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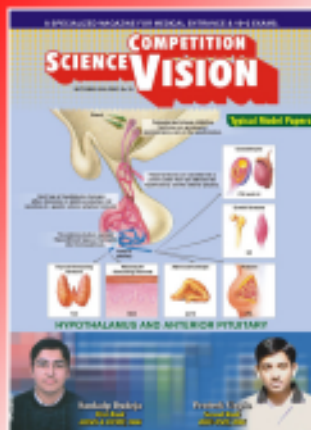
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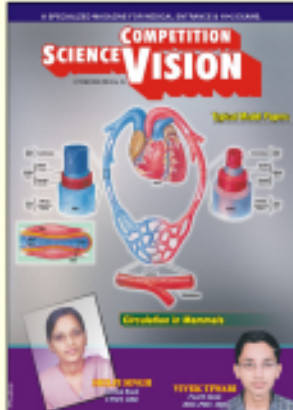
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Dedicated
to the loving memory
of
my mother



(Mrs.) Chanda Devi

-Radharaman Agarwal

PREFACE

Our present generation is generating their own ideas about living and life with no demarcation between the two; they believe in 'eating, drinking and be merry' as a style of life.

Their growing tendency is to mingle love with the material prosperity and so, they talk much about money. That's why most of the youngsters are attracted to that education which could fetch more money and power to them. It's true that money is for material prosperity, *i.e.*, living, but love is for spiritual prosperity, *i.e.*, life. In other words, money is to make a good living but not a life. To be an absolute winner we have to be practical and methodical in our approach.

Life and living of human being are two different things : living means the following of your 'daily routine – whether pleasant or unpleasant, and is, therefore, mainly for present, whereas life, being the real and infinite, is for a long run and, therefore, it is meant for progress and peace. Life is to excel that can be possible when you love your life, not living. In fact, life is a journey like the ocean, which begins even before we realize that it has. The transformation of a child into an adult over the years cannot be explained in words, and one has to feel the slow changes taking place in the person. As such you cannot draw a parallel between living and life.

**Life is not only to be alive
but to be enjoyed,
to be shared with others
and to be satisfied.**

Hence, the initial thing you need to learn is the art of living and leading a positive life, which is a part of true education.

Our present educational system is such that it mostly imparts the bookish knowledge to young students, which is confined to make their living only. But to make a real life they also need to learn the processes of their own thinking, feeling and action, so that they can increase their intelligence and wisdom. The instrument of knowledge enables a student to gain mastery over technical skills in the field of his study, while intelligence is born of observation and self-knowing, and that too outside the class-room. He should become a man of 'matured' mind to understand the people who are living on earth, so that he knows the realities of a human life and be able to face the unforeseen challenges, in order to make a bright future.

Learning comes only when there is no fear of authority and/or competition and human mind is fresh and young, and it does not say

'I know'. Acquiring knowledge is one thing and learning is a different thing that is endless. To get learning you primarily need to develop the learning tendency in your heart and mind, and only then you can learn about yourself, enhance your wisdom and intelligence and make a complete personality. Mere acquisition of knowledge is not the solution of every problem but the learning tendency is. A great scholar has said, "An educated man has the ability to make a reasoned guess on the basis of insufficient information." This is precisely the point at which true education comes in and goes far beyond class-rooms. A person having a learning tendency makes a bright future, *i.e.*, a happy and peaceful life.

Hence, the object of writing this book is to enable the young students to get learning of certain things, which are of prime significance but are not taught in schools at present, for building a bright future.

On reading the contents of this book you will find that all vital points of learning are well covered. They are supported by examples, charts, illustrations, tables etc., wherever necessary. The first learning begins with the concept of love. Love is the most powerful force in life, enabling one to become a perfect human being – that is, one who cares with affection and loves others living on earth. So that the children cultivate the habit of loving people, I have tried to explain the whole concept in form of Q. & A. through illustrations (page 33-42)

Teachers teach and parents guide their children, and as such both play an important role in their development. I have, therefore, put some suggestions for consideration in chapter 10.

At the end of book, eleven tables, self-evaluation, subject-wise index of thinkers followed by list of examples and 'about the thinkers' are also given for the benefit of students.

I am confident that this book will serve as a roadmap for young students in building their bright future. I request them not to read the book casually like a novel, rather they read it with interest like a course-book at leisure and at peace, free from routine disturbances and distractions, so that they understand well what is learnt and practice the same in their daily life. Only then I will consider it a true reward of my writing.

In the end, I am grateful to my friends, Mr. Rajendra Khandelwal and Mr. B.D. Agarwal for some suggestions given to me while writing this book. I also thank my dear niece Priyanka Choudhry for her general assistance in proof-reading.

With best wishes,

–Radharaman Agarwal

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1



On Education

What is education? A parcel of books? Not at all, but intercourse with the world, with men, and with affairs.

— Edmund Burke

The great task of education is not merely to collect facts but to know man and to make oneself to man.

— R.N. Tagore

The modern philosophers and educators regard education as of prime significance, which is central to the transformation of the human mind and the creation of one universal culture and religion. Such a fundamental transformation can only take place when the child, while being trained in various skills and disciplines, is also taught the processes of his / her own thinking, feeling and action - all independently. But the present system of education in our country is such that in a school the mind is crammed with bookish knowledge and facts before it knows how to think. **Swami Vivekananda** has, therefore, said—

“Control of mind should be taught first. If I had any education to get over again and had any voice in the matter, I would learn to

master my mind first, and then gather facts if I wanted them."

Truly, if we knew how to think and how to control our mind we would be masters of both the internal and external worlds.

