy in activities to attain luck. Results will automatically come to you when the time is right. But if you wait for the right time and do nothing, then that time will pass you by without any result. Therefore, always remain busy in your chosen activity and never quit without getting successful, even if the people around you keep saying that it is impossible. Yes, you need to delete the 'IM' from 'impossible' with your vigorous action, so as to make it possible.

ENTHUSIASM

Nothing great was ever achieved without enthusiasm.

– Ralph Waldo Emerson, Circles

Only passions, great passions, can elevate the soul towards great things. Those who work without passion and enthusiasm can never derive satisfaction from their work. Those who do all their work with enthusiasm, also enthuse others. In this manner, a chain reaction starts and a more positive work environment is created. In such a situation everyone performs well. Passion can work wonders even when things are not going well. Enthusiasm has nothing to do with physical or technical strength; it is mental and emotional toughness, which makes a person so. Now let me share with you how to be enthusiastic even about the things you dislike. Start loving the things that you dislike now. This is the only way in the world, to inculcate enthusiasm. In the beginning this may seem difficult; how can we love the things which we dislike? But if it is the only way to be successful, how can we ignore it?

Most of the time, my students come to me saying that Accountancy is a difficult subject. I suggest to them that if only they start loving it just for a month, it will become an easy subject. Then, they ask for help with one or the other chapters, which I always love to do. I usually repeat my suggestion of loving the subject, while answering the problems. And in most of the cases the result turns out to be positive.

It is our enthusiasm towards life that makes it so charming and blissful. One can find a large number of examples in real life about people who suffer massive accidents and where even the doctors don't express hopes for survival. Against all odds, the man/women in question, bounce back to normal life. In all such cases it their enthusiasm for life that helps them recover.

Recently, I attended a Kathak Dance Programme by a young and budding artist. After the programme got over, I congratulated the dancer and her family members. Her father told me that it was due to the blessings of the people who encouraged her, that she could dance for such a long period, since at her birth, the doctors told her parents that she would not even be able to walk. But parents named her Shakti (Power). It is through the power of their conviction and the persistent efforts of the girl, her parents, and the dance Guru that she could dance in front of the Minister of State for Finance of the Government of India, in a crowded auditorium.

According to 20th century folklore, the laws of aerodynamics prove that the bumblebee should be incapable of flight, as it does not have the capacity (in terms of wing size or beats per second) to achieve flight with the necessary degree of wing load. But since, the bumblebee does not know this, it can fly not only forward, but also backwards.

There are a large numbers of activities which most people dread to think of doing, but at the same time, there are people who spend most of their lives for these activities. There was a serial on the television recently named "India's Got Talent" where participants always performed activities that most people cannot even think of doing. The performers do those

things with great enthusiasm and that is why they are able to perform those activities.

Enthusiasm originates through long-term focus on small activities. The synonyms for enthusiasm are ardour, devotion, eagerness, emotion, energy, exhilaration, feeling, fervour, intensity, interest, joy, passion, spirit, warmth, zeal and zest. Each of these words point out the need to stay focused on our goal. If it is so important, why do people lack enthusiasm? Why do they get demotivated? The reasons could be numerous. Lack of enthusiasm can creep up from the lack of faith in one's ability to do the task, fear of failure, procrastination, or from not realising the potential of the activities at hand; sometimes people find other activities more exciting than the present ones and lose enthusiasm. These may stifle and suppress your enthusiasm, but it is in your interest to stay focused, in order to enjoy the benefits of your endeavour. You need to overcome and distance yourself from them, as soon as possible. If you are able to recollect the ultimate benefits of the task at hand, you can surely enjoy the task; you would love to accomplish the task and remain motivated throughout your journey. As renowned World Boxing Champion Mohammad Ali rightly said, "I hated every minute of training, but I said, don't quit. Suffer now and live the rest of your life as a champion."

Now let us find out some real life examples where people achieved against all odds, purely through sheer enthusiasm. Even when he was debt ridden after his failed venture, ABCL, and his brief political stint, Mr. Amitabh Bachchan's enthusiasm for acting kept him going to become the legendary Superstar of the Millennium. You can easily recognise his enthusiasm for acting from his films and

television appearances as well as his brand- building for Gujarat Tourism, Polio eradication or campaign against Hepatitis B.

The kind of enthusiasm for business that we can find in Mr. Ratan Tata and Mr. N.R. Narayan Murthy is of the highest degree. Both of them have retired with grace, but are still involved in helping not only their own ventures, but also other start-ups. Both these business leaders are highly acclaimed for their business acumen as well as the passion for their work. Mr. Ratan Tata reached his office on 1st February, 2007 at his usual time, even though he had not slept a wink the previous night, when Tata Steel acquired Corus in a competitive bidding that took place throughout the previous night, till 5:30 am in the morning. His passion turned Tata into a global conglomerate.

When talking of enthusiasm, we cannot fail to mention the legendary Milkha Singh, who became fastest Asian and achieved the title of 'the Flying Sikh.' His enthusiasm for athletics was so intense that there were times when he vomited blood and collapsed due to exhaustion, during training. That is why he won seventy-seven races out of the total of eighty that he ran.

How to remain enthusiastic always? If we can manage to keep our focus on the big picture, we can remain enthusiastic. It seems to be a simple answer, but it is very difficult to keep it up, day in and day out. I guarantee that nobody in this world can achieve big without being enthusiastic towards the goal. It is not the case that winners do not face difficulties on their paths to success. They too, have their share of pains. But a winner always focuses on the gains and a loser on the pains.

You remain enthusiastic only if you are able to take pride in the accomplishment of your task. No matter the size and scale of task, the sense of accomplishment in the mind of the doer is what makes it important. When you get stuck, do not quit the task. You can leave it for some time, have fun, enjoy some delicious food, watch some movie or go swimming, but within twenty-four hours you should get back to your work with enhanced commitment.

Enthusiasm breeds creativity and creativity initiates enthusiasm. Be innovative and creative in whatever you are doing and feel your enthusiasm increasing sharply. Always look for better and newer ways to go about things; always look for an easier path and always think outside the box. Being creative is one of the fastest and most effective ways to create enthusiasm. This way, you evolve to be more motivated and enthusiastic. Moreover, awareness of the fact that you are evolving by remaining enthusiastic can trigger a chain reaction and keep your level of enthusiasm high. You should always keep in mind what Henry Ford once said; “You can do anything if you have enthusiasm. Enthusiasm is the yeast that makes your hopes rise to the stars. With it, there is accomplishment. Without it there are only alibis.”

TIGHTLY HOLD ON YOUR DREAMS

*Hold fast to dreams, for if dreams, life is a broken-winged bird
that cannot fly.*

– Langston Hughes

To succeed a person needs well defined goals. One should always be focused on achieving these goals. There may be circumstances when you think that it is not possible to follow your goals and that you want to quit. This is the right time to evaluate your strategy. This is the time when you have to focus on your goals. Think of why you started doing this activity? What difference will it make in your life, if you achieve your goals? Are your goals not relevant for you now? If you ponder these questions, you will never quit. I would like to share with you a short poem which was there on a poster, in my hostel room at Kurukshetra University, Kurukshetra.

Hold on to your DREAMS

*Hold on to your DREAMS as the years unfold,
Don't COMPROMISE the ideals that you hold.
For the HISTORY'S pages are written the deeds,
Of those who had COURAGE to live by their creeds.
Who HOLD on to their dreams and,
At last achieved the LOFTY goals in which they believed.
So be TRUE to yourself in all that you do,
Reach for the STARS and all your dreams come true.*

This poem has always given me the courage to perform my work happily and enthusiastically. It has helped me become a lecturer, which was my dream from my sixteenth day in college, as a student. This poem has given me the courage to remain focused on my goals, when people with lesser merit were selected for the post of lecturer in various colleges. But I never lost heart; I kept trying to become a lecturer in a college. Finally, one day I got my appointment letter as Lecturer in Commerce (College Cadre), Group B in Government College of Haryana. On that day, I did not forget to thank my teacher Shri. P.C.B. Mehta, who was instrumental for my decision to become a lecturer. Though this might not a very big achievement, it was a dream come true for my family and me. This decision had the power to shape my future. This would somehow touch the lives of all the students, who I teach during my career. Even my son's life would be influenced by this decision of mine. Every decision is like a stone thrown in the still water of a lake, which results in countless ripples.

Every decision has countless manifestations, some of which may be positive and some negative, but always keep in mind that what has happened is for your good, what is going on is for your good, and what will happen in future will also be for your good. Even when you find something bad happening to you, thank God because you don't know what awaits in the future. The same thing may turn in your favour someday. Japan saw the catastrophe caused by the nuclear bomb blasts in Hiroshima and Nagasaki, in 1945. The world thought that Japan has no future; the people of Japan not only reconstructed these two cities, but also emerged as the second largest economy in the world, very soon. Even today, Japan faces the largest earthquakes in the

world, but they have devised such methods whereby they encounter very less casualty due to these natural disasters. Their disaster management system is the best in the world. Natural and man-made disasters have taught the Japanese people to fight against difficult situations. When a country as a whole can learn the lessons from hardships, it is very easy for an individual to learn and follow these lessons. We should tightly hold on to our dreams with which we started the work when difficulties arise in that work. God gives us difficulties so as to overcome them with our courage and to enhance our capabilities through this process.

Thomas Muster was going back after winning the semi-finals of the Lipton International Players Championship in Florida to set up a final match with world no. 1, Ivan Lendl, when he met with an accident which severed the ligaments in his left knee thus forcing him to withdraw from the final. He flew back to Vienna to undergo surgery. With the aid of a special chair, designed to allow him to practice hitting balls while recovering from knee surgery, Muster returned to competitive tennis just six months later, to be declared as the “Miracle Man of the Tennis” and the “Comeback Player of the Year,” in the very next year.

Sudha Chandran is a well-known dancer and a Television and Film actress. She has not given way to the accident she met with. She tightly held on to her dream of becoming a well-known dancer, even after she lost her leg in a car accident. It was her zeal for being a dancer that helped her dance with her artificial limb, and she became a role model for many people with her stunning performance in the movie Naache Mayuri. The rest is history.

In the mornings, when I usually listen to FM radio, there appears an advertisement where a man is heard

saying, “I had a dream in my childhood that I am flying in the open sky like a bird. I held on to that dream and now I am a pilot. While flying the aeroplane, I usually think about how your life is shaped by holding on to your dream....” This could become true for anyone and everyone, if only one tightly holds on to one’s dream and consciously works towards the achievement of that dream.

Always keep in mind these words of our former President Dr. A. P. J. Abdul Kalam, “Great dreams of great dreamers are always transcended.”

OPPORTUNITY

Failure is, simply, the opportunity to begin again, this time more intelligently.

