

SUCCESS STRATEGY 8

KEEP YOUR MIND CLEAN.

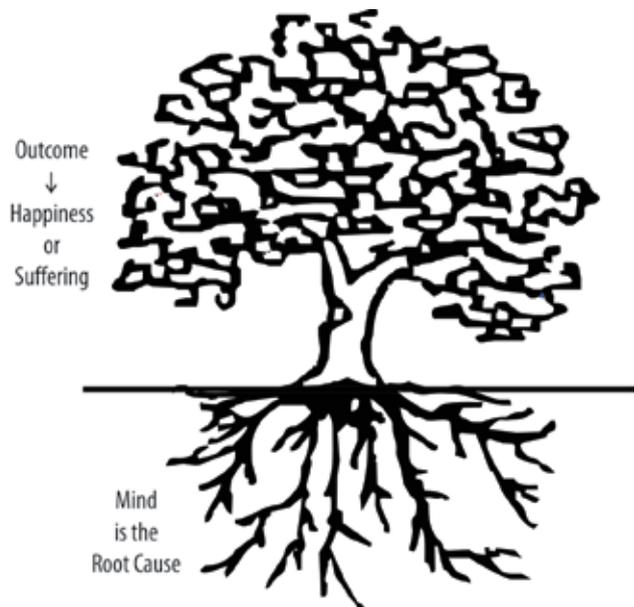
"Every thing one needs for a happy life is within oneself."

Root cause of all problems in this world is mind. Toxic mind is causing turmoil in the family, organisation, society, country, community and in yourself. If you want to conquer the world first you have to conquer yourself. We are seeing the problem outside and searching the solution also outside; therefore spending all the energy and resources to control outside than own self. We are reducing our horizon and creating enemy all around. At the end we are living in fear and trying to guard our self against self.

Cleaning our body and mind is very important to lead a balanced, happy and successful life. A person's success is determined by the state of one's mind. If there is dirt in your room, what you do? You must be cleaning the room and throw away the rubbish. If there is dirt on your body, what you do? You must be going for a shower. But if there is a dirt in your mind, how do you clean?

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 on a regular basis to remain positive and enthusiastic; so that you can perform at your workplace with greater effectiveness.

Life is a continuous succession of problems. We are surrounded by a world that seems preoccupied by negative events. Every radio and television show, news channels, newspaper, and news magazine are full of negative and sensational stories. The conversations of the people around you consist largely of problems, negative gossips, worries, and uncertainties about the future and doubts. Most of the movies



are full of violence, revenge and sex to excite and pollute our mind for negative act.

Every incident has got a positive aspect and negative aspect, how do we take it depends on how we think about ourselves. These thoughts are generating from our mind. Our mind is a superb instrument or you can say super computer if we know how to use it rightly. But in most cases we don't use the mind, mind uses us. It is always generating thoughts. Unless we take conscious effort to generate positive thought, it will generate negative or destructive thoughts. We can compare mind like a fertile land. If we don't take conscious effort to grow useful plants, there will be weeds. The quality of our thinking determines the quality of our life.

We can take an incident as failure or learning, feedback or being blamed. It depends on our thinking and it is within us. If you improve the quality of your thinking, you will improve the quality of your life. By using our mind and generating positive thought, we take charge of our life and determine our destination. We move from being powerless to become powerful.

WORKSHOP EXAMPLE: ROLE PLAY

This role play is from a true incident. The MD of an organization had a long discussion over a period of time with one of his USA clients for a big deal (Above Rs100 crores). They arrived at a verbal conclusion over phone on Monday and decided to close the deal on Thursday. On Thursday MD was suppose to send the documents as attachment with all facts and figures as discussed and then they would close the deal through a video conference. MD delegated the job of preparing the documents to a manager. The manager delegated the job of compiling the data to a subordinate. The subordinate did some compilation and thought he would come on Thursday and finish the rest. But his mother met with an accident on Thursday and he had to rush to the hospital as his friend called from hospital, which was in his native place 150 km away from city. On the way he lost his mobile phone. He came back from hospital and was struggling hard to complete the assignment. In between the MD called the manager for the document. The manager came to his subordinate, and asked for the document, but he said, "It will take another two hours to complete the task." The manager went back to his MD to inform the same. The MD got very angry as it was Rs.100/-crores(10 million) deal for him and said to him in a threatening manner, "Do you really care for your job?" The manager got panicked of losing his job. He started thinking, "At 40 if I lose my job, how I am going to pay EMIs of home loan, car loan and pay for my children education." He went back to his subordinate and took out his frustration. He asked why he could not finish the assignment. The subordinate said, "Sir, I thought of coming early and finish the assignment today but my mother met with an accident and I had to go to attend her." During the conversation out of frustration the manager abused him in the name of

his mother. Everyone is very much attached to mother. It went beyond his tolerance limit. Subordinate was also frustrated with all the incidents (mother’s accident, could not call up his boss as he lost his mobile). As boss abused him in the name of his mother, he could not tolerate and it went beyond his elastic limit. He slapped his boss. In this situation how a boss will act.

For this role play I invite a senior participant for the manager’s role and a junior participant for the subordinate’s role. I have already narrated the situation where manager got a slap from subordinate. I asked the senior, “What will you do to your subordinate?”

Some of the managers said that they would slap back and if possible they would throw away the subordinate from the organization. I said, “I agreed that you have terminated his service and thrown him out of the company. In the evening you have gone back home, have you forgotten him? Next day when you came to office how would you feel?” Now you are carrying him. Though you have thrown him out of the company, if he stands outside the gate and gives you a big smile; how will you feel? Whenever you hear his name or read his name in any reading, you will remember him and get disturbed for some time. How long was the pain on your face? May be for 30 seconds to 5 minutes, but you will be suffering throughout your life.