There is a growing realization that the present day education has become soulless in that most of the people who are working in the government sector and most of the politicians who are supposed to be torch-bearers are setting bad examples for the younger generation. When moral values degenerate, corruption sets in. An education that does not inculcate basic values in us is worse than ignorance and illiteracy. At a function held in Gandhinagar (Gujrat) in February, 2004, our president, **Dr. A.P.J. Abdul Kalam** conceded that "no amount of laws would be able to wipe out corruption in public life unless education was made value-based." Stressing that "*charity begins at home*", he said, "*only the parents and the elementary school teachers could teach the children the lesson of value system in life.*"

In fact, education is to be seen as an investment it makes for the future. An academic inspector in Britain's public schools, **Ms. Anita Compton**, during her visit to India in February 2003, said, "*an adult in the 21st century will be called upon to have diverse skills, adaptability. understanding of diverse religion and*

culture and others. School is the right forum where the young minds should be taught the fundamental principles of co-existence.” Truly, whatever be the religion or whatever be the language, it is the religion of love or language of love that must bind the humanity.

There is a total lack of consistency between the human being and the society, since our present education widened has the gap between rich and poor. The increasing poverty, hunger and violence are forcing man inevitably to face the realities of the human situation. Hence, at a time like this, a new approach to education is truly necessary.

Approach to Education

Shri Aurovindo (Maharishi) has said - *“An education that confines itself to impart knowledge is no education.”* Such an education has produced a vast population able to read but unable to distinguish what is worth reading. Obviously, education is not only learning from books, memorising some facts, just to pass examinations, take a degree, get a job and settle down, but also learning to be able to listen to the birds, to look at the sky, to see the beauty of a tree, and to feel directly in touch with them. Besides these, we should be able to understand the people who are living on earth, so that we come to know the realities of a human life. As we grow older, that sense of listening, seeing and observing disappears; because we have

more worries like : we want more money, a luxury car and so many things. We become jealous, over-ambitious, greedy, envious, and so we lose the sense of beauty of the earth. Today man does not care what's happening to his neighbour so long as he is perfectly safe. Man has no real faith in God, and religions are merely the result of a vast propaganda. Our society has become greedy and immoral, since most of us want to earn or get money, position, prestige and power even at the cost of moral values.

As a young student, you have to learn what a human life is. Man is Heaven's masterpiece. Prior to the beginning of human life on earth, God crafted a clay-effigy of man and, showing it to his deities, He said, "Look, this is My best creation—the Man, that shall prove to be the noblest work of Mine on earth." All deities were amazed at how it could be and they spoke - "Lord! if you consider it so, then you ought to have made it with a superb material (than soil)." God took it for a little amusement and then explained - "The soil is extremely fertile to produce any precious things of life; likewise the man has a fertile imagination and promising wisdom to explore numerous opportunities and probabilities for the usage of mankind. As such by using his 'intelligence' he would successfully carry out My wishes on the earth."

You are living in the era of globalisation. You have to learn differently in order to make yourself a

complete personality. So, if you now begin to think, to observe, to learn, not only from books, but also learn for yourself by watching, listening to everything that is happening around you, you will grow up to be a different human being — one who cares with affection and loves people. If you live that way, you will surely find a positive life and build a bright future for which God has sent you on this earth. With power of love and affection you can change the society. Society is you and I. You and I create the society in which we live.

Therefore, look at the Nature of God - beautiful trees and flowers, rivers, clear sky, the stars, how marvellously the sun sets, and see all the colours, the light on the leaves and the beauty of the land. Then having seen that, you learn about everything in yourself. Going through this process, you can contemplate, learn from yourself and then feel to live without fear and attain the life's goal in a realistic manner.

Remember....

There is a great deal to learn about yourself. It is an endless thing, which you have to learn yourself outside the class-room. But you need to develop the 'learning tendency' for it; and when you, with this tendency, learn yourself, then you get wisdom and intelligence.

Unfortunately, our education doesn't consist of

any such system that could develop your learning tendency in school for the simple reason that teachers keep your minds engaged in acquiring only the bookish knowledge with intent that you obtain good ranks in examinations. Is it not a sort of competitive spirit the teachers aim at? Yes, it is. But a good rank in exams can make your good living but not a life.

Now, what is 'learning'? Acquiring knowledge is one thing but learning is a different thing. A machine can acquire information like a robot or like an electronic computer. It gathers more and more information which then becomes knowledge. It has the capacity to store the knowledge and respond when it is asked a question. On the other hand, when the human mind can learn, then it is capable of more than just acquiring and storing up. But there can be learning only when the mind is fresh, when it does not say "I know." It means that acquiring knowledge makes you mechanical but learning makes the mind very fresh, young and subtle. You cannot learn if you are merely following the books of knowledge. You can only learn when you do not know. Besides, learning comes only when there is no fear of competition, i.e. you are not competing with your neighbour. Then your mind becomes extra ordinary alive— you have intelligence and wisdom. And this is the point our education should aim at, which we, in fact, are missing in our schools and colleges. **Mark Twain** has said,

“Education consists mainly in what we have unlearned.”

Things we are not taught in School

> Learning of personality development for every student is very significant, which is not included in our present educational system. Personality is a dynamic force that determines one's success or failure in life. It is the sum total of internal and external qualities of a person consisting of physical and mental traits. External qualities (like colour, looks, dressing, style and communication) make a pleasing personality, which is necessary for making a good living; but the development of internal qualities, such as integrity, honesty, character, self-confidence, self-respect and others, make your personality 'dynamic', so called the 'positive' or 'complete personality'.

Charles M. Schwab has said—

“Personality is to a man what perfume is to a flower.”

> It does not teach the students how to face the realities of life in order to live happily and peacefully. The present education imparts the bookish knowledge, which the students store in mind and use it to pass the exams only. This knowledge is good for making a living but not a life. About the life, **H.W. Longfellow** says—

*“Life is real ! Life is earnest!
And the grave is not its goal.”*

> Our education confines the learning of a student in the class-room only like a bird in a cage. As said earlier, learning outside the class-room enables the student to enhance his/her intelligence by listening, seeing and observing the beauty of nature and of the earth. Storing of knowledge in class-room is not an intelligence, but learning outside by oneself is intelligence and one has further capacity to increase it. **Leo Tolstoy** has said—

“All we can know is that we know nothing.”