– Henry Ford

Opportunities are always taken, not given. Sometimes, opportunities come in the disguise of problems. There arise situations that are not always favourable towards goals. Every big achievement has big difficulties that had to be overcome, behind them, but those who dared to challenge those difficulties found solutions and are honoured by the society. Strong-willed people always grab opportunities. Those who see problems alone do inevitably fail, but those who find solutions tend to succeed. One can find opportunities even where people failed before. Who does not know the steel tycoon, Shri L.N. Mittal, who became the richest Asian, mostly by successfully taking over sick steel plants and turning them into profitable enterprises? His company holds 10% share of the global steel industry. His example establishes the belief that opportunities are always available if you have the courage to grab them. But in recent years, Shri Mittal has started investing heavily in the field of petroleum exploration and refinery, in collaboration with different companies. Everybody knows that this is the area wherein lies the future, but only a few are taking this opportunity to make their presence felt in this field.

Once, United States was said to be the land of opportunity; people all over the world wanted to settle there, to ensure gainful employment. But, in recent years, even Americans

find more opportunities in the emerging markets like China, India, and Brazil. Therefore, opportunities exist everywhere and in every field; it is up to you to smell it and grab it. You need to be ready to recognise it in time, or otherwise someone else might grab it, although you can always seek the next opportunity.

Mukesh Ambani got admission in IIT Mumbai, but they did not offer any courses on Chemical Engineering, and therefore, he took admission in Mumbai University for a Chemical Engineering course, as he smelt that the future lies in petroleum and plastics; now, he is instrumental in making Reliance Industries one of the biggest companies in India.

There are people who come from very humble backgrounds and choose different paths to become successful. Prime Minister Narendra Modi needs no introduction. From helping his father with his tea stall, to becoming the 15th Prime Minister of India, he has always shown firmness in decision-making and not leaving any opportunity to show his administrative acumen. His handling of crisis situations and his ability to carve opportunities out of problems are well, recognised not only in India but also across the globe.

Anand Kumar, son of a clerk in the postal department, is an Indian Mathematician and a contributor to various national and international mathematical journals and magazines. Though he could not pursue higher studies from Cambridge University due to financial constraints, despite getting admission, he is now coaching children from poor families for IIT-JEE Entrances, free of cost, through his "Super 30 Programme" at Patna. By 2015, 333 out of 390 of his students made it to the IITs and the Discovery Channel

showcased his work in a documentary. Now, he wants to see a Nobel Prize winner from his students.

Even small animals and insects are not far behind in grabbing the right opportunities for the growth of their species. Green turtles travel up to 1500 kms to lay their eggs on the same beach every time, in order to protect their eggs from predators. Though there are immense challenges before the newborns in reaching the sea after hatching, they do it in groups and some of them do manage to reach the sea. You will likely find Robins on lawns, after a rain or after the sprinkler has been turned on or even after the lawn has been mowed, because this brings the worms and insects above the ground. Worms make up about 15% to 20% of the bird's summer diet. Animals normally provide the right opportunities for their newborn to grow but they do not overprotect them. If they can do it why can't we?

Human beings are capable of creation in two forms: one, in the form of their progeny and two, as their ideas. Even though everyone protects their children, why do we not protect our ideas from negativity? This is the time when economy is driven by ideas. Now ideas have become a product and it is up to you and me to sell it at a premium or to allow it to decay. Those who can float their ideas with full preparation, backed by their energy, can get the benefit out of it. To those who can't do that, we can say that their time has not yet arrived.

How to sense an opportunity and how to benefit out of it is the perennial question. People among us have shown us the way in each and every aspect of human endeavour. We can find people very near to us, who do great in the same fields where others fail. People attending the same schools

or colleges might get different results. People playing the same games reach different levels. Here, one can say that there is difference in the level of intelligence between, and the physical or mental efforts put in by different people. Yes, that can very well be. But one of the reasons for the difference in efforts put in by different people is that some people can see the bigger picture while others are unable to see it. For most people, survival is the main issue. If they have a comfortable life, they tend to remain within the same comfort zone; but there are people who do not settle for second best. These are the people who find an opportunity in every difficulty. They always have high self-esteem. There is a difference between self-esteem and arrogance. People who can sense opportunity normally have high self-esteem, but are not arrogant.

Normally, even when people have to face similar problems, their responses to these problems are different. As they say, there is no lock without a key; there is no problem without a solution. If we can understand this, we can focus on the solution, otherwise, our focus will always remain on the problems. Nobody can sense opportunities with a victim mentality. Opportunities can be perceived only with a champion mentality. Champion mentality can be attained through consistent work and high self-esteem. As a champion, we can perceive the bigger picture and start enjoying the difficulties in problems.

For reaching a better destination, the difficulties of the journey should be enjoyed; after a joyful journey one can ignore the worry about reaching the destination. According to this analogy, if we reflect on the perceived weight of the task, we can enjoy the difficulties towards its accomplishment.

Even after its accomplishment, if it remains short of our expectation, we can avoid frustration as we already enjoyed our struggle to accomplish the task. This way, we can be ready for our next journey. Every struggle gives us either a reward or a lesson. Therefore, we should not wait for the tide to come in our favour, and instead, should always be ready to jump onto the next opportunity we come across. As they say in soccer, the team whose player can give more first-time passes to their team mates always win the game. Sometimes, the better team may also lose games. The team that plays more usually loses more, but at the same time, wins more.

People do not grab opportunities because of the fear of failure or the fear of unknown. These fears creep into our minds due to the lack of self-confidence. In new situations, we instinctively sense danger first and benefits only later. In some cases, the reverse may also be true. These dangers that we perceive, can pose threats; but the same threats could also reveal opportunities. Normally, we weigh these threats against our perceived capabilities and leave them, without even giving it a try. Here comes the role of self-confidence or champion mentality. Generally, if you give it a sincere try, the outcome will amaze you. Those who succeed in any field, have inevitably done this. Now, it is your turn!

Always keep in mind these words from Mr. Winston Churchill, "The pessimist sees the difficulty in every opportunity. The optimist sees the opportunity in every difficulty."

COURAGE

Courage is almost a contradiction in terms. It means a strong desire to live, taking the form of readiness to die.

– G.K. Chesterton

Often the test of courage is not to die, but to live. A man of courage is the one who faces all the odds that life had to offer, with the right attitude. It requires great courage to take life as it comes. Every human being is faced with many problems in his daily life. But only a few have the courage to overcome these problems. As was rightly said by the famous writer Mark Twain, “Courage is the resistance to fear, mastery of fear - not the absence of fear.” The test of courage lies in real life situations; how one responds to these situations depends on courage. The courage of conviction usually helps a person to keep calm during difficult situations.

No one would like to follow a person who does not have unwavering courage based upon complete knowledge of self and of one’s occupation. Even in daily life, we require unflinching courage to withstand hostile situations. There are a lot of examples in the annals of human civilisations, of people exhibiting great courage in the face of great difficulties.

Webster’s Dictionary defines courage as ‘the firmness of spirit that faces extreme danger or difficulty without flinching or retreating.’ The respective word for courage, in most languages of the world, is derived from the word ‘heart.’

That is why it is said that courage is not always related with the physical prowess of a person. In fact, it is moral strength that helps a person stand for things which he thinks is right.

It was the courage of Mohandas Karamchand Gandhi in facing the Imperial British government that made him 'Mahatma.' His principles of truth, non-violence and non-cooperation threatened the British Empire and that is why the half-naked man is called "the father of the nation," by Indians, even after 60 years of his death. As Albert Einstein rightly said about Mahatma Gandhi, "The coming generations will scarcely believe that such a man ever in flesh and bones, lived on this earth."

Most Indians when thinking of courage, think of Saheed Bhagat Singh, who sacrificed his life for the nation's freedom, at the tender age of twenty-three years. He threw a bomb in the Parliament, just to make the British Government listen to the resentment the people had against them. He got many chances to save himself, but he sacrificed his life so that the people of India could gain freedom. When his mother asked him to marry, he answered that he had already gotten married to the freedom of his country. No one can forget the courage shown by this young martyr.

Who can deny the valour and courage of Maharani Lakshmibai of Jhansi, who fought in order to save her state for her adopted son Gangadhar Rao, from the British army? Even the British Commander, Sir Hugh Rose wrote in his battle report that she was the most dangerous of all the Indian leaders.

It was the courage of Hada Rani, a legendary character from Mewar to cut off her own head and place it in a plate in her dying moments, so as to motivate her husband

Chundawat to fight for the Rajput honour against Aurangzeb, the Mughal Emperor, that saved Mewar.

As Confucius said, “Wisdom, compassion and courage are the three universally recognised qualities of men.” One must have the courage to stand for the things which one assumes to be right. Malala Yousafzai of Pakistan shared the Nobel Peace Prize with Mr. Kailash Satyarthi of India, in 2014, for defying the threats of Taliban in order to campaign for the right to education. She survived being shot in the head by the Taliban and has become a global advocate for human rights, women’s rights and right to education. Mr. Kailash Satyarthi got the Nobel Peace Prize for the ‘Save the Childhood Movement,’ which highlighted child labour as a human rights issue as well as a welfare issue. He argued that it perpetuates poverty, unemployment, illiteracy, population growth and other social problems.

There are numerous examples where people took a stand for righteousness. If we cannot stand for righteousness, the society gets corrupted. The fight against corruption needs a high degree of courage. We need to fight against our own willingness to get undue favours from the powerful. We are willing to fight against other people, but when this fight is inwardly directed, we sometimes cannot overcome our greed. Therefore, more courage is required to fight against oneself than to fight others.

What Anna Hazare is doing for the eradication of corruption in India’s public life will have far reaching impact on the society. We will come out as a fair and transparent society in the times to come. Anna Hazare has reminded people of Gandhi. Though charges of corruption were levelled against Team Anna, people know what the

credentials of the persons levelling these charges are. As the impact of the action taken by Team Anna and the public response to it, government agencies are acting very fast these days, in the cases of corruption.

Courage is a word that can have different connotations for different people. It is not just physical sturdiness, but also resilience of the mind that makes a person courageous. Courage is not possible without the proper balancing of mind, body and soul.

Courage is a basic quality, and so, everybody has it to some degree. Otherwise, even our survival would not be possible. However, it takes great courage to stand for the things we find right. People tend to settle in life with someone else because they could not muster enough courage to propose the one they loved. Sometimes, lack of courage to call out the mistakes of one's boss or colleague becomes a major cause of tension. People tend to buy something they did not want to buy, just because they could not say "No." Sometimes, they just eat what their family members order without even liking the food. These things require only minimum courage, but some people cannot even muster the courage to set these things right, in life.

First, it should be clear that you have to show courage in routine work; no one else is going to do it for you. If you do not speak your mind, the other person is never going to understand you. Sometimes they can understand you from your body language; however, you should verbally support your gestures. Shun your fear of rejection because not expressing your mind is, automatically a rejection. By speaking your mind, you still have a probability of getting things done.

