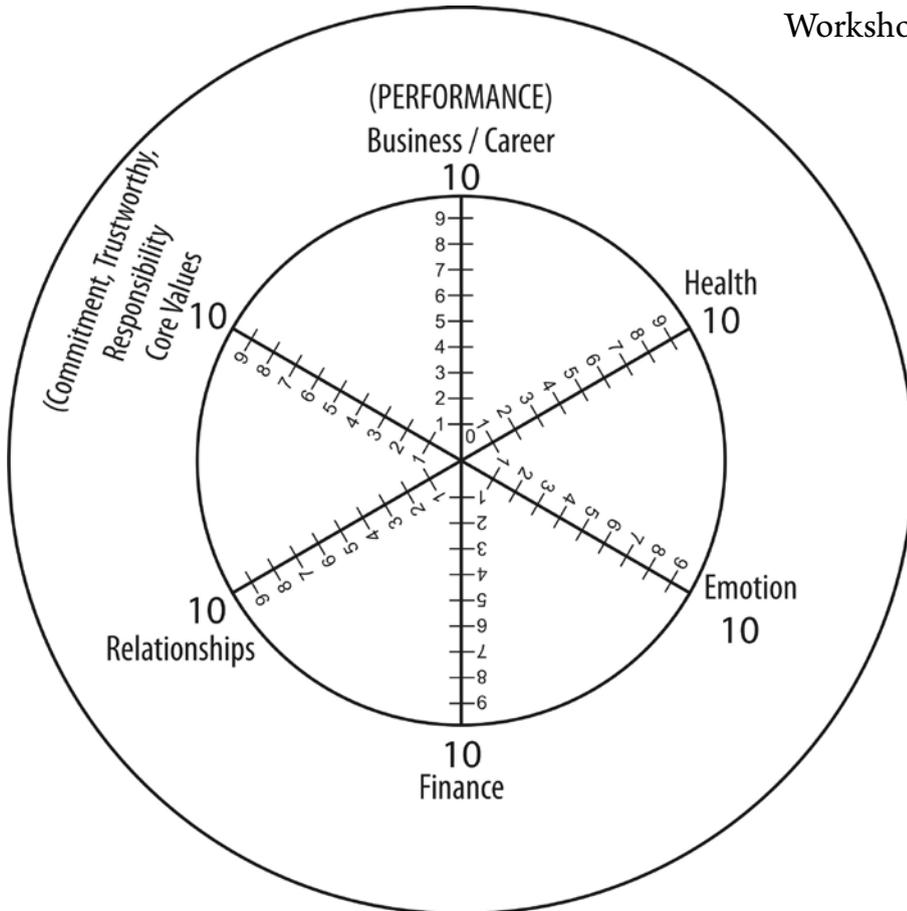


The master key to your growth is awareness about yourself

To understand ourselves in a better way, we have divided our life into 6 areas or domains. They are business/ career, Health, Emotion, Finance, Relationships and Core Values. Everything in your life can be categorised into these six areas.

Workshop Exercise



Rating: According to your perception about yourself

10 - Totally satisfied with your performance and there is no room for improvement

9 – Outstanding: You feel your performance is outstanding according to you

8 – Excellent: You feel your performance is excellent according to your perception

7 – Very Good: You feel your performance is very good according to you

6 – Good: You feel your performance is good only

5 – Average/ OK: You feel your performance is average

4 – Below Average: You feel your performance is below average

This is a subjective process, yet an important one to get a visual picture of where you are in life right now. We need to be measuring our progress and this is a good reference point for that measurement”.

So, let's begin with **Business/ Career**. Where do you rate your current performance according to your perception? Not what your superiors, colleagues, subordinate, customers, your spouse or friends think. If you think you are doing average i.e. OK, then you are at 5. If you think you are performing good according to your perception then you are at 6; and if you think you are doing very good, then you are at 7. If you think you are excellent at your job then you are at 8, and if you think your performance is outstanding then you are at 9. If you think there is no more room for improvement in your performance at your work. You are doing the best what you can do then you are at 10.

The next domain is your **health**. In the same way if you think you are totally happy about your health in terms of your energy, your vitality, your weight according to your height and age then you are at 10. But if you think there is room for improvement then rate yourself where do you stand right now according to your perception.

Emotion: The next field is your emotional state right now. If you think you are totally balanced and happy, and master of your emotion then you are at 10. But the way your life is going right now, sometime you feel good and sometime depressed, stressed, worried, fatigue; then may be you are at 5 or it can be above, and it can be below 5 also. A person's true success is determined by his/ her emotional state more often.

Finance: If your current income and expenditure is just matching, you are at break even point then you are at 5 in finance. If you can make some saving out of your current income, then may be you are at 6, 7, 8 or 9; and if you are totally happy about your financial position then you are at 10. But if your expenditure is more than your income then you are below 5. Some people are happy with 10,000/- earning p.m. and I got some clients earning more than 100,000/- still they are short of their requirement.

Relationship: The next area is relationship. There are different kinds of relationship. If you are married, then your relationship with you spouse is the primary relationship. But today we will discuss only on our professional relationship at workplace. How do you rate your relationship with your colleagues, superiors, subordinates, vendors and customers according to your perception? Some people you may prefer to keep away from yourself and some people you want to keep in your close circle. The way you want to maintain relationship with everyone, if you can maintain; Then you are at 10 in relationship according to your perception. Some people may think you are rude, whom you keep away from your close

circle. You can't make everyone happy. You need to understand your priorities.

If you think you are doing well in relationship but still there is room for improvement, then may be you are at 6, 7, 8 or 9. Please rate yourself according to your perception.