When you feel that you know nothing then you begin to learn. In this reference, I quote herebelow the example of **Henry Ford** :

▣ **Henry Ford** was so intelligent that he knew that ‘V-8’ engine could be developed in his factory itself. Since he did not have the technical know-how, he asked his engineers to develop and make V-8 engine. They replied, ‘it’s impossible.’ Ford did not relent and forced them to make it. But the engineers kept on repeating, “we know what can be made and what not. V-8 engine is impossible.” Henry Ford was adamant on his decision. After sometime those engineers came to him with V-8 engine.

How could those engineers turn out the ‘impossible work’ into ‘real’? They came out of the boundaries of education they had received in college and used their

intelligence. Henry Ford said to his engineers—

“Anyone who stops learning is old, whether at twenty or eighty. Anyone who keeps learning stays young. The greater thing in life is to keep your mind young.”

> How sad it is that our education has failed to inculcate in the hearts of students the feeling of patriotism and the sense of national pride, while, in fact, our ancient culture tells us that the primary responsibility of an Indian citizen is towards the nation, second is for the society, third is for the family, and the fourth is for the oneself. It is the moral duty of educators to pour in the drops of national feeling in every child's heart at school-level.

Remember, simply having an awareness to our national pride on every 15th August and 26th January by hoisting a flag, singing and listening to a few patriotic songs is not truly a national love.

In countries like China, Japan, England etc., the sense of national pride and love has always been at the top, but in India it is going downhill. The foreign companies are fast making India a good consumer market for their products so as to strengthen their own economy. This is certainly going to result in an adverse effect on our Indian economy as well as politics.

An example will be worth quoting here to know what the patriotism is—

- Once **Swami Ram Tirth** was invited to visit a school in Japan. He affectionately asked a child of that school, 'which religion do you belong to?' He respectfully answered, 'Boddh religion.' Swamiji again questioned him - 'what is your opinion about Buddha?' The child replied, 'Buddha is our God.' There- upon Swamiji further asked : 'Well, now tell me about Confucius.' He prudently answered: 'Confucius is a great saint.' Now Swamiji put his last question - "Listen, children! if a foreign country sends its army to attack on Japan, and the army's commander is Buddha or Confucius, at that time what would you do in defence of your country?"

Having heard so, that child lost his temper and spoke : 'I'll cut down the head of Buddha with my sword and trampled Confucius down with my feet.' On hearing such a patriotic reply from a child's mouth, Swamiji gave him a big round of applause and said—

"A country of such patriotic children can never be enslaved and nobody can check its progress."

Lord Byron has said —

"He who loves not his country can love nothing."

> Our education is, no doubt, producing good technicians scientists, teachers and other specialists but without giving them a long vision to meeting the complex challenge of life in future. We are generally taught in terms of the “immediate” but not in terms of “future”. Most of us know what is happening in the world - the threat of war, the nuclear bomb, the terrorism, the many tensions and conflicts that have brought about new crises. Therefore, the function of education is to bring about a mind that will not only act in the ‘immediate’. but also go beyond, so that our brain is always alert. **Keith Jarrett** has said—

“If you are going to do anything with life, you have sometimes to move away from it beyond all measurements. You must follow sometimes vision and dreams.”

> The vital aim of education is the inculcation of right values, which is totally missing in our educational system. There is no harm if we look for higher monetary returns for the jobs we are doing on the basis of our higher educational qualifications. But to merit a high salary, we are also expected to show our devotion and dedication and put in our best efforts. As said earlier, an education without moral science is worse than ignorance and illiteracy. For example, the man who speaks loudest about the evil of dowry is the one who has received one of the highest dowries because of being a professional degree holder.

> Education does not teach the children that there is only one universal religion and that is, '*the religion of love*' so that they can learn to live with Hindus, Muslims, Christians, Sikhs and others without the least trace of rancour. If this teaching is given at school-level, children would learn the virtues of tolerance and make a society that is totally clean.

To sum up, children need the true education, which means their mind, not only is capable of being excellent in subjects (say, mathematics, science or commerce and others), but also can never be drawn into the stream of society. Because that stream, which we call living, is greedy, corrupt and immoral (as said earlier). Besides the acquisition of knowledge from books, they must learn for themselves by watching and listening to everything that is happening around them, thereby enhancing their intelligence and wisdom, having a long vision. As such, through learning tendency, they will bring about a change in them, in order to become a different human being — that is, one who cares and loves people. Then our young generation will enjoy a true happy and peaceful life without any fear and greed, and the real purpose of our education will be served.

- True Education Lies In Learning Tendency

When I was a boy, I used to think that when one would grow up and know all the answers, at that point one's life would be easy. After I became adult and completed my education, I learned that moment of certainty would never come. Now I have discovered that every person is different and no one can ever be right, or know all the answers all the time.

A great scholar has said, "*an educated man has the ability to make a reasoned guess on the basis of insufficient information.*" This is precisely the point at which true education comes in and goes for beyond class-rooms. True education means :

- > Experience
- > Faith
- > Understanding
- > Courage
- > Independent thinking, feeling and action.

These are the qualities which translate class-room knowledge into wisdom and intelligence, provided you develop learning tendency.

- One person known for his “efficiency” in the office is just opposite in doing house-hold jobs. One evening after he had failed, despite many reminders received from his wife to tell the gas agency to replace the empty cylinder, she lost her temper and yelled at him, “why do you keep putting things off?” He replied without a moment’s pause, “I will tell you later.”

It is wise to keep in mind that neither success nor failure is ever final.

The following example illustrates true education—

- My friend was explaining how he handled rubbish problem of his home during sweeper’s strike:

“I just wrapped all rubbish nicely every day into a beautiful shopping bag. After parking my car, I left my shopping bag on the front seat with windows of the car open. My rubbish was always collected.”

It makes it clear that **if you are having learning tendency, you will not do different things in your life, but you will do things differently.**

This learning tendency is creativeness. You can judge yourself by your own thinking whether you want to read a book or you want book to read. Those who want to pass or kill time

generally prefer a book to read, but an eager one who has a learning tendency shall read a book. Winners always make commitments and losers make promises. A person having learning tendency will make commitment, not promise.