It is now your turn to inculcate courage into your routine behaviour. Start with the small things. Try things you have never done; visit places you have never visited before. Ask for favours. Help others in difficulties. If you have a fear, admit it; try to face it. As the saying goes, “Cowards die many times before their actual death.” Deaths of courageous people remain in people’s memories for a longer period. Always remember the words of the great boxer, Muhammad Ali, “He who is not courageous enough to take risks, will accomplish nothing in life.”

OUTPERFORM

If a man writes a better book, preaches a better sermon, or makes a better mousetrap than his neighbours, though he builds his house in the woods, the world will make a beaten path to his door.

– Ralph Waldo Emerson.

To be successful, you need to outperform at least your nearest rival. This becomes clear from the following story. Once, two friends went to a forest. Suddenly, a lion came charging at them. On seeing the lion, one of them started wearing spikes. The other man asked him whether it is possible to outperform the lion by putting on spikes. The first one replied, 'I do not need to outperform the lion; I need to just outperform you.' This holds true, even in every day situations.

YOU NEED TO OUTPERFORM TO SUCCEED.

You need to give more to have more; nothing in life comes free. You have either paid earlier, or you are paying now or you will have to pay in future, for what you have enjoyed in the past, what you are enjoying now or what you get to enjoy in the future. If you want to enjoy something, you have to work for it. Your competition is first with yourself and only then, with others. You need to improve upon yourself, day in and day out. You need to grow regularly in every sphere of life; if you are not growing, you are diminishing. Every quarter, companies bring out their quarterly reports. They always measure their current performance in relation

to the same quarter of last financial year. They assess the percentage increase or decrease in performance quarter to quarter. In the same way, if we can make a quarterly report of ourselves, in measurable terms, we can properly monitor our own growth and in the long run, outperform ourselves.

A person needs to prepare monthly, weekly and even daily reports, and not only quarterly reports, so as to monitor his own performance against predetermined goals. These reports will keep you persistent and consistent in your daily routine. If a person can stay persistent and consistent in his/her chosen field, success is bound to happen. It is said that money begets money, but it is not the case that money will attract money without any human effort involved. If this were indeed true, all the money in the world would have been in the same place at all times. Then, no one would have used it and it would have had no value for a large number of people in the world. Therefore, human activity is a must for begetting money. You need to outperform your nearest rival for getting that extra share of money. But most of the time, your nearest rival is yourself. It is you alone who is stopping yourself from performing up to your maximum potential. Always try to outperform yourself. Try to put extra effort to achieve something more in your chosen field and you can do wonders. Even you will be surprised by the results.

After any examination, when the result is declared, people see the comparative merit. The topper is the person who has outperformed all the other candidates. Despite this, he may not be happy about the result because he scored lesser marks than he did in the last examination. Whereas, there may be some candidates who performed better than their last examination and are happy without even being in

the top five. This implies that, though we need to outperform others, at the same time, we need to outperform ourselves.

In industries, people tend to invest more in companies that outperform others, with respect to profit margin, but at the same time, they see the trend of the company's profits. If the trend is declining, there are chances that some another company could catch up. Investors may take a negative view in such cases and shift to another companies.

Even in sports, one needs to do better on daily basis, because otherwise, other competitors might get ahead. If an athlete cannot improve his timing, people tend to write him off very soon. To win, a player needs to outperform not only himself but also his competitors. Players tend to have a very short period of peak performance, and yet, one can live on in the hearts of the people, forever. A player, who tends to help other players grow, earns the respect of the other players and at the same time, improves his own game also. This holds true for businesses too. Of late, companies have started realising this fact; nowadays, they are sharing design concepts, production facilities and logistics with each other, to minimise cost and maximise the profits. Nissan and Renault are bringing twin models of the same cars under their brands and are performing quite well. Most of the car companies in India are sourcing their engines from Fiat and are thereby able to sell even more cars; in return, Fiat also benefits by using up their excess capacity, in manufacturing engines. Almost all the computer companies are sourcing parts from the same manufacturers and taking benefit of economies of scale. With the advent of e-commerce companies, there was a doubt among people on what will happen to brick and mortar companies. But some of these

brick and mortar companies have outperformed others, by opening up new channels of distribution on e-platforms.

Businesses are outperforming not only themselves, but also their rivals, through cross collaborations and strategic partnerships within their sector, as well as with organisations from diverse sectors - schools, universities, hospitals, NGOs, space research organisations - for bringing out innovative products and services. In such a scenario, an individual needs to have all kinds of cross collaborations to outperform in his endeavours.

The very basis of the society is cooperation and collaboration in human endeavours to sustain the growth of life. Of late, people are becoming more individualistic because it serves the purpose of the capitalists to sell more of their products. This has created havoc to the natural resources and the environment. It is high time for people to opt for the strategy of "Cooperate and Win," not only in the use of natural resources but also, in generating ideas to take humanity to its next level. Collectively, we have to outperform the pace of destruction that we have initiated in the last four centuries after Industrial Revolution.

I am not saying that we should prevent industrial progress, but we have to collaborate to ensure technological advancement with no effect on environment. As a society, we need to outperform in education, health, agriculture, energy and infrastructure sectors, so as to provide people with health, wealth and happiness. As individuals, we need to outperform our predecessors in sustaining Mother Earth for our future generations. Within this framework, we also need to achieve individual progress in order to enjoy a life of abundance. Do not expect this overnight; rather, work for it

consistently and persistently. A little growth, daily, will take you to new heights, of which you could not even imagine in the beginning. When you get more than what you expected, you become humble, which is why, you find that most of the successful people are humble. It is now your turn to outperform yourself, and with time, you will find that there is always more room at the top.

Let's make this our motto: "What I want, is to be number one." When can we start the habit of outperforming? An old Sanskrit Text has the answer:

"Look to this Day, for it is life, the very breath of life.

*In its brief course lie, all the realities of your existence;
the bliss of growth, the glory of action, the splendour of beauty.
For yesterday is only a dream, and tomorrow is but a vision.*

*But today well lived, makes every yesterday a dream of
happiness,*

*Every tomorrow, a vision of Hope. Look well, therefore, to this
Day."*

NETWORK WITH THE RIGHT PEOPLE

It's better to hang out with people better than you. Pick out associates whose behaviour is better than yours and you'll drift in that direction.

– Warren Buffet

As I have mentioned in an earlier chapter, a man does not achieve in isolation. How he handles the team results in success or failure. I am of the opinion, that your success depends not only on your personal efforts, but is the outcome of the leveraged efforts of your team. It is important how you select the people who assist you in your progress. If you associate with negative people, your positive energy will deplete. But, when you associate with positive people, your thoughts and actions will be in a positive rhythm and you are bound to achieve more than expected.

Always try, to be associated with the positive kind of people. It is very easy to recognise such people in life; they deserve what they have achieved. They are always outperformers. You will get a positive vibration from such kind of people, as they always remain happy. They always perform their duties and help other people without expecting anything in return. They can let go of the past easily. Normally, they are willing to try new things. One should avoid negative people as they drain your energy. Negative people are normally secretive, always worried, always complaining, and never excited about the future. They tell you what to do but they never do

it themselves. They will be the first ones to tell you negative news and to turn any news into negative news. They are normally underachievers and miss out on the positive things in life. The best course of action to deal with such people is to avoid them as much as you can. Some may ask why not try to change these people? That is a good intention, but remember that the only person I can change is the one who always sits in my chair. To the rest of the people, we can only provide guidance if they seek our guidance.

This does not mean that we should always ignore negative people. But, we should avoid an argument with negative people as they may find lots of reasons in support of their point of view. Basically we should empathise with them, as they are mentally and emotionally sick. We should extend a helping hand towards them. "What can I do for you?" works wonders in handling negative people. We must ignore their negative comments, or it may lead to either an argument or negativity in our mind.

Here I want to narrate the story of one of my teachers, who lost his only son early in the morning and even then, reached the school on time after the cremation of his son. The other teachers asked him, "You have lost your only son today; you should have taken leave from school," and he replied, "Should I forget my 200 sons and daughters for the only son who has left me without caring for my sentiments"? Do you think there is anyone who would not like to be associated with such a dedicated teacher?

We should at least try, to associate with such kind of people who have a positive frame of mind. We can achieve more in the company of such people, which is why, it is said that a man is known by the company he keeps. We should

know that a person starts behaving in the same manner as the persons in his friend circle behave. It is rightly said therefore, to choose your friends wisely. Even if you cannot change the company of the people around you according to your wish, you can still change your response to the interactions you have with them. Once, a person told his colleague that another person in the office abused him and he replied, "Oh! But I have not taken it." The right thing to do is to not even listen to the statements that have negative connotations. Positive persons do not only speak, but also act positively in all situations.

It is said that your net worth is equal to your network. You should always network with the right kind of people and this networking should increase day by day. Let us learn this from the social networking websites. The worth of a social network is equal to the number of its users multiplied by the amount of time they use it. In the same way, the net worth of an individual is equal to the gainful network he/she can create. All big businessmen have big networks of people working for them. A politician's fame is proportionate to their network of people. Larger the number of followers, bigger the leader.

As the ancient Indian thinker Chanakya has said, "The fragrance of flowers spread only in the direction of the wind. But the goodness of a person spreads in all direction." When we have close associations with the right kind of people, what we do invariably tend to be right. Ask any successful person three factors contributing to their success and one of the factors will definitely be the contribution of his team. It is the ability of a leader to choose the right talent and handle them properly that makes him productive. A leader is not

just someone who uses people to grow, but also someone who helps them grow. Therefore, he can have the people plan his succession. In case of any eventuality, there will be people to take over the baton.

Two pertinent questions arise here; whom should we network with, and how to create and sustain the relationship? The answer for the first question is that, we should network with all those people who are positive and genuine and have adequate knowledge of their domain, no matter whether they are from our field or not, because the principles of success are same in every field of knowledge. But we should always define our core group and extended group properly. Size of the core group depends upon each individual case but usually, five to twenty people in your core group is enough. It may be difficult to handle a bigger core group. Instead, it may be complemented with the extended network. People of your core group should be a team of your mentors, advisors and dependable people; those who can guide you genuinely, for your benefit and on whom you can entrust any task with full confidence. Your extended group may include people from different organisations, who you can consult on their domain of expertise and those who can help you build new relationships with people from varied organisations. All these people should be reliable, enthusiastic, energetic persons with a positive frame of mind.

