

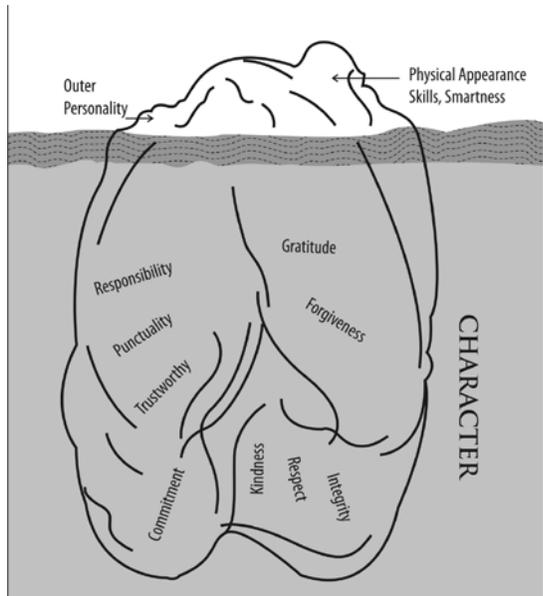
## CHARACTER IS MORE IMPORTANT THAN INTELLIGENCE

*"Try not to become a man of success but rather to become a man of value."*

Albert Einstein (1879-1955)

Our values form our character and values can't be taught, they are imbibed and inherited. Values also determine one's attitude. During recruitment importance is given to **intelligence** but after recruitment importance is on the **character** to sustain your job. Values play a vital role for a long-term relationship. The most common reason why people have disagreements is because they have differences in values. The environments in which we have been brought up play vital role in the creation of our values such as our parents, friend circle and educational institutes where we have studied.

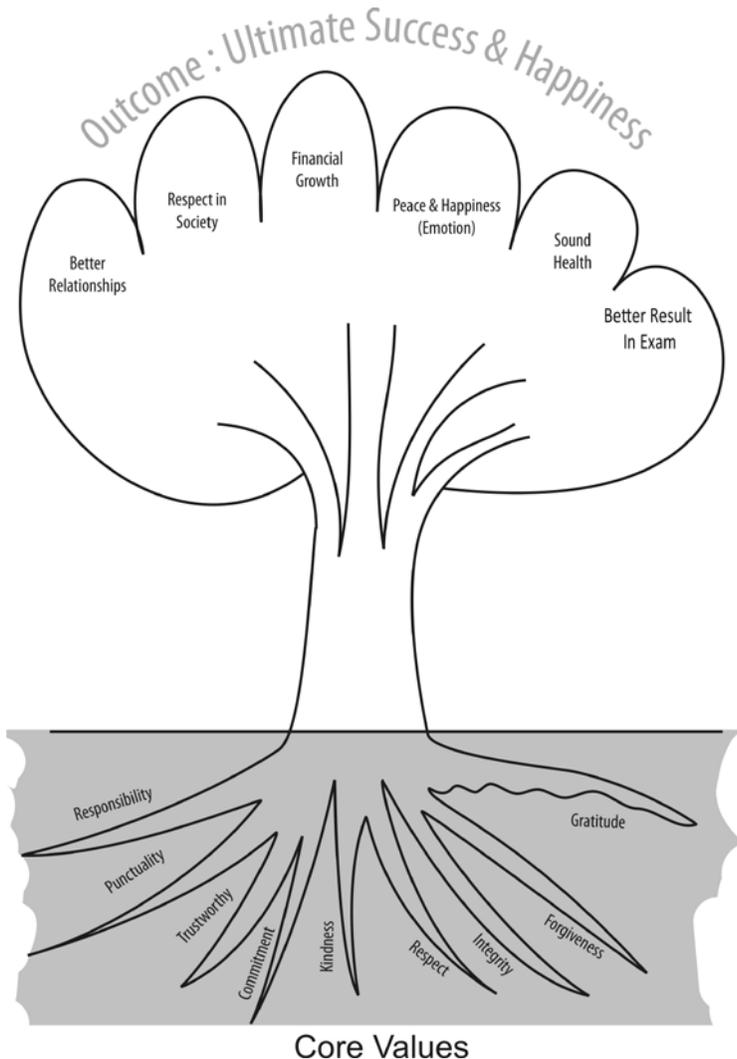
There are personal values and there are core values. Personal values and organizational values changes from places to place, community to community, religions to religions and person to person. Dressing, cultural practices, ways of greeting are some of the aspects of personal values.



Personality is the tip of the iceberg.