A person who does not have learning tendency prefers what is pleasant at present, but that turns into grief in the end. Thus a person having learning tendency makes a life, not living.

Remember....

It is a false notion that older people lose their ability to LEARN. The most successful doctors, lawyers, judges, businessmen and others get better with age.

In fact, in young age we become servants of our habits and can not get away from them. Habits are meant for our benefit and they should not imprison us.

- A 14 year old boy was found always complaining to his friends that his father knew very little about changing the present situations. After 7 years that boy was found saying to his friends that in last 7 years his father had changed and we were now on the same wavelength.

Now what is reality in this example? Has the boy changed or his father? If the boy was having learning tendency, he could have never said that his father had changed.

If you notice that someone is changing, it means you are changing. **Learning tendency brings changes in you, not in the other person.** To change ourselves is easy, not others. In fact, present generation has a tendency to show others that how much he knows, not how well.

Our education system is a hindrance to real learning. Students memorise the lesson and / or use the 'pass books' only to get pass-marks. The exams, in that way, are not a real test of one's intelligence. A professor of Oxford University once said—

“The purpose of an examination is to find out what students know, not what they don't know.”

Books give you the theoretical knowledge which should not be confined to obtain good marks only; it should be applied in practical life as well.

Do you know that—

- > **Thomas Alva Edison** (1847-1931)- U.S. inventor, his inventions include the phonograph and the incandescent electric lamp,
- > **Albert Einstein** (1879-1955) - born in Germany, U.S Physicist and mathematician, Nobel prize winner,
- > **Woodrow Wilson** (1856-1924)- 28th U.S. President,

- > **Winston Churchill** (1874-1965)- British statesman and noted for his leadership during world war II, Britain's prime minister,
- > **Leonardo D Vince** (1452-1519)-Italian painter, sculptor, architect and engineer, and
- > **Bill Gates** (of Microsoft) did poorly in their schools and they were school-dropouts?
What was common with them?

They all had the *learning tendency*.

The real education lies in learning tendency and the real learning begins outside the class-room Hence, do not concentrate simply on books, but cultivate the habit of learning tendency. Teachers and parents should try to create an atmosphere for students to "enjoy learning."

Remember, toppers in schools and colleges may not always be toppers in life until they have tendency to learn throughout their life. Mere education is not the solution of every problem, but learning tendency is.

"When you feel that you know nothing then you are ready to learn."

—The mother

"Learning makes a good man better and an ill-man worse."

—Thomas Fuller

What Harvard School of Education says. . .

A psychologist at the Harvard School of Education (U.S.A.) feels that less time should be spent in ranking children in a class and forcing them to obtain maximum marks in examinations. Instead, more time should be spent in helping them to develop their skills and talents, which will give them a feeling of satisfaction and competence. The reason being the education, which focuses on learning what is exactly in the text-books, produce less-intelligent children.

According to the above philosophy, knowledge is not learnt or gleaned from books which students read in class. Education outside the class-room is as important also, since it teaches students to experience life for themselves. It trains to apply principles to a problem themselves and they succeed in life with their own efforts and knowledge. Collection of knowledge from books is, therefore, not intelligence, but learning tendency is intelligence. In a class of fifty students different students obtain different grades, Why? It is due to the desire of a student whether he has a learning tendency.

Remember...

Bertrand Russell has said—

“We are born ignorant, not stupid. We are made stupid by education if not properly given and properly taken.”

This statement clearly conveys that education alone cannot convert a person into a gentleman. It is one's upbringing and environment (in which he or she lives), which go a long way in moulding one into perfect gentleman. In this regard, the Harvard's philosophy states that teachers, students and parents are players in the game and if either one stops, everything becomes heavy, unorganised and ceases to be fun for children.

In every day of life, no skill is more important than the interpersonal intelligence. This is developed through 'Emotional Intelligence' (EQ). This intelligence recognizes one's own feelings, behaviour and attitude and self - awareness.

Awareness, a disciplined approach to life and strong sense of empathy are some of the attributes of an emotionally intelligent person. Experts are of the opinion that a person with a high degree of emotional intelligence (EQ) is highly productive and effective. EQ produces feelings of warmth and friendliness towards everyone. It produces a strong and loving kindness towards every living being, which ultimately helps in the development of learning tendency.

Teachers and parents should, therefore, let

children do things themselves and they will do intelligently. They will achieve strong motives which will help them to motivate themselves, and as they will grow they will develop strong will-power through which they will be masters at motivating others. They will concentrate on performance rather than procedures.

In the end, one should be 'flexible' in mind to develop the learning tendency, since 'rigidity' paralyses one's growth and personality. If this habit is cultivated in a student by parents and teachers or even if children or teenagers develop themselves, they can score high in their life. Further, students increase their intelligence by understanding what they learn.

"The Intelligence is proved not by ease of learning but by understanding what we learn."

-Joseph Whitney

"If a man has talent and cannot use it, he has failed. If he has talent and uses half of it, he has partly failed. If he has a talent and learns somehow to use the whole of it, he has gloriously succeeded, and won a satisfaction and a triumph few men ever knew."

-Thomas Wolfe



Concept of Love

The very first thing of learning, which a true education demands today, is 'Love' so as to enable a person to become a perfect human being that is, one who cares with affection and loves others on this earth. **Benjamin Disraeli** has said, "*We are all born for love... It is the principle of existence and its only end.*" In fact, it's love that makes the world go round. Love begins in everyone's childhood. Child is himself a symbol of love; he is so innocent and mild, with purity in mind, that he loves all and enemies fall; he is so kind in nature that gives one flavour in thoughts and deeds for the universal creed. That's why God has assented to what the world's famous poet, **William Wordsworth** said—"*Child is father of the man.*" But, unfortunately, the child, when he grows up, forgets that God-gifted love for want of the real-education in school, which has now become the need of hour.

What is Love?