Now let us see, how to network with such people? First of all, always keep up the expectation of meeting great people and you will genuinely come across the people of the kind that you expect to meet. Secondly, Start looking for the right kind of people within your organisation and even outside

your organisation. Thirdly, Meet people with an open mindset and with a smile. Analyse them, but never judge or suspect them. Finally, Show genuine interest in every person you meet. In this way, you will strike the right cord when you come across the right people. Negative people would not want to associate with you as they always suspect others. Show respect and command respect. Stay in touch and praise their positive qualities. Ask for guidance and offer help. Always give positive solutions to their problems. It will act as a good test of your friendship or relationship. If the other person finds you genuine, he will follow your advice and benefit out of it. If he suspects you, he will do the reverse of it and hence, suffer a loss. Even then, he might come to you as a friend as he realises that you tried to give him positive guidance.

Always remember the advice contained in Chanakya's Nitishastra, "A person having contact with gentlemen, friendship with well-educated persons and cordial relations with relatives, will never be subject to obliteration."

QUICK RESPONSE

Hearts are the strongest when they beat in response to noble ideals.

– Ralph Bunche

You cannot choose your circumstances, but you can certainly choose your response to circumstances and by choosing your responses, you create circumstances for yourself. Your response should be quick enough to get the benefit out of situations; sometimes people waste an opportunity by not responding in time. Most of the situations in life demand a quick and effective response. It is always better to respond, than not to respond at all. But, you should analyse the stimuli before responding and you should be quick enough in it that your response can happen fast.

Let us examine the cases of some of the corporate houses, which were very famous once upon a time, but did not respond quickly to changes in situations and therefore, vanished from the business circles.

Pan American World Airways or PanAm was an international airline that was in business from 1927 through 1991, when it ceased its operations, after over a decade of mounting financial losses and declared bankruptcy. To join PanAm as pilots and airhostesses used to be a dream job for young boys and girls, once upon a time. It failed because it could not handle the competition from budget airlines. It has been more than 25 years since the company has serviced

a single plane, but its logo lives on in the form of purses, t-shirts and even as a subject of television series.

PanAm is not the only case; the history of the business world is full of such companies and technologies, which were once a household name, but no longer exist. They vanished because they did not respond to the quick changes in environment. Some organisations of very recent origin are shining like stars, just because they have sensed the change and responded quickly. Amazon, Alibaba, eBay, Flipkart, Snapdeal etc., have shattered the established norms of retail business and have carved out a new play field, not only for themselves, but also for many other companies.

You may find that some people climb the corporate ladder very fast, as they sharpen their skills as per the changing environment, whereas others remain without much advancement in their career. How quick people respond to the change, makes all the difference.

In life, we find people saying that if I had done this at that time, I could have achieved that particular feat. This is nothing but a swan's song of failure. Opportunities come to each and every person, but some people either do not recognise it or do not respond in time. Even if we make wrong decisions, but not waste time in making those decisions, we are saving time for more decisions. Therefore, there is an increased chance of striking some right decisions too.

People may argue that one wrong response can ruin the whole organisation; they can also give you large number of examples from the corporate sector and from their personal life. Bearing Bank, Enron, Satyam etc. are some of the examples of corporate failure that people quote. But in all these cases, there was a problem of character rather than the

speed of their decision-making. Even companies like Suzlon, Unitech, DLF etc., lost most of their market capitalisation due to their inability to manage heavy debts. Kingfisher Airlines had to close its business. In all these cases the problem lies with the management, which does not follow right business norms due to greed. Quick decisions do not mean crooked decisions. The intention behind the decision should be based on ethics.

Decisions are normally based on your understanding of the situations. Knowledge is the basis of understanding. Knowledge comes through sharp observation and proper evaluation of the situation. Past experiences also help in taking better decisions. The more you apply your mental faculty in observing and evaluating situations, better are the chances to take quicker and more accurate decisions. As time is the most precious ingredient of life, you should not waste even a bit of it. Many a times, you don't take decisions because of the fear of failing. But not taking any decision is also, a decision that might lead you to a disastrous consequence. Inability to take quick decisions normally disturbs your peace of mind. Therefore, never delay your decision.

How to make quick decisions and how to make them right, is the question. The following steps can help you make quick decisions:

Use Your Instinct: Always use your instinct in making quick decisions; most of the times, it leads to the right decision. May be sometimes, it can lead you to make a wrong decision, but even then, you will learn a lesson for the future.

List the Entire Alternatives: While making decisions, try to list all the available alternatives with their consequences.

If you can imagine these consequences after one or two years in time, you can choose the best alternative. Always ask which of these alternatives takes you further towards your life goals.

Ask the Right Questions: Always ask yourself the right questions, to arrive at a decision. While deciding, ask what the cost of the decision is and what could be the possible benefits. Right questions invariably take you to right decisions.

Use Past Experiences: Always make use of history if you have any, otherwise, go ahead to make history.

Think Positive: Always think positive about the consequences. As you think, so shall you become.

Give Yourself a Strict Time Schedule: Activities fill your time as you allow it. Therefore, always give yourself a strict time schedule. This will help you make quick decisions.

Make Decisions: Never procrastinate; make a decision anyway. It is always better to make a good decision, than to wait for the best. It is in your moments of decision-making that your destiny is shaped.

Always Stick to Your Decisions: Once a decision is made, it is made. Once a decision is put to execution, your brain can stop churning through the options. Allow yourself to work on the decision, so as to create your own consequences.

Always keep in mind the words of Theodore Roosevelt, “In any moment of decision-making, the best thing you can do is the right thing, the next best thing is the wrong thing, and the worst thing you can do is nothing.”

USE ALL YOUR ENERGY

The higher your energy level, the more efficient your body; the more efficient your body, the better you feel and the more you will use your talent to produce outstanding results.

– Tony Robbins

When you do something, focus all your energy on the task. Half-hearted efforts are not efforts at all. It is a sheer wastage of time, energy and other resources. Therefore, once you have decided to accomplish a task put your heart and soul into it. As the famous film star of Bollywood, Shah Rukh Khan, once said, of his dream role, “I will make each and every role offered, my dream role.” It should be true of every task we perform in life.

The rule of physics that energy cannot be created or destroyed, but can be transformed, is applicable everywhere in life. If you are not using all of your energy, your remaining energy will change shape in a bad manner. Therefore, use all of your conscious effort in the work you are performing. You may be working upon anything, yes, anything! Nevertheless, you need to work with your full, conscious efforts.

There are a large number of people out there who will tell you that they attempted, but failed. However, when you analyse the situations, you will find why these people fail. One of the reasons is that they do not put their full energy into the work at hand. They were not sure of success in that particular task. Their consistent worrying about other alternatives, instead of applying their full effort to the work at hand, makes them fail in 90% of the cases.

For sure shot success, you need to plan your work well, after which you need to work your plan well. Efforts will never bear fruits, but will only deplete your energy to perform other tasks in life, if you perform the task half-heartedly. Whenever you take up a task, focus all your physical, mental, emotional and spiritual energy on the task, so as to complete it in the most effective manner. The completion of a task successfully motivates you to take up more of the tasks at hand. At the same time, it gives you more confidence to perform better in your future endeavours. Therefore, never take any task carelessly, irrespective of its importance.

Preparing well allows you to use all your energy for the task at hand. If you are going to hunt a jackal, get ready with enough weapons to hunt a lion. Otherwise, there are chances that you may come across a lion and have to pay for your lack of preparation. Japanese people have the best record of success because they take each activity seriously. You can find young Japanese men with full professional kits on their first day of playing any game.

You should focus all your energy on getting the desired results from your pursuit. During your school days, you might have burnt a hole in a piece of paper by focusing the heat energy of sunlight at a pinnacle point, through a magnifying glass. Is it possible to burn the paper without concentrating the sunlight at a pinnacle point? I think you know the answer. Therefore, focus all your energy on a particular task at a time; after completing one task, you can focus on the other task. You can take up as many tasks as you want to do, one by one. Even ants can eat up an elephant bit by bit.

Success is like working overtime. As you get double the normal pay rate for working overtime, so you will succeed at a higher rate when you use all your energy for your desired work. This rate could even be manifold at times depending upon how focused your energies are on the task at hand.

You should use all your energy for the task you want to complete, even against criticism from the people around you, if you are confident about the positive contribution your accomplishment can make in society. You will find that some people who congratulate you on your accomplishment did criticise you in the beginning. Criticism should guide you to success and not frustration. Always answer critics with your deeds and not with your words.

Mrs. Smriti Irani faced much criticism about her qualifications and experience in heading the Ministry of Human Resource Development of the Government of India. But she focused all her energy in appreciating the efforts of students and teachers, in their contribution to the Indian education sector and for the first time in the recent past, all the toppers and teachers who scored excellent results got appreciation letters from the minister. Her policy of digitalising the school course material has started to show results. Now, she has declared that students will get free study material online from the coming session, even for the higher classes. It is just a matter of time till people start appreciating her contribution to the Indian education system.

Now it is your turn to show the world that you are a champion. Using all your energy on your chosen task has the power to make you a champion. You may be interested to know how you could focus all your energy on a single task,

when people need to multitask in daily life. For multitasking, you should have laser sharp focus on your task at hand so that you can finish it faster and devote the time saved, on other tasks.

In this digitally connected world, there are a lot of distractions that does not allow you to focus all your energy on a single task. You have your phone calls, e-mails and social networking messages to disturb your work. Wherever you go, your work follows you on your digital devices. You can't even eat without some disturbance by your mobile phone, most of the time. You may ask how to have a monk-like focus on the task at hand, in such situations. Let me clarify that no one else is going to do that task for you. You have to decide to do it, if you have a bigger goal. The following points will help you garner a monk-like focus for your task at hand:

Look for the Bigger Picture: You cannot focus your energy on the important tasks, unless you realise the importance of the task at hand. There are a large number of alternatives whereby you can succeed, but you need to narrow your choice down to a few of them. In this process you need to reject more than you choose. Choose only those tasks that help you see the big picture. It will help you avoid distraction during your journey.

Analyse Your Level of Involvement with Task: You need to identify your level of involvement with the task. Your fatigue, boredom, dislike, and disinterest are a result of you not concentrating your physical, mental, emotional and spiritual energy on the task at hand. Ponder over the right question at the right time, about your involvement in the task. You will feel physically fresh, mentally relaxed, emotionally loving and spiritually attached, if you are

involved in the task. Work on those levels where you find problems, as it might trigger problems on other levels also.

Recharge Your Battery: When you are feeling down, recharge your battery by playing games, relaxing at the beach, music and dance, meditation or dining out. Do whatever you like, so as to recharge your battery, but plan the recharging in advance. Don't over recharge the battery, or otherwise there are chances of a blast! Therefore, bring your focus back to your main task as soon as possible.

Maintain Discipline: Best things come with best discipline. Whenever you feel lacking in discipline, try to restore it. Otherwise, you will never reach your goals. Keep in mind that a task that is 99% complete is still incomplete. Therefore, stay focused till the goal is achieved.

