

OVERVIEW OF 9 STRATEGIES:

Anything we do repeatedly becomes part of habit. They become a state of mind and dictate our response. They are our behavioural pattern developed over a long period of time as a result of conscious or unconscious conditioning of our mind. We are being conditioned continuously by our external environment such as the kind of book we read, the kind of movies and TV programme we watch, the kind of music we listen, the kind of company and kind of parent we got. It takes almost 90 days to form a habit. Good habits are hard to build but easy to live with. Bad habits are formed easily but hard to live with.

"I keep on thinking, why can't my boss change for betterment? Why can't my wife and children listen to me, and change for betterment? Why can't my employees or subordinate be responsible and change according to my ideas & situation?" In other word, I want to change everyone except me."

Whenever anything goes against our interest we feel unhappy as we are attached to our views and beliefs. We can't bear any criticism and are not willing to accept that others may have different views. We devote most of our energy to change others or control others. There is nothing wrong in doing that and we get some results also. If someone does something wrong or speaks bad about us, we use all our effort to prove that he/she is wrong. We will fight; we will go to court and what not. Even we try to destroy others when it goes beyond our tolerance limit. But how many people can you change or control or destroy. You may have to spend more energy to change or control others. But if you look towards you, you will be spending time and energy to control one person only. That's you. Which is better?

Highly successful people first look inside themselves if there is any drawback before acting on any external factors (Strategy 1). They take responsibility and ownership of every action instead of blaming or justifying their failures (Strategy 2). They also set a time bound goal to achieve their targets (Strategy 3).

Let's take our current scenario. We are all victim of terrorism and we are all suffering. We are all trying to find out the solution outside our country and blaming each others. India is blaming Pakistan and Pakistan blaming India. Where are we heading?

The long-term solution to terrorism is also clearly explained in this manual. As you unfold each secret, you will have all the answers.

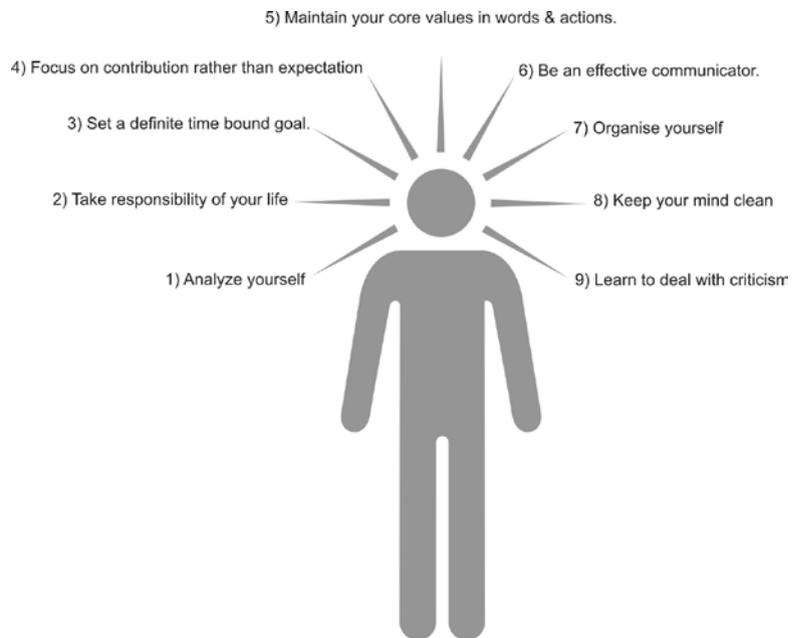
Highly successful people focus on contribution to others life instead of expecting favour from others. Contribution can be done through two different ways. They are Tangible resource and Intangible resource. More detail will be discussed in Strategy 4 & 5. Intangible resource

can be divided into Intellectual resource and Emotional resource. Emotional resource plays the vital role in our lives but it's the most neglected area. You do anything and everything for your parents and children as you are emotionally attached to them. We do anything for our country and even sacrifice our lives for protecting our country if we are emotionally

attached to our country. We can't produce an inferior quality product with the name of our country attached to the product if we love our country. Same way if we can build an emotional bond at work place we will enjoy our work. But sometime people misuse this precious asset; and in the long run they lose all the relationships. Therefore we need to keep our values intact (Strategy 5).

You can have the greatest ideas in the world, but they are of no good to your Company, or your career, if you can't express them clearly and persuasively. **It's not what you communicate but how you communicate** plays the major role in every relationship. Though the fault is in every one of us, but no one wants to be blamed and commanded by others. If you can communicate without blaming others, you achieve better results in both personal life and professional life (Strategy 6). In the process you will be an effective communicator.

Everyone in this world has got 24 hrs in a day. If I am not punctual, then I am not respecting other person's time. If I don't respect others, I can't expect respect from others. I will not be able to work in a team and I will be left behind. Therefore organising your activities is essential to succeed in life (Strategy 7).



While you are at the workplace, especially as a sales professional, you may get lots of rejection. Sometime these objections and rejections depress you and stop you to act again with the same positive mental attitude; as our mind reminds us of the bad experiences rather than the good experiences. Therefore you need to clean your mind (Strategy 8) on a regular basis to remain positive and enthusiastic; so that you can perform at your workplace with greater effectiveness.

Whenever you want to strive for extraordinary result in your life, you will have to act differently. If you take different actions than the traditional ones, people may start labelling you to be fool. Most of us don't want to be criticised as fool. This fear of criticism stops us from taking future actions differently for the desired result we are looking for.

People, whoever reached greater height and achieved extraordinary result were initially labelled as fools. Because they can only visualise their long-term goal, vision and dream. Others can't see that. As others can't see your long-term vision, whatever action you take in present looks foolish to them. When others criticize, you stop taking action. Most of the time criticisms come from near and dear ones, close friends and relatives unconsciously, which they didn't mean to do so. Thousands of men and women carry inferiority complexes with them all through the life, because some ignorant person destroyed their confidence through opinions or ridicules. Dealing with criticism is another important secret of highly successful people (Strategy 9).

Four stages of adult learning

There are four stages of adult learning. As we step into adulthood, unconsciously we develop ego. In most instances if anyone asks about anything, without thinking twice the reply is "yes, I know".

It's better to practise and have experiential knowledge before saying 'I know'.

Otherwise when I say "I know to everything", without having prior experiential knowledge. What am I exactly saying? "I don't know even what I don't know."

I am one of the biggest fools. Even I don't know what are the skills or knowledge I don't have and I am not taking any effort to know them. My ego is one of the biggest hurdles to learn new subject and new skills. You may know so many things and you may not know so many other things. The world is so vast; we should be open to learning all the time.

In the workshop to have a better understanding of the above concept I take the help of Mogli character from Jungle Book. Mogli is an expert in the Jungle; he can jump from one