Someone has defined love like this - "*The will to extend one's self for the purpose of nurturing one's own or another's spiritual growth.*" In this definition you notice the word 'will'. What is will? We have to make distinction between 'desire' and 'action'. 'Desire' is not necessarily translated into

‘action’. Will is desire of sufficient intensity that it is translated into ‘action’. The difference between the two is equal to the difference between saying “I would like to go swimming tonight” and “I will go swimming tonight.” Everyone in our culture desires, to some extent, to be loving, yet many are not in fact loving. As such the desire to love is not itself love. *Love is as love does*. In other words, love is an act of will, that means both an intention and an action. Remember, ‘will’ also implies choice. We do not have to love, but we choose to love. If we are in fact not loving, it is because we have chosen not to love, and therefore we do not love, despite our good intentions. On the other hand, whenever we do exert ourselves in the cause of spiritual growth, it is because the choice to love has been made. In this reference, we quote an example from Shrimadbhagawat, Canto 10, Chapter 32, Verses 16-20, here as under :

■ Once **women of Brij** (Gopies) asked Lord **Shrikrishna** “Who is the best person in your view, among the following ones?”

1. There are some people who love those who love them.
2. Some people love those who do not love them.
3. But there are still others who do not love any of these two at all.

Shri Krishna replied—

1. Those who love others with intent to get love in return are selfish people. Such kind of love deteriorates and is eliminated in the end.
2. Those who love others, even if they do not receive love from them in return, are indeed great people and full of affection. Their behaviour is true and humanitarian.
3. Now the people who do not love anyone of them are of four kinds :
 - a) one, who is too much self-indulged;
 - b) second, who is not concerned with others;
 - c) third, who does not know whether any body loves him; and
 - d) the fourth kind of person is that who is spiteful and loves others with malafied intention and treats them maliciously.

The Lord's reply reveals that self-less love is the true love, which gives fulfilment to man's life in a real sense. True love does not see what you receive but what you give. Can you make your tendency of mind like this?

Develop your loving tendency :

- ▣ Once a person visited home of a poor family. When he came out, he saw one son of that family admiring his new car. The person explained that he had received this car as a

gift from his brother. That 12-year old son said, "I wish, when I grew old, I would gift a car to my elder brother."

Now you can imagine two types of tendencies can emerge :

- > Most of you can say, 'I wish I had a brother like that of the person.'
- > Rarely one can think what the poor family's son thought.

Now question is : How can the loving tendency (like that of the poor son) be achieved? It can be achieved when you keep the heart softer than the head, but the balance between the two is important because heart fulfils your wishes and head (mind) fulfils your NEEDS.

Let's see another example - how a son verified the brain, heart, tendency and behaviour of his parent?

- A son, after he fought in Vietnam, phoned his parent in U.S.A., "I am coming home. I have a friend who has lost his one arm and one leg, and I want him to live with us." Father replied, "Son, you don't know how much such a handicapped person would be a terrible burden on us." At this point the son disconnected the phone.

Few days later, they received a call from San- Francisco police informing that

their son had died. The parents flew to San Francisco, and were taken to identify the body of son. They recognized him but, to their horror, they discovered that their son had only one arm and one leg. The son wanted to know whether his parents possessed the ability of unconditional love.

Now we can learn these things from this example :

- > If you cannot be with the one who loves you, love the one you are with.
- > Children love their parents, but after a time they judge them.
- > The greater part of our happiness or misery depends on our mental constitution and not on our circumstances.
- > It's easy to forget but it's healthy to love.
- > Develop your brain power, not only through text-books, but through enjoyment with loving people
- > Try to move with good people because the meeting of two personalities is like the contact of two chemical substances. If there is any reaction, both are 'transformed'.

Remember....

Sir Bertrand Russell has said—

"To fear love is to fear life, and those who fear in life are already three parts dead."

It means, love is the most powerful force in the world. How love plays the vital role in life, just see herebelow the sayings of **Harry Emerson Fosdick** :

- > *Bitterness imprisons life — Love releases it.*
- > *Bitterness paralyses life — Love empowers it.*
- > *Bitterness sickens life — Love heals it.*
- > *Bitterness sours life — Love sweetens it.*
- > *Bitterness blinds life — Love anoints its eyes.*

Love begets love, it never recedes — this is the nature of a true love. Love is the only law of life. He who loves, lives; and he who is selfish is dying. *True love is the gift which God has given to man alone beneath the heaven.* - as said by **Sir Walter Scott**. But unfortunately, man has divided love into two :

- Passionate love, and
- Compassionate love.

Passionate love is filled with desire, while compassionate love with sympathy as well. If your love is passionate, it is with any reason, i.e. you need something in return. If it is compassionate, the above reason disappears. Thus, the whole life today is between passion and compassion.

Passionate love, which emerges from heart, is between husband, wife and children, while compassionate love is with all — like friends and relatives, which emerges from brain and is therefore

essential for our peace and mental stability. We can say that compassionate love is, to some extent, a purified love because you simply give and don't expect or ask for equal return. As we live close together, our prime purpose in life is to help others with compassionate (not passionate) love. However, this sort of love is likely to be exhausted very fast and the reason is *circumstances*. As regards the passionate love, it is restricting us to our personal desire.

Misconceptions about love

In the modern age the common misconception about love is the idea that '*dependency is love*'. Its effect is seen in an individual who becomes incapacitatingly depressed in response to a rejection or separation from spouse or lover. Such a person says, "I do not want to live, I can not live without my wife (or girl friend, husband or boyfriend)". That person, infact, is in need of an individual for his survival — he is a parasite on that individual. It is a matter of necessity rather than love. Love is the free exercise of choice. Two people love each other only when they are quite capable of living without each other and choose to live with each other. Love never claims 'return', it ever gives. Hence, dependency is not love but a manifestation of a mental illness or defect. **H.W. Longfellow** has said—

*“There’s nothing holier, in this life of ours,
than the first consciousness of love.”*

[In this phrase the word “consciousness” is important. The word ‘conscious’ is derived from the Latin prefix ‘con’, meaning ‘with’, and the word ‘scire’, meaning ‘to know’. When we become aware of a new truth, it is because we recognize it to be true; we re-know that which we knew all along. Therefore, consciousness is the development of awareness in all conscious mind of knowledge along with our unconscious mind, which already possesses that knowledge.]