Review Regularly: After you have learned how to focus all your energy on the task at hand, review your progress on a regular basis. It will help you take measures for course correction, in between. The best thing for you may be to carve a champion out of yourself.

Always remember what Steve Jobs once said, on how to focus your energy, *“Apple is a \$30 Billion company, yet we’ve got less than thirty major products. I don’t know if that’s ever been done before. Certainly the great consumer electronics companies of the past had thousands of products. We tend to focus much more. People think focus means saying yes to the thing you’ve got to focus on. But that’s not what it means at all. It means saying no to the hundred other ideas that are there. You have to pick carefully.”*

ELIMINATE THE NEGATIVES

To err is human; to forgive, divine.

– Alexander Pope

It is in the basic nature of human beings to make mistakes. Mistakes help a person learn and grow. It is not wrong to commit mistakes, but to repeat the same mistakes is a crime. When mistakes are repeatedly committed, they become negative habits. Negative habits are to be shunned as early as possible. You need to identify what are the negatives that crept into your habits. It should be your consistent effort to spot the negatives in your habits and eliminate them. You should first be aware of the negatives that have got into your behaviour, during the course of your life.

It is a common thing for human beings to have negative habits, but it is bad not to shun these habits. It is even worse when you are not aware of these habits. These may have mostly crept into your behaviour due to some minor negligence on your part. Negatives in human behaviour are like wild grass. If the farmer does not weed them out, it can spoil the entire crop and can even ruin the field, in the long run. In the same way, if we do not take conscious efforts to eliminate the negatives from our habits, it can ruin our present, and in the long run, have the power to ruin our future. Therefore, we must be conscious of the negatives in our habits because we can eliminate them only if we are aware of it. And in twenty-one days or so, if we consciously

try to shun these habits, we can purge these negatives. The following steps could be helpful in this regard:

Be Aware of Your Negatives: The first and foremost thing is that one should be aware of the negatives. The golden rule is that everybody has some habit that needs to be changed. So try to find out those habits that you want to change. For this purpose you can take the help of your near and dear ones. If you ask persons who are very close to you, they will frankly tell you what are the changes that are required in your behaviour.

Decide to Eliminate these Negatives: After becoming aware of the negatives, one has to decide to shun these negatives. This should be a firm decision and you should be ready to take action to eliminate these.

Be Ready to Pay the Price: As you are aware, nothing in life comes free. One has to pay good price for the good things. So be ready to pay the price. Here you decide what should be the price you pay for what you want to change in yourself. It can be anything but you have to be ready to give it up for your own betterment.

Device a Plan for Eliminating these Negatives: You need to device your own plans to eliminate your negative habits. No ready-made plans are going to help you in this regard. You need to device the plan as per your requirements and capabilities so that these plans become achievable. You can take help and expert opinion from learned people. After proper planning for shunning the negatives, you should decide your course of action.

Work This Plan Consciously for 21 Days: Once you have devised a plan to eliminate the negatives, you should work

upon your plans as completely as you can at least for 21 days so that these habits become a part of your daily routine.

Never Give Way to These Negatives Again in Your Life: Once you have shunned the negatives in your life, never give way to these ever again. Never allow yourself the luxury of affording these negatives even for once, because that one time is enough to bring these back into your life. Most people suffer from this in their life. They try very hard to quit a negative habit, and then, if friends compel, they restart the habit for the sake of company. Most drunkards will tell their friends about giving up their habit of drinking and end up celebrating the occasion by taking a drink and in this way, they waste all their efforts. Therefore, never give way to these negatives again in your life.

Congratulations! You are free from the negatives you chose to shun. Always work on your own negatives, but try to accept people with all their positives and negatives. You have every right to choose people and you may also help them in eliminating their negatives, if they seek your help. But you have no right to mend them. Do not make a habit of seeing the negatives in people. Always find positives in others and inculcate those positive habits in your behaviour, if it is in consonance with your life's purpose. Don't impose others' behaviour on to your personality because an original is always better than the best copy. But you can always improve upon the original to make it better, by eliminating the negatives.

Always remember, "Champions do have their share of negatives but they muster the courage to change them into positives."

REAFFIRM YOUR RESOLUTION

All the genius I have lies just in this: When I have a subject at hand, I study it profoundly. Day and night it is before me.

I explore it in all its bearings; my mind becomes pervaded with it. These efforts that I make, people are pleased to call the fruit of genius. It is the fruit of labour and thought.

– Alexander Hamilton

When you are hard pressed under difficult situations, you might wonder why you work so hard. In such situations, people begin to think that this may not be the only way available. There may be other areas where they can try their luck. This is the right time to reaffirm your resolutions. If you will not follow your resolutions, who will? Moreover, what is the guarantee that you will not face any difficulty in the other activities that you wish to take up instead of the present one?

When you face such a situation, ask yourself, why have you started this task? What difference is it going to make in your life? This is the same question that you must ask yourself when you started the work. If the present work is going to bring a change in your life, then it is worth the difficulties that you are facing currently. Good things can never be achieved without any difficulties.

It may not be always easy to start something, but finishing it is even more difficult. It is said that when the

going gets tough, it is the tough people that keeps on going. There are a large number of stories in every society where, when people faced situations whereby they were considered a total failure, these people not only bounced back but also touched new heights in their career, by reaffirming their resolution to achieve success.

Yuvraj Singh is such a youth icon, who bounced back from the malignant tumour in his chest by joining active cricket in such a short period. This could help motivate a large number of people. Another youth icon, Leander Paes also endured a problem in his brain. At the time, people thought his tennis career was finished. Nevertheless, he did not only bring home the Olympic Medal, but also reached his 50th Doubles Title, after that. He played his consecutive sixth Olympics at London, in 2012 and is planning for his seventh Olympics at Rio, in 2016.

There are large corporations that faced difficult periods along their way to achieving success. The Ford Motors management humiliated Ratan Tata and his team, when they wanted to sell their fledgling car business to the former in 1999. They came back and reaffirmed their resolution to make their car business profitable. In 2008, Tata Motors purchased Jaguar and Land Rover from the Ford Motors Company. Bill Ford thanked Ratan Tata by saying, "You are doing us a big favour by buying JLR." Now, JLR is one of the biggest contributors to the revenue of Tata Motors Limited.

Whosoever has achieved something great in this world has had their share of problems. There comes a point when people think of quitting. However, those who do not quit and instead, reaffirm their resolution to get going, achieve

what they aspire to. When you think that the going is getting tough, just think of why you started. What were your goals? What were your dreams when you began? Do not allow the difficulties of the journey to spoil your achievements. Difficulties are almost the same for those who keep on going and for those who quit. But, only those who keep on going get to enjoy success. Just double your effort when you find it hard to keep it up and success is bound to happen. Even God takes a bigger test of those people whom he wants to bless with big success. Therefore, always see the seeds of your success in your problems. Basically, problems are those riddles kept by God, in between you and your goals. Find the answer to these riddles so as to reach your life goals. Your way to these goals passes through difficulties. Start enjoying the journey, so that you can have a rehearsal of the celebrations, upon achieving your goals.

When you travel towards a new destination, you may come across some bumpy roads. If reaching the destination is important to you, will you take a U-turn and go back home? I suppose you will keep on going in expectation of a better road ahead. In the same way, when you go through difficult periods in life, always keep your goals in mind. Problems are like bumpy patches on a highway. Don't take a U-turn at every patch of bumpy road, or otherwise, you will never reach your destination.

As the twists and turns on a highway keeps a driver alert during a night journey, problems keep you alert in life. Be thankful to them for making you more alert on your journey towards success.

After crossing the bumpy patch of road, when you find a smooth patch of highway, you tend to enjoy driving more. In

the same way, after overcoming difficulties, you will enjoy your life more.

While crossing a bumpy road, you may find many other travellers on the same path. You may not have any idea that others are managing with inferior driving skills or problems with the car. It is not you alone who has to face difficulties in life. Other people might be facing more problems than you and if they could do it, so can you.

If your lady-love is on the other end of the bumpy road, will you not cross it? Always think that your lady luck is going to meet you, once you conquer the present difficulties; it will help you overcome all the difficulties in life.

Always keep in mind that the difference between stumbling blocks and stepping-stones is how you use them. Therefore, reaffirm your resolutions against your momentary problems, for attaining the ultimate success. Keep in mind, these words of Dr. A. P. J. Abdul Kalam, in times of difficulties, “A man needs his difficulties because they are necessary to enjoy success.”

TRANSLATE YOUR PLAN INTO ACTION

Our deeds determine us as much as we determine our deeds.

– GEORGE ELIOT

Men are all alike in their promises; it is only in their deeds that they differ. Plans will remain plans until they are put to action. To achieve something worthwhile, you need to not only plan your work well, but also work your plan well. Vigorous action is a must for the completion of something great. Even you, can achieve more than what you initially aspired to achieve, once you put in vigorous action for a sustained period. This is because the meaning of success changes with your level. Reaching a billion dollars in market capitalisation is a big feat for a start-up but adding a few billion dollars every year to its market capitalisation is just normal growth for Apple, Exxon Mobil, Berkshire Hathaway, Google and Microsoft. You should modify your targets after achieving your initial targets.

It is said that a thousand-mile journey starts with a single step. But one has to take that first step and keep on adding more steps in the journey of life. If you keep going on your journey towards your destination, people will start following you. You will have to start alone, but you will never be alone in your success. People tend to follow the leader who stays persistent and consistent in pursuit of success, which is why the saying “Lead by example” is of significance. Translate your plans into action, so as to get the desired result. People

do not value what you say, but they value what you do. Your actions speak louder than your words.

Plans will remain on paper unless you put them into action. Our first few Five Year plans were well planned, but they lacked in execution. The result was the very slow growth rate that was ridiculed by people as the 'Hindu rate of growth.' But as the government started taking care of the execution part, India became one of the fastest growing countries of the world. If a country as a whole could achieve something phenomenal, it is very easy for an individual to achieve success in a short span of time. The motivation for execution of personal plans is always more, as you get to enjoy the fruits of your success directly, even though people and society also benefit through your success. Most of the super rich people have started to share their wealth through philanthropic activities around the world. Not to mention their employees, customers, shareholders and the government, who benefit from their success. When you help people realise their goals, their blessings will help you reach higher and higher.

You might have been surprised to see one of your classmates changing dramatically and achieving great heights in his/her career. What could be the reason for this change? The main reason for this is usually the hard work put in by the person, into their plans. People consider successful people lucky, but they don't see the efforts behind the success. Everyone has the power to garner luck through sheer hard work and a positive attitude. There may be some delay in achieving success in life, but hard work never goes waste.