Core Values: The last one is the **core values** or **universal values**. There are personal values or organisational values, and core values. Personal values or organisational values can change from person to person, place to place, community to community, organisation to organisation, and country to country. But core/universal values are going to be the same everywhere in the world. **We play different role at different time**. Are you keeping your commitment with the role you are playing?

There are many core values, I have mentioned only three Commitment, Trustworthy and Responsibility here. In the 5th Chapter we will discuss Core values in more detail.

What is the difference between core values and personal values?

Whenever I take workshop in Hyderabad, to clarify difference between personal values and core values, I asked the participants, "Suppose your mother wants to come out in a short (Short Skirt) for shopping, will you accompany her? How will you feel?"

The audience responded, "Very uncomfortable, we are not used to that kind of dressing."

"Suppose you were born in Goa, born in a Portuguese family?"

The response was "I won't mind."

In the same way some organisation may prefer you to be in formal and some organisation may prefer you to be in casual dressing. Dressing comes under personal values and it changes from place to place. Some companies want to run the organisation with big designation, titles and some want to follow LWT (Leadership without title). But commitment, trustworthy and responsibility are part of core values. Wherever you go in this universe, every relationship will expect you to maintain above qualities.

We play different role in different time. But how often are you fulfilling your responsibility, keeping your commitment and being trustworthy? Sometime we commit more than we can deliver.

If you think you are keeping your commitment all the time, then you are at 10. Otherwise may be you are at 5, 6, 7, 8 or 9. Rate yourself, where do you stand according to your perception.

Once you have rated yourself in every area, join all the points in a circular manner.

“What have you got? What it shows to you?”

You must get another circle within the circle. Is the circle uniform in shape?

There is nothing wrong or right, whatever you got. But today you took time to analyse yourself what quality of life you are leading.

Whenever you want to purchase a quality product, you will be very conscious of the ingredients, whether all the ingredients are balanced or not. What about your life?

Do you believe life is a journey from birth to death and we are all travelling?

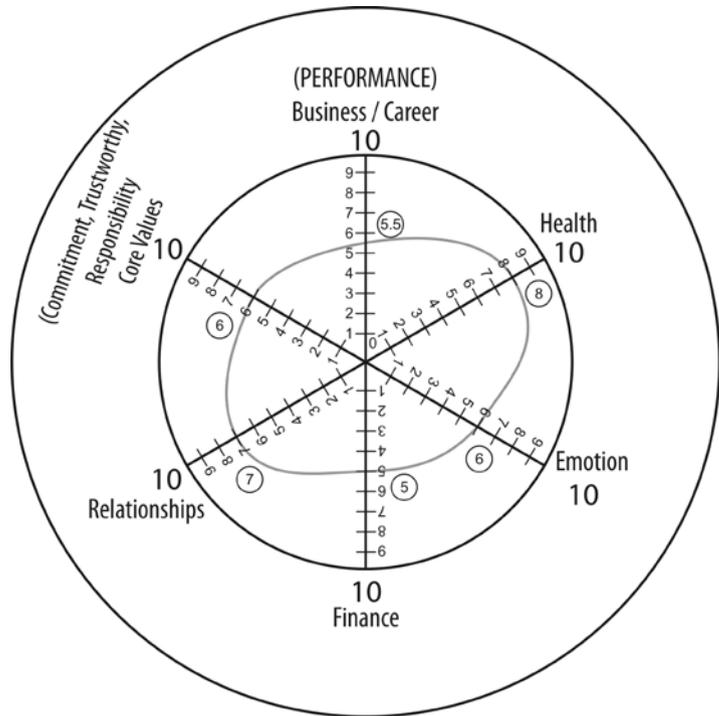
Today also you came to the workshop in a vehicle. If the wheels of the vehicle be the same shape of what you have got, what kind of journey or ride you will have? A bumpy ride!

You will find some areas are getting neglected and in some areas you are doing well. **No one can change unless you want to make the changes for your betterment.** This exercise can help you to make the changes required to lead a balanced life. Rarely you take out time for yourself; but today you took out time for yourself to analyse your life.

Everyone wants to improve but most of us are not clear how to proceed. Growing, learning and expanding ourselves as human are main drives in our life. First I must know where I am standing. Then I must decide my destination according to my capability, circumstances and inspiration. What inspire others may not inspire you. You must ask yourself what inspires you. Then you must assess your strength and resources available to reach your destination. This exercise can give you insight on the areas you need to address to lead a balanced and happy life.

Let's take typical example,

- Business/Career: 5.5
- Health: 8
- Emotion: 6
- Finance: 5
- Relationship: 7
- Core Values: 6



In this life map 8 is the highest point and 5 is the lowest point. Some participants ask, 'what about making everything to be 5, then we can get a smooth ride!'

I agree with the statement, if you can accept from your heart that you want to go down. But human urge is to improve from where we are right now. Therefore our endeavour should be to make all the areas to be 8 and then expand in uniformity.

How to progress in life?

If we are truly interested to improve in our life, then we must focus on our core values. Core values are the roots and rest others like career, finance, relationship; emotion and health are the fruits in the long term solution to enhance our lives in every area.

If I don't keep my commitment, then I will lose my relationship with others. Some relations are important to me, if I lose those relations I will be emotionally down. It's going to have impact on my health. If I am not healthy physically and mentally, I will not be able to perform well at work. In turn it's going to affect my income and finance.

What is the main cause of disease?

The main cause of our disease is that our immune system goes down. And our immune system goes down for two main factors. One, if we don't have the right amount of nutrients in the body like vitamins, protein, fat etc. The other factor is, if we are not emotionally