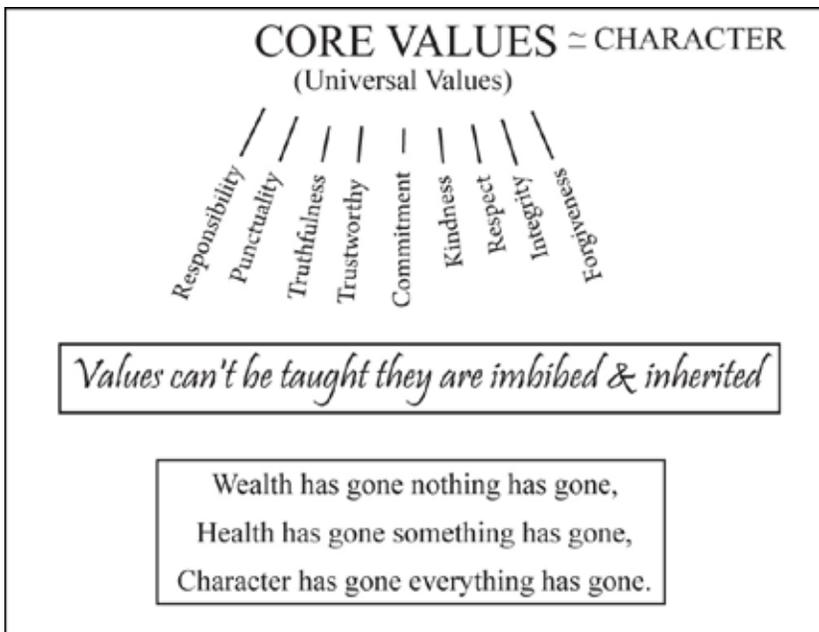
Core values or universal values are the same anywhere in this universe. There can be many core values. The essential core values are commitment, responsibility, trustworthy, kindness, patience, punctuality, integrity, gratitude and forgiveness. No relationship can sustain in the long run unless we practise these values.

The core values are like roots covered under the soil and cannot be



seen with naked eyes but benefits can be experienced in the long run. As these can't be seen with ordinary eyes, unless the other people around us have a long-term vision they may term you as fool and ignore you. This is the time to again remember the four traits to achieve your ultimate success: Patience, Positive Attitude, Punctuality (Persistence) and Initiative.

Our character is the sum total of values that we possess. Values can't be taught; they are imbibed and inherited from our parents. We inherit character or values from our parents through genes, which scientists have already proved; and through observation. During childhood our parents are our role model. Whatever they do, we tend to follow and whatever we do, if we get approval from our parents we tend to accept as right action. If a child watches parents to lie, the child will pick up lying unconsciously. If a child watches parents to put on revealing dresses, the child will think, it's Ok to expose our body to get attention from others.



Once I was travelling in a train to Guwahati (a north-east Indian city). I was sitting at the corner window seat. A father with his three year old child was sitting in front of me on the other window seat. When the train stopped in one of the station, a beggar came to the window asking for alms. The child spitted on the beggar, but there was no reaction from the father. The father said nothing to the child. What the child will learn? "It's Ok to spit on someone." One day the same child will spit on father if his demands are not met.

The father could have told his child, "It's not right to spit on anyone. Don't do such nuisance in the future." And he could have given a rupee to hand over to the beggar; in the process the child would have learned kindness.

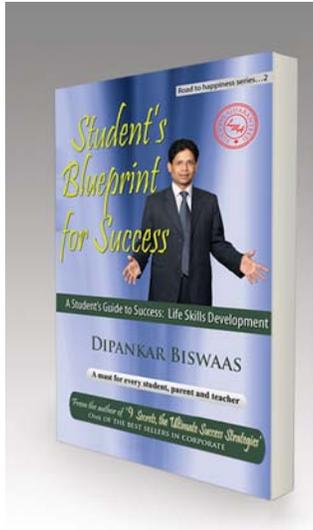
I will narrate one of my own incidents. When I was young boy of 10 year old, I picked up two dry coconuts lying on the ground on the way to our home. On the way home there is an unmanned garden with full of coconut trees. Two coconuts were lying and there was no one to pick them up. I thought, "My mother will make laddus (round sweet balls of coconut and sugar) with those and we all will enjoy. She will praise me for brining the coconuts." But I got a shocking treatment that day. My mother scolded me like anything. She said, "In future never pick up anything from anywhere, and let it be money. Please go and drop those coconuts from where you picked them." I felt so bad that day, but today I know why she did that. I feel grateful to her for imparting me good values.

**Values can't be taught; they are imbibed and inherited from our parents.**

Most of you must be knowing the story of a teenager who used to steal Cocks & hens from the neighbour. One day he was caught and produced in the court. In the court the judge asked the boy before

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