Recently, Pranav Dhanawade from Mumbai scored 1009 (not out) in 327 deliveries, in school cricket, to notch up

the highest score in minor cricket, breaking a 117 year-old record. Pranav comes from a very humble background. His father enrolled him for formal cricket coaching at the age of six and Pranav put his heart and soul to cricket. When asked about his innings, Pranav said, “When I walked up to the pitch, my sole objective was to score maximum runs, so that my team could win the match. It was nothing intentional. I played my game and the record was set. However, after scoring 652 runs yesterday, I was determined to score a 1000 today.”

There may be thousands of people who put in vigorous action into their plans and achieve huge success, but one thing that is common to all of them, is their commitment to act. Their love for the work encouraged them to put in vigorous action and their eye on their goals kept them going during periods of difficulty.

Now, it is your turn to put in vigorous action to your plans so as to conquer great heights in your chosen field. Sometimes, you may fail in your endeavours, but the lesson learned, will help you in future to achieve huge success. There isn't any successful person in the world, who has not failed even once. But they got up after failures and put in vigorous action again, to succeed. Success may be defined in terms of the happiness it brings to a person and his/her surrounding. Always keep in mind these words of wisdom from Benjamin Disraeli, “Action may not bring always happiness; but there is no happiness without action.”

HEALTHY THINKING

“Your thoughts are the tools with which you carve your life story onto the substance of the universe. When you choose your thoughts, you choose results.”

– Imelda Shanklin

Nothing is impossible, except our ideas and beliefs that tell us it so. Thought creates reality. You become what think of yourself. You should always keep the thinking process on the positive side. You may face different circumstances, but if you can keep calm even in difficult situations, nobody can stop you from succeeding.

Man is one of the weakest creatures on this earth. We cannot fly like a bird. We cannot run as fast as a leopard. We cannot see sharper than an eagle. We cannot swim like a fish. We cannot climb like a monkey. Even a small insect can kill a man. But God has not been so cruel to mankind. He has given us the ability to think. With this ability, man can create his own environment, whereas most of the animal species have to adapt to their environment. We cannot fly like a bird, but we have jet planes that fly faster than any bird. We cannot swim like a fish, but we have boats, ships and submarines that swim faster than any fish. We cannot see like an eagle but we have developed observatories that are capable of observing even distant stars. We cannot climb like monkeys, but we have developed elevators that climb multi-storey buildings very fast. We cannot run like leopards, but our cars, buses and trains can go much faster and even though a small insect can kill a man, man has

achieved protection against most of the insects, bacteria and viruses. With their thinking power, humans have created their own environment where men rule over most species, so much so that they have even threatened the existence of the other animals in their own greed. We should be very thankful to the Almighty for giving us the power to think.

A man is literally, what he thinks, his character being the complete sum of all his thoughts. Thinking transforms a normal person into a super human being. You can take examples from any arena of life. Successful people are always great thinkers. Healthy thinking coupled with right speech and vigorous action, is the recipe for sure shot success.

Our society has programmed our minds to think negatively most of the time. People are busy worrying about things and events that has not even happened yet. They think that if they don't worry, they won't be able to plan in advance for the circumstances, whenever they arise. But most of the time, worry brings more stress, distress and misery in our lives. It brings with it low physical, mental, emotional and even financial health. This creates more worries. But the good thing about such worry is that they are just learned behaviour that was acquired over time, and learned behaviour can be unlearned very quickly by focusing on positive thoughts, instead of negative thoughts. You would be surprised that your health could improve immensely because positive thoughts create healing, reduces stress and produce joy in your life.

In order to be productive in life, you must learn to control your thoughts. You must learn to manage the thoughts that enter your mind daily. Remember that all thoughts

don't require action to produce results. Some thoughts act as potent actions to bring results. These thoughts create vibrations at a deeper level and hence, the results.

You must control your thoughts, as these are very powerful in dictating your circumstances. While thinking negatively, you start experiencing similar emotions. This may lead to panic. Sometimes you may even become irrational. What can you do in this situation? During such times, you need to hold your emotions, remind yourself of the Law of Attraction, and get your thinking back on track.

One of the ways to come out of a negative thought process is to stop thinking for the time being. Engage yourself in some light exercise, music, and games with kids or visits to places of your interest. Focus all your thoughts on the activities at hand and enjoy every bit of them. When you return from these activities, you will be full of positive energy. In most cases, you might even get the solutions to your negative circumstances or to your problems.

Now let us discuss what we mean by healthy thinking and how to keep our thinking healthy in all circumstances. Healthy thinking can be understood as thinking positively for the well being of self, as well as fellow beings. It does not mean thinking about the current benefits alone, but also thinking of carrying on a better legacy for the coming generations. It is not only sustainable growth but also improvement in the overall environment, so that coming generations can enjoy in a better way.

Think of your mind as a garden. If you want to have beautiful flowers in your garden, you need to clear the weeds, do proper landscaping, decide the different flowers you want, sow the seeds, water them time to time, provide

care and love to these plants, protect them from wild shrubs and give them time to bloom. Now think of positive thoughts as the beautiful flowers, your long-term goals as the landscaping, negative thoughts as the wild shrubs and you can understand your lesson from the garden analogy.

Sometimes, your brain can be the biggest naysayer. When your thoughts start leaning to the negative, challenge them. Simply using positivity to counteract your subconscious negativity is highly effective. You need to put in some conscious effort towards achieving positive results or else, negativity will take its place without any effort.

Every moment you spend entertaining others' negativity or participating in gossip, you are wasting the precious time that you could be using for positive activities. When you feel yourself being sucked into negative vibes, remove yourself and get back to the work on your to-do list. As you need to book your calendar with positive actions so as to avoid your calendar being filled with negative ones, in the same way, you should fill your mind with healthy thinking, because otherwise, negative thinking will creep up into your mind automatically.

Always remember the words of Marcus Aurelius, who said, "Very little is needed to make a life happy; it is all within, in your way of thinking."

EMOTIONAL BALANCE

Your intelligence may help you succeed, but intelligence alone is not sufficient. A person's success depends not only on his intelligence quotient, but also on his emotional quotient. Emotions refer to the feelings of anger, sadness, fear, enjoyment, love, surprise, disgust, shame etc. A healthy personality requires the balance of all these emotions.

As Aristotle said, "Anyone can become angry; that is easy. But to be angry with the right person, to the right degree, at the right time, for the right purpose, and in the right way; that is not easy." This is true about all other emotions. Emotional balance is an indispensable quality for a pleasing, successful, self - motivated, energetic and lively personality. A man who can remain calm during times of difficulty can perform his tasks better. An outburst at a wrong time could cost you a lifetime opportunity. My grandfather used to advise me that one should wait at least a day before jumping to decisions so as to get enough time to analyse whether those decisions are good or not. Even after contemplating for one day, if you are sure that you need to have it, it is obviously important to you. Now, it is your duty to work towards achieving it. It is not important whether you succeed or not; your efforts need to be from the core of your heart.

Half your problems will end automatically if you give some time to them and the remaining half always brings opportunities with them. You need to recognise these opportunities; focus on these opportunities so as to achieve something big in life. Most of the time, people

fail just because they focus on the problems and in return, they get problems. But for being successful you need to focus on the solutions or results, instead of the problems and you are surely going to reach upon the solutions. Focus on the results you want to enjoy, do not be afraid of the difficulties of the journey towards your destination. A bear is not afraid of the bee stings; it is always focused on tasting the delicious honey. So, if you want to enjoy the honey, focus only on the honey and don't be afraid of the bee stings.

We need to maintain our emotional balance even in difficult situations. Emotional outbursts may lead a person to wrong directions or wrong actions. Strikes, demonstrations, setting government property on fire, terrorism, drug addiction, war etc., are some of the results of people's emotional outbursts. If the real problems behind these emotional outbursts can be traced and sorted out calmly, the results could be very different than the current consequences of the aforesaid human activities, which are inhumane. Even on the personal front, infighting between family members and quarrel among people can be avoided if people attain emotional balance.

Emotions can be both positive and negative. We need to focus on positive emotions, so as to keep the negative emotions at bay. As we are always filled with some emotion or the other, why not choose positive emotions. But when we talk of emotional balance, we mean that we should emit positive emotions and at the same time, not imbibe the negative emotions emitted by our fellow beings. Here is a small list of positive and negative emotions.

POSITIVE EMOTIONS	NEGATIVE EMOTIONS
Love	Hate
Friendship	Animosity
Brotherhood	Agony
Like	Dislike
Pleasure	Sadness
Awareness	Ignorance
Joy	Mourning
Confidence	Doubt
Bliss	Grief
Hope	Distrust
Gratitude	Contempt
Kindness	Cruelty
Enthusiasm	Apathy
Cheerfulness	Depression
Admiration	Criticism
Zest	Lethargy

Even reading this list will create some emotions in our mind. We are the best guards of our emotions. As it is said about anger, “It hurts and hurts more the person who got angry, than the person at whom the anger is directed.” This holds true even for the other negative emotions. Positive emotions soothe both the subject and the object. Therefore, you should take the benefit of having and expressing positive emotions as much as you can. A person can become successful only by not getting disturbed with the negative emotions and by remaining focused on the desired end result, till it is achieved.

“Your intellect may be confused, but your emotions will never lie to you.”

Roger Ebert

WINNING HABITS

The nature of all men is always the same; it is their habits that separate them.

– Confucius

Habits are defined as one's usual behaviour in certain circumstances. It takes a long time to form habits. Whether these are positive or negative, it takes an even longer time and strong will power to change a habit, once it is formed. Here is a short story that is very popular in India:

Once, a yogi was going somewhere. On his way, he saw a scorpion that fell in a canal and was struggling for life. The yogi took it out and the scorpion stung the yogi's palm and fell back into the canal. The yogi took it out again and it stung the yogi's palm again and in the process, it fell back into the canal repeatedly. Every time the yogi took it out, it stung him. On seeing this, a man asked the yogi why he was trying to save the scorpion when it stung him repeatedly. The yogi replied saying, as long as it does not quit its bad habit, why should he quit his good habit?

We are what we repeatedly do. Excellence then, is not an act but a habit. We hear people tell about alcoholics that he used to be a good person but his habit of drinking spoiled him. People tell about frauds that he used to be a good player but his habit of betting and gambling spoiled his sports career, or about snobs that he used to be a good actor but his habit of reaching late on the sets, made him unfavourable with producers and directors, and so on.