The major misconception about love is the idea that ‘love is a feeling’. In fact, love is not a *feeling*, but an act of will. Many people possessing a feeling of love and even acting in response to that feeling, act in all manner of unloving. Genuine love implies commitment. It is volitional rather than emotional. The person who truly loves does so because of a decision to love. This person has made a commitment to be loving, whether or not the loving feeling is present. Hence, true love is not a feeling of love but an act of will. It is correct to say, ‘*Love is as love does.*’ Someone has said—

*“Love consists not in feeling great things, but
in having great detachment and in suffering
for the Beloved.”*

A True Love*

Krishna quits Brij forever,
 Radha looks dry to material eyes;
 But her love remains afresh,
 Rose - alike, with a new fragrance;
 That pleased Him so,
 He's back in arms;
 For herself she begs :
 Leave me alone
 And let love be pure
 In solitude,
 For His happiness
 Whilst living at distance.

* From Writer's "Poems"

Do not mix Love with Money :

Our present generation is generating their own ideas about love. They believe in “eating, drinking and being merry” as style of life. Their growing tendency is to mingle love with the material prosperity and so, they talk much about money. It's because of their unawareness to the difference between living and life. It's true that money is for material prosperity, but love is for spiritual prosperity. Now the question is, can the material prosperity alone bring peace and true happiness in their life?

Francis Bacon says, “*money is a good servant but a bad master.*’ If money becomes master, it may play a destructive role in your life. Money is a means to make a good living, not a life. ‘Living’ means the following of your daily routine work - whether pleasant or unpleasant, whereas life is for progress and peace. Life is to excel that can be possible when you love your life, not living. You can't buy good friends with money, but can get a better class of enemy. Moreover, one can not earn a billion dollars in an honest manner.

Smart money is earned by brain-power. It's not money but the true knowledge and wisdom that can develop your brain-power. Wisdom comes through learning, experience and education of life. The first teaching of this education is — Love God's

nature, the people, the nation and the world. Let us see what the great thinkers say about love :

“Mutual love, the crown of all our bliss.”

— **John Milton**

“All love is expansion, all selfishness is contraction. Love is therefore the only law of life.”

— **Swami Vivekananda**

“Love is space and time measured by the heart.”

— **G.C. Menotti**

*“The fountains mingle with the river;
And the rivers with the ocean;
The winds of heaven mix forever
With a sweet emotion;
Nothing in the world is single;
All things, by a law divine,
In one another’s being mingle —
Why not I with thine?”*

— **P. B. Shelley** : Love’s Philosophy

“Love is the only glimpse we are permitted of eternity.”

— **Helen Hayes**

“To love someone means to see him as God intended him.”

— **Fyodor Dostoevsky**

“The wise want love, and those who love want wisdom.”

— **P. B. Shelley**

Thus, the most powerful force in life is love. So that the children can also have the better learning about it, I now proceed to explain the whole concept of love in a simplified manner.

Meanwhile, you can read the song as **John Denver** sings :

Love is everywhere, I see it.

You are all that you can be,
go on and be it.

Life is perfect, I believe it.

Come and play the game with me.*

* By Courtesy — Cherry Lane Music Company.

Children must know...

1. What is Love ?

Love is a word that we use all the time to mean all sorts of different things, such as :

- ▣ I love dancing.
- ▣ I love my hairstyle.
- ▣ I love my friends
- ▣ I love to read my book.



But do we really know what love is?

Well.... Love is an attitude

- ▣ towards the people.....
- ▣ towards our nation.
- ▣ towards one Universal Religion
- ▣ towards the world



2. Do we need love?

Yes, we do. We need
to receive love in
order to
grow....



.... and also to give love
in order to feel alive.



Remember, one thing is sure !

If we do not give and receive love,
we cut ourselves off from life.



3. **Now, question is, how do we get love?**

- ▣ Is it something that drops on us unexpectedly?
- ▣ or is it something that pours itself into us?



Well....

There are many thousands of nice and worthy people whom we do not mingle with.



4. What is the Secret of Love?

- ▣ We often think that we would find true love if we could get the right person to love.
- ▣ But, in fact, Love is not something that happens to you...

....love is something that
you make happen.



5. How Does Love Work?

Love begins with giving.

The more love you give...

...the more you get back.

For example...

If I give you an ice-cream,

it makes me happy

because I know you like ice-cream

.... and it makes you happy

because it's delicious and because

I smile when you take it.

Now we are both smiling



Yes, Love is magic !

If you practice love everyday, you will soon be good to bring to your life something of new learning.

6. Does Love last for ever?

To make love last for ever there are four things which you must do...

▣ Trust :

You can grow in love together if you have the freedom to love each other. **Trust is what gives you the freedom to love.**

▣ Respect :

It means loving with all the different people....

.... and not just the ones whom you find most attractive.

▣ **Commitment :**

Commitment is what gives you the confidence to love more fully. If you are frightened of commitment ...are frightened of love.

▣ **Support :**

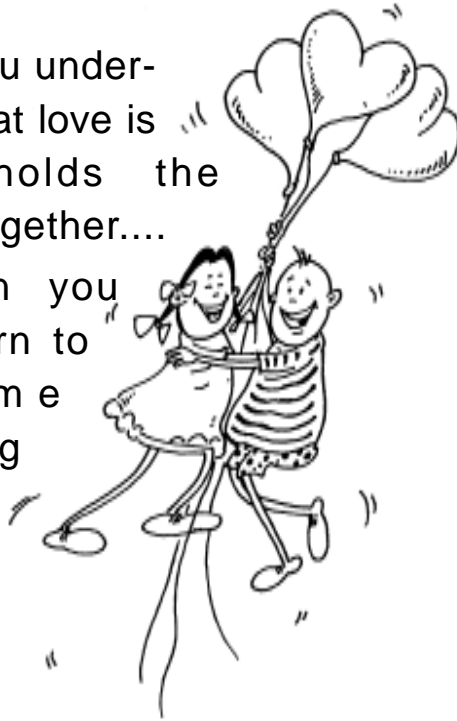
If you support each other....
.... can achieve miracles.