Therefore, we should guard ourselves against the habits that could be detrimental to our progress. At the same time, we should proactively inculcate winning habits. Motivational literature is filled with the habits of the rich and the famous. When somebody tells you to mend your ways, they are pointing you towards some of your negative habits. Winning habits always follow the natural law of growth; no one can achieve permanent success from shortcuts or quick fixes. You will always find some common habits among all the successful people. There are a large number of books on this topic, such as seven Habits of Highly Influential People by Stephen R Covey, The Power of Habit by Charles Duhigg, Habit of Winning by Prakash Iyerr, Habits of Success by Charles Parker, The Achievement Habit by Bernard Roth, etc. Nevertheless, some of these habits are very common among all the successful people. There are habits that are found in common among the unsuccessful people as well. Therefore, we could presently have a set of habits that are common among successful people and another set of habits that are common among the let-downs. Now let us discuss the winning habits that you should inculcate to conquer the world:

Punctuality and Discipline: You cannot imagine success without being punctual and disciplined. Time is the most important element that God has given to us all. Time lost cannot be regained, and so, punctuality is the basis for success. Discipline ensures that a person behaves in responsible manner at the work place and adheres to rules and regulations in life. You can expect people to follow you, only if you are disciplined in your personal and professional life. These two traits can help you become acceptable.

Take Good Care of Your Health: 'Health is wealth,' goes the saying, and so, a winner must have a proper regimen for exercise and proper eating habits so as to take care of their health. It improves your energy level, and therefore, you will be able to work better and people would love to work more with you. All good leaders have a morning routine to keep themselves fit and energetic.

Keep a Genuine Smile: People love smiling faces, so always have a genuine smile on your face. It will help you connect with people. Smiles indicate genuine interest in the people.

Always Find Something Positive to Praise: Good leaders are always in the habit of praising people, organisations and products. They find genuine reasons to praise their employees and clients, and win their confidence.

Power Dressing: People like to associate with well-groomed persons. The habit of power dressing helps form your first impression and last impression on people. Your dressing should be in consonance with the time, place and profession. You need not have many outfits, just a few good ones to wear routinely. You should always be ready, with regard to your clothing, to meet your best prospect.

Reading Habits: Leaders are readers. Books contain vast knowledge. The more you read, the better it is for you to learn your business, attain personal skills and people skills. Reading gives you topics to initiate new connections and also the skill to stay connected. A leader should read for at least half an hour daily. Over the period this habit will help you access the vast knowledge from books. It will build you from inside.

Good Listeners: Good leaders are always good listeners. They speak less and listen more, so as to give people the

chance to speak out their concerns and act accordingly. Good listeners ask questions, stay calm and observe patiently. When a person stops talking, they ask follow-up questions. People like persons who listen to their concerns genuinely.

Take Responsibility: Good leaders have the habit of taking responsibility for their own actions as well as the actions of their subordinates. This habit makes them team players and achievers. They are able to work with others and to accept their ideas for the growth of the organisation.

Habit of Keeping a Calendar: Great leaders keep their calendars booked. They do not only plan their work well, but also work their plans well. They keep their entire schedule at a single place so as to have a watch on the schedule.

Rewards Themselves and Their Employees Well: Good leaders reward themselves well upon completion of their work and they are in the habit of rewarding their employees well, financially as well as emotionally. This habit makes them great.

They Prioritize Their Work: Good leaders always do their important work first. As the energy level is highest in the beginning of the day, so important work is completed first with great energy and routine work can be done later in the day. When you have love for your work, you can never lack energy; but still, it is always better to complete important tasks first, for faster growth.

Humble and Soft-spoken: Great leaders are always humble and soft-spoken. You can identify the level of a leader by his humility. The greater the leader, more humble he becomes.

The above list of winning habits is not exclusive. You can also add a large number of winning habits according to your life experience. But these habits give you a guiding list that

will ensure your progress. Every single good habit will take you to other good habits and you can keep on adding new winning habits, as you grow on your path to success.

As Charles Reade once said, “Sow an action and you reap a habit. Sow a habit and you reap a character. Sow a character and you reap a destiny.”

OFFER THANKS

As we express our gratitude, we must never forget that the highest appreciation is not to utter words, but to live by them.

– John F. Kennedy

Offer thanks to all those people who have contributed in your life. Always offer thanks to yourself for being here on this planet. Offer thanks to your parents for their presence in your life. Offer thanks to your siblings, teachers, friends, relatives, etc., for their respective contributions in your life. If you think someone has done you wrong, offer thanks to that person for making you strong. People come in contact with you for a reason. Nature has given you a chance to learn something from each and every person, event and situation that you come across in life. They all deserve your heartfelt gratitude. Ensure that your thanks should be genuine and from the core of your heart, or otherwise, it loses its effectiveness.

God has given you this life, this planet to live in, air to breathe, water to drink, food to eat and a lot many opportunities to prove your worth. You should be thankful to the Almighty. If you do not believe in God, then you should give thanks to all these, instead of God. An attitude of gratitude is a must for all the necessities of life. It will help you enjoy life to the fullest.

Your parents come next in the list of those who deserve your sincere thanks. They gave birth to you, taught you to walk, talk and respond to the world; they cared for you

throughout your childhood; They paid for your education. You cannot repay their debt in any way. All you can do for them is to have a deep sense of gratitude for all the good things they have done. Even if you think your parents have not done what they ought to have done in raising you, your parents still deserve genuine thanks because as you realise something that your parents lacked while bringing you up, you try to fulfil those for your children. You should be thankful to your parents for this realisation because it has the potential to transform your future generations.

You should offer thanks to your teachers, who provided you with the education that opened up a large number of new vistas for your success. Even if you think that your teachers were not kind enough to you, you should still be thankful to them as they made you tougher. As the great Bhakti poet of Medieval India, Kabir, has said, 'if my teacher and God are both standing together, to whom should I bow first'? He later answers himself that he should bow to the teacher because it is he who has shown me the path to God.

All your friends and neighbours too deserve your thanks because they have helped you shape your life, as it is today. From here you can go on to achieve whatever you want in your life. All of them, whether they were positive or negative towards you in behaviour, deserve your thanks equally. Positive people deserve your thanks because they have shown you the positive way in life, whereas negative people deserve your thanks because they made you understand the importance of the positive people in your life.

You should be thankful to your spouse for their love and care. A person becomes complete only after meeting their soulmate. Therefore, you should always be thankful for and

proud of your spouse, even when you two have differences of opinion. A spouse is a real friend who has genuine love for you. Anything they seem to do against you, is out of love for you. Your spouse wants to see you as the best person in their life.

As children, one should thank one's parents, but at the same time, as parents, one should be thankful for one's children. It is the child who has given you the honour of becoming parents. Our feelings of love and affection would not have been the same if we didn't have children. Think what people will do, if they don't have kids. Children always deserve our thanks. When they perform well in their field, they make their parents proud. Even if they do not perform well, their parents should still be proud of them as they gave them the joys of parenthood. It is my guarantee that if you are proud of your children, they will never let you down. Most of the time, parents are committing a sin by imposing limits on their kids, by telling them that they are not capable of doing something. Children become what they see and hear from their environment, and therefore, we should never put limits on the capability of our children. We should be thankful to them for giving us the honour of becoming parents.

We should thank each and every person who are directly and indirectly involved in providing us with our necessities. You may say that you have paid for these services or that you have worked hard to get all that you have in your life, but mind that you have paid only the market value of the things and not the real value. Can anybody pay the real value of anything we enjoy at any point in time? Let us take the example of water. It may cost you Rs. 15 to 20 for a litre of

mineral water, but it might cost you your life, if you do not get water for some period of time. Therefore, is there any person in the world who is capable of paying the real value of the things one enjoys? The answer is a big no. Instead, you can pay by offering thanks to all the people who worked towards providing you with the things you enjoy. Therefore, every time you enjoy something, please try to figure out the efforts of various people who helped in bringing these things to you.

Even the living and non-living things deserve your thanks, as they too shape your life. If you thank everything generously you will find yourself surrounded by the great treasure of life. You will find yourself to be the lucky one; this feeling will really make you feel lucky.

This feeling of appreciation should not be momentary. It should come from your heart and soul. When you thank someone for something, you should mean it. Otherwise your body language will reflect your true feelings and people will feel offended. When you thank people from the core of your heart, it has tremendous effects on them. They tend to extend you favours in future. Therefore, this makes your future more secure.

There is no exception in life, to the Newton's third law of motion – 'for every action there is an equal and opposite reaction.' As you sow, so shall you reap, and so, you will be receiving thanks manifold, from the people in your life. Life will become blissful not only for you, but also for the people around you. This is a magic mantra recognised by everybody everywhere. You need to become a transmitter of this mantra. With this, you will also become a recipient of the good effects of this mantra.

Always keep in mind the words of William Arthur Ward, “Gratitude can transform common days into thanksgiving, turn routine jobs into joy, and change ordinary opportunities into blessings.”

REJOICE

If you smile, the whole world is smiling with you, but when you cry, you are crying alone.

– Anonymous

Always keep smiling. Not only should you smile, but also rejoice; celebrate all your little achievements. It will give you the power to work with more zeal. When your heart is in coordination with your mind for your work, you always achieve more. When you are celebrating your little achievements with your near and dear ones, they become more associated with you. A positive energy flows between you and your associates. It helps you achieve what might otherwise seem impossible. Also, celebrate the little achievements of your associates as if these are yours. It will deepen your association.

Start caring for your associates genuinely, and see the difference it makes in your life. Rejoice, not only at your achievements, but also for all the natural things you get to enjoy every day. Every morning when you get up, you should be exhilarated to know that this is the day God has given you, to perform the best in your life. You should take pride in all the activities which you perform every day. I am sure the activities which you take pride in performing could never be misplaced. Your inner voice will not allow you to take pride in sinful activities. When you perform more and more such activities on a daily basis, your good work keeps on accumulating. Initially, you may not feel the difference, but after some time, people will notice that you are becoming

more positive and more productive. In the long run you will enjoy great results from this simple habit.

It is just like planting a tree and taking care of it on daily basis. Initially nothing is visible on the ground where you plant the seed. After some time, a tiny plant comes out, and later it sprouts a few leaves, but if you keep on taking care of it, the plant keeps on growing and it will be visible even to the passers-by. Some of them will appreciate your effort and some may even try to harm the plant. But to enjoy the fruits of your labour in future, you should continue to protect it. A day will come, when this plant starts bearing fruit and you will get to enjoy them. A good thing about trees is that it gives fruits for a long period, not only to those who planted it, but also to the birds, insects, monkeys and every other being that comes to it. In the same way, your habit of taking pride in your actions will sometimes motivate not only your family members and friends, but also other people in the society.

Let me share a personal experience. When I joined my college and took up commerce as my stream of study, it was not my decision to study commerce and so, I did not enjoy my studies. But the day I decided to become a Lecturer in Commerce, I started enjoying my studies and my grades improved. You can also think of your personal experiences of the activities that seemed boring to you at the first instance, but got you interested when you really started enjoying the work. The key to performing better is to rejoice in doing the things you have to do.

Punjab is known to be a progressive state in India. People of Punjab are said to be very enterprising. At the same time, they celebrate every event in their life with dance and party. Punjabis are said to be a very jolly set of people and that is

why they are progressing in every walk of life, across the globe. They have made their presence felt even in USA and Canada. When a community as a whole can rejoice in their small and big achievements, the same should be very easy for a person.

Rejoice even in the very small things in life. Take pride in what you do presently. One of my colleagues, Dr. R.S Brar always does this by enjoying every bit of what he does. He does not only perform the job assigned to him with great zeal and enthusiasm, but also takes new responsibilities upon himself and that is why most of the functions which he organised in his professional life are remembered by everyone involved, for a long time. Even his adversaries praise him for his zeal for his work and the way he touches the life of his students.

You can find persons from every walk of life who are famous for rejoicing in every small moment of achievement in their personal and professional life. People call them by the name 'Showman' in the entertainment world. Once this kind of a reputation is established, people tend to watch more of the movies by these directors and producers, because everybody in the world wants to be happier.

Everyone wants to lead a happy and fulfilling life. Happiness is a state of mind. It is not the end of the journey, but the journey itself. If you rejoice in each and every bit of this journey, your goal is well achieved. Being happy after achieving something is not enough. An achievement is a temporary event. After achieving one goal, you should strive for another. You will have to remain happy during the pursuit of your goals. That is the only way to be truly happy. Therefore, rejoice every bit of life.

You may ask “I have so many problems in life, so, how can I enjoy every bit of it?” Is there anybody in the world who does not have problems? Do you think people who enjoy functions, parties, games etc., do not have any problems? It is just our state of mind that decides our response to these problems. You will be able to find people who have immense problems, and yet, enjoy every bit of life. On the other hand, you will also find people in good health, wealth and honour that cannot enjoy these. They find fault with their luck, but the fault lies within them.

Let me explain it to you. Within your problems, lie the seed of your growth. Growth is to be enjoyed and therefore, you should rejoice every bit of life. Again, you cannot change your situations, but you can change your response. You have got every opportunity to change your response to everything in your life at present. They say, ‘fake it until you make it.’ Respond with happiness and joy to every moment of life. If so, your life will become the sum of a large number of happy moments that you could treasure for future and your life will thus, become an enjoyable journey.

One of my friends met with a car accident and his lower body was paralysed due to a fracture in his spinal cord. He was just 25 years old at the time. After struggling for a year in hospital, his life stabilised on a wheel chair. He started working at his job again and got posted in a school. He started enjoying teaching so much that there is not one illiterate person, not only in the village where he is posted, but also in the nearby villages. This shows the difference you can make in your life if you start rejoicing in your life.

It is not so easy to tackle all the problems in life. But it is also not so difficult to rejoice about the small things in life.

Like attracts like. Therefore, your habit of enjoying the small moments brings more such moments. If you lament even your small problems, it will attract more miseries and your life will become a burden. Always remember these words of Lao Tzu, “Be content with what you have; rejoice in the way things are. When you realise that there is nothing lacking, the whole world belongs to you.”

LEARN TO CHANGE

It is neither the strongest of the species that survives, nor the most intelligent that survives. It is the one that is the most adaptable to change.

– Charles Darwin

Change is the law of nature. It is said that the only thing that never changes is change. Change is inevitable. We can see change everywhere. There are three kinds of people: one, those who make the change happen, two, those who see the change happening, and three, those who are taken by surprise at the change. You alone can figure out which of these you belong to. Although, I am certain that you want to be the first kind of person. Change is the strongest thing in this modern competitive world. You must learn to change according to the changes in the environment, so that you are capable of making the change happen.

One thing you can always change in this world, is YOU. In other words, if you want to change the world, change yourself. It is the only contribution you can make, in order to make this world a great place to live in. It is always easy to swim with the flow, so if you are not changing yourself with the pace of change in the world, you will be left behind. But this change in you should be for the positive, not the negative. Never retaliate, but respond. Response should be the key factor while deciding the pace of change that one should adopt, keeping in view the changes in the environment. As the father of our nation, Mahatma Gandhi has rightly said, “You should be the change you want to see in the world.”

Even though change is omnipresent, most people resist change. This resistance is because of three main reasons:

Fear of the Unknown: People resist change because they have a fear of the unknown. That is, they may not be aware of what will happen to them under the changed circumstances. This happens mostly when the results of the change have not been explained to the interested parties or people are not clear about the benefits of the change. It is a fact that only those changes that are beneficial for both the parties can take place and sustain. Otherwise, it will change back to the previous situation. So, fear of the unknown should not bother us at all, as it will always be for our good or it will not be able to sustain itself.

Reluctance due to Existing Habits: Most people developed their habits for some reason or the other. So they want things to go on as it has. They do not want to try new things in their work environment. Therefore, changes happen more with such people if the higher management imposes it. This resistance will be even subtler when a new management team introduces the change. People who are close to the old management normally resist change, mostly to assert their importance in the organisation.; in such circumstances, people lose the power to take the right decisions. Right communication about the change can prepare people for the change. Right communication also includes knowing the concerns of the people against the change. Sometimes they may also have a valid point, and if so, the management should make a change in its change strategy.

Resistance for the Sake of Resistance: Sometimes people resist the change, just for the sake of resistance. They do not have any valid reason for their resistance to change. Even

if they know that the change is going to benefit them in the long run, they would still resist because the change is coming from a certain quarter. Such resistance would vanish if we allow these people to participate in the decision-making process. If they still do not budge, these people should be dealt with appropriately.

You may ask that if change cannot be avoided, why do people resist the change? In most of the cases, people resist because change has not been properly communicated to them. People do not want to adopt a change, if its perceived benefits are less than the difficulties they have to face due to the change. So, people resist change when they don't understand the benefits of change.

But in most of the cases, resistance allows us to weigh the pros and cons of the change and this tends to result in better decisions. Sometimes, good changes are not affected just because of the resistance from different people, though they may or may not have any solid ground for resistance. But at times, the resistance to change brings in some brainstorming exercise even before affecting the change. This mental exercise helps to improve upon the deficiencies in the original change. Hence, better changes are effected just because of the initial resistance by some people. So we should take the resistance to change in a positive way.

We should learn to change for growth, as we cannot get better results from performing the same activities. So, learning to change is very important to gain the winning attitude. Basically, change improves the adaptability of the person in this ever-changing world. People who do not change according to the changing environment are the people who wonder what has happened.

If the impact of change on the individual's needs is perceived as positive, they are likely to be highly motivated in assisting the change. If the perceived impact on the individual's need is negative, you may expect resistance to the change.

Some important points while learning to change are:

Change is Omnipresent: Change is everywhere. The pace of change may be differ, but change is continuously present. From the Big Bang to the potential Big Squeeze, the whole universe is going through change and all its elements are changing in between.

Change is Omnipotent: Change can take place on either side. It can take people to new heights or it can totally finish them. It is said that no one can stop an idea whose time has arrived; no one can stop a person who gets internally motivated. How you position yourself against the flow of change, makes all the difference. Boiling water can harden an egg and soften a potato. It depends on the nature of things how it changes.

If it becomes omniscient, it would attain all the three qualities of God. If you have the right attitude towards change, as a person, you will find that it has already got the quality of being omniscient. You will not find haphazard changes in your environment. You will notice that change takes place where it is highly required. If you could assume this third quality of change as a given, you would be able to accept the change easily. Even the first quality of change, that it is omnipresent, can help you in learning to change. If it is omnipresent then it is also present in the space you are occupying. Therefore, you are the change. As Mahatma Gandhi said, become the change you want to see in the

world. When you acquire this knowledge, you would surely become an enlightened soul and all the insincere resistance to change will vanish. You will acquire the power to change the world in the way you want. At the very least, you will be able to change your world as per your desires.

DEVELOP TO WIN

Growth, in some curious way, I suspect, depends on being always in motion just a little bit, one way or the other.

– Norman Mailer

Nobody in this world can stop you from winning, except you, if you willingly and enthusiastically follow the things enlisted in the different chapters of this book. It is my guarantee that you will certainly achieve what you want to achieve, if you follow the success plan given in this book. This is not the only way to DEVELOP TO WIN; you yourself can have your own plans to win. You just plan your work and work the plan with zeal, and nobody can stop you from winning. My best wishes are with you and the world is ready to admire you as a conqueror.

This world is very liberal in showering all the love and blessings on the winners and on the other hand, it is very harsh towards the losers. Now, it is up to you to decide whether to receive blessings and love by becoming a winner or to tolerate humiliation and abomination from your fellow beings by failing in your pursuit. I think that you deserve all the love and blessings of the world, and therefore, you deserve to win. You are just like a high-denomination currency note that has value, even if it is mutilated. Gold remains gold and it shines more, after going through fire. Do not get disheartened by the difficulties you are facing in life. Just stand up and hold your eyes to your target and start working; keep working by holding your target in your eyes and success is all yours. You are sure to win. God is

with you. World is with you. I am with you, but are you with yourself?

If you truly want to be successful I must pass a message of the Almighty to you, that YOU DESERVE TO CONQUER THE WORLD. In his scheme of things, he has assigned you the duty to achieve great success. At the same time, he has given me the duty to invoke you to accomplish what you deserve to accomplish.

This book is successful only if you realise that you are the person who deserves to get what you can think of. Now it is up to you, if you really want to tap your potential or you want to waste this potential. Energy cannot be created, nor can it be destroyed, but it can be transformed. This principle is applicable in all walks of life. You have got the energy to be successful; whether you are utilising it or not, depends on you. Either you use this energy in a positive direction or it will be transformed negatively. I do not think that you will allow it to transform in a negative direction. Today, a new achiever has been born whose example will be extolled by many writers like me, in the years to come. May God bless you with the strength to achieve what you deserve to achieve. If any difficulty comes at you at any stage of your journey towards success, go back to the chapter “Reaffirm Your Resolution.” It will help you realise that the journey is not complete until you reach your destination.

You chose your direction in life. Now let me explain the word direction. I describe it as ‘Desire + Action.’ When you feed your desire with proper actions, only then, will your life take the right direction. Therefore, you should have plenty of desires and you should commit to these desires your vigorous actions and achieve what you want to achieve.

These desires should be positive. When your heart and mind can both vouch these desires to be positive, these are supposed to be in accordance with the will of God. If you do the actions with intensity to your last breath, God will fulfil your desires.

Always keep in mind that God is the best paying master. But at the same time, he is also a hard taskmaster. He is a hard taskmaster to those who surrender to him to succeed, otherwise, he follows the Laissez-Faire style of leadership and your free will prevails. He is a hard taskmaster, just to bring out your best. He is formless, and so, he creates situations on your way to success. But he also guides you internally. Sometime, he uses people to give you messages; they come to you in the disguise of friends or even foes. It is unto you to receive his message. If you are willing to learn and perform your task with great enthusiasm, you will be paid the highest in the universe. Even sky is not the limit for you. You decide your own limits. You decide your own world and conquer it with all your might.

I am sure, it is the will of the Almighty God for you, that “You Deserve to Conquer the World”!