7. You must know....

- ▣ Love is not just about two persons who love each other. It is about the way you treat every one in your daily life.



- Once you understand that love is what holds the world together...
... then you can learn to become Loving People.



- Loving people know that whatever happens...
friends should remain friends for ever.



- ▣ Loving people have faith in courage. To them avoiding risks would mean avoiding life.
- ▣ Loving People's love gets into everyone.... everything.....



- ▣ Loving people know that love means...
constantly learning about life.





Personality

Recently I had an opportunity to meet and discuss the subject of personality with one of my friends, who had studied in California (U.S.A.) for five years, and I was little surprised when he said, “the biggest load you are carrying in your life is ‘PERSONALITY’. He explained : “we blame so many things for our heavyness, such as our —

- > Work
- > Relationship
- > Problems
- > Future plans
- > Desires
- > Expectations, and so on.

And it’s only personality that cuts you off from your natural joy. Personality is not your protector, it’s destroyer. It becomes dictator and deprives you of your character. Though, personality does have its place and role in life, yet it makes a rotten master but is a good servant. Hence, it’s safe if you dismantle your sense of personality in order to enjoy the natural joy.”

Can anyone of you agree with the above views? Some of you can, however, feel to arrive at this situation when you—

- > believe more in 'living', not 'life'.
- > have meagre knowledge and wisdom about the real life, and
- > consider, to some extent, the pleasing personality for job-seeking, rather than the 'dynamic' personality which is closely related to the intrinsic values of life.

In fact, life is more spiritual than material. It needs constant awareness to self - growth and development. To day neuroscientists are wroking on:

- > why do you laugh?
- > why do you cry?
- > why do you want to read the mind of others?
- > what are the side-effects of drugs?

They say :

- > Money brings you comfort but not peace of mind.
- > If you are talented, intellectual, intelligent and courageous, you will be at peace.
- > If you are simply skilled, competent and wise, your are not at absolute peace of mind.
- > Emotional joy is superior to the physical and intellectual joy is superior to the emotional.
- > If present mind is tuned to your action, it is life (i.e. real happiness).

Therefore, it becomes necessary to hold discussion on the personality formation, which

brings you the real happiness (i.e. the perpetual success in life).

What does form your Personality?

When we talk of personality, we do not merely mean that a person has charm, a smiling face, command over spoken language, or is perfect in appearance, or is a finalist for 'happiest' in this year's 'Miss Universe Contest'. Basically, personality is related to that element which controls our consciousness. In other words, personality reflects in our day-to-day behaviour, conduct, attitude and action. And that is the reason why personality defines the value of life.

In fact, '*personality*', is a subject of psychologists to debate. When they talk of personality, they mean a dynamic concept describing the growth and development of a person's whole psychological system, which entails a long discussion. For our purpose, they, however, convey their strong feeling that personality, apart from external qualities (like color, looks, dressing, style and communication), is closely related to internal factors, such as character, self-confidence, integrity, will-power, inclination (or liking), zeal and others. Development of internal qualities makes your personality dynamic, so called the 'complete personality'. And this complete personality is considered as a part of stable success in any sphere of life. **Charles M. Schwab** has said—

*"Personality is to man
what perfume is to a flower."*

Now let's see what other thinkers say about
it—

*I am the owner of the sphere,
of the seven stars....*

— R.W. Emerson

*I recognize that I am made up of several
persons....*

— W.S. Maugham

*"
He has a mind and he knows it,
He has a will he shows it,
He sees his way and goes it,
He draws a line and toes it,
He has a chance and takes it,
He sees the path the Lord trod,
And grips the hand of God."*

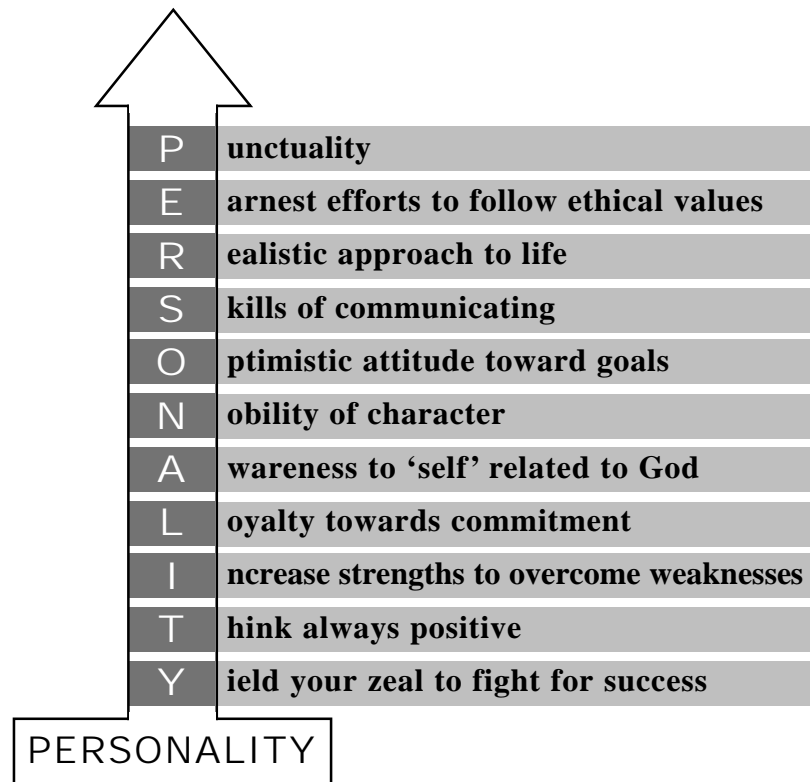
— Thornton Wilder

*Personality is indefinable thing, a strange
force that has power over the souls of men.*

— J. L. Nehru

The word 'PERSONALITY' is composed of eleven letters, Each letter, on an analysis, interprets it's real meaning and does reflect the essence of a successful life, as shown in

diagram*—



Remember...

The secret of success behind the great people, who so far have been in this world, is not solely that they were born with the immense talent or resources but, in fact, that they owned the impressive personality. A few of such examples are given herebelow :

- ▣ **Lal Bahadur Shastri** often had to swim across the Ganges river so as to reach his

* For details please refer to the Writer's book 'Positive Personality'

school as he was unable to pay the boat-fare. He became the Prime Minister of India on the strength of his characteristic - qualities.

- ▣ It is said that though **Mahatma Gandhi** was not much brilliant in his school days, yet he produced the best writing work of his time in the world.
- ▣ The novel-emperor, (Munshi) **Premchand**, contributed the excellent literature to The world even in the days of hardships.
- ▣ **Sir Issac Newton** was son of a poor ironsmith and he had surprised the world with his invention, 'Law of Gravitation'.
- ▣ A tall, lean and ugly - looking poor chap used to cut wood in the forest for making fire to study in its light at home, since he was not fortunate enough to read in school. He would also go barefoot a long distance to borrow book from somebody for reading. That boy, **Abraham Lincoln** instilled in him the personality - traits which were necessary to attain the objective of his life he had set. Moving ahead with a positive attitude, he soon became the object of people's praise for his noble deeds performed for the good cause of the human race. He became the 'Fate of America', which was his childhood's dream.

Biographies of other great personalities also reveal that, with few exceptions, all of them were born and brought up in poor families. Great thinker, **R.W. Emerson**, has also said—

“The greatest man in the history was the poorest.”

In adversities people, in fact, learn the art of living so as to bring in peace and real happiness, thus enjoying the stability of success related to the meaning of human life. As such, all great personalities understood these three laws of living and practised them in life —

- > Whatever I sow, I will reap.
- > Whatever is new, will become old, and
- > Whatever I don't use, I lose. (This means that they availed the opportunities when found or created by their own.)

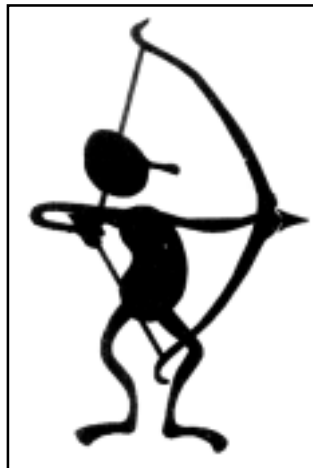
Further, they disciplined their life in such a manner that they never deviated from the path of action and reached the heights of success enthusiastically.

As such, personality is a dynamic force that determines one's success or failure in life. You need the learning as how to develop personality, which will be explained, with a brief sketch of Eklavya's life.

Develop your Personality

In the era of Mahabharata, there was a boy named **Eklavya** who, living in a wretched condition, possessed all requisite qualities of a dynamic personality. He had such a strong urge to become the best archer in the world that he, with his positive and optimistic outlook, perceived a ray of hope even in darkness and immersed himself into learning the archery. With his continued struggle he ultimately achieved the goal of his life, without any exterior help. A brief sketch of his life is given herebelow :

- “Once, in his boyhood, Eklavya asked his mother for milk and he was offered the white - clay mixture, which he had to drink as milk. Having a profound interest in archery, he developed his strong will-power with the aim to become an ace-archer in his life. He, therefore, went out in search of a teacher and reached the hermit of Dronacharya to learn the art of archery under his fold. But



Dronacharya flatly refused to teach him as he belonged to the lowest community.”

Eklavya wasn't disappointed by it. Rather he got an inspiration to move ahead for self-preparation in order to fight for success. With his spiritual strength and increased self-confidence he immediately resolved to become a champion in the field. He lived in the dense forest alone, and made a clay - effigy of Dronacharya. He paid his respectful homage to that effigy, and then he immersed himself into learning the archery. By doing the continual self-practice he soon became so proficient in this art that one day in the forest, on hearing the barking of a dog at the distance, he shot seven arrows at the source of barking - sound and fastened the mouth of dog with those arrows. That dog belonged to Arjun who was disciple of Guru Dronacharya.

Arjun was so much surprised to see Eklavya's expertise, skill and intelligence that he immediately rushed to his guru's hermitage to report this incident. Hearing so, Dronacharya at once called upon the boy and eagerly questioned him, 'Who's your teacher?' Showing him (Dronacharya) the clay-made effigy, Eklavya humbly replied, "Sir, you're my teacher." Having heard so from his mouth, Dronacharya immediately

demanded the thumb of his right hand, which Eklavya surrendered into his feet with pleasure.

The above illustration depicts the personality of Eklavya. As all his behaviour, attitude and actions are exhibited in it, we can draw out the elements of personality formation, which is said to be essential for one's success in life, and some of them are discussed as under :

1. **Character :**

It is a combination of integrity, honesty, unselfishness, conviction, courage, loyalty and self-respect. It needs to be preserved more than the richest jewel in the world.

C. Rajgopalachari once, at Agra University Convocation address, said to the students—

“The loans that we take from foreign countries carry simple interest, but deterioration of the character goes on with compound interest”

- Prior to being the President of America, **Abraham Lincoln** was a famous lawyer. In his entire career as an advocate, he had never taken a false case to plead in the court. Once a lady offered him 200 dollars to study her case. He refused to accept the amount saying that her case was weak.

When the woman insisted, he explained, “I don’t charge fee for my duties. Study of file is a part of it.” Such was the personality of Abraham Lincoln, infused with a good character - truth, honesty and self-respect.

Moral values, faith and personality combine together to form an individual’s character. It is reflected in our behaviour, attitude and action. It is more precious than all the world’s wealth put together. In the words of **Samuel Smiles—**

“The crown and glory of life is character. It is noblest possession of man, It exercises a greater power than wealth and secures all the honour without the jealousies of fame.”

In the life - sketch of Eklavya, the sequence of his events clearly shows that he was a man of character and moral science. On the strength of his strong conviction and the ethical values he moved forward to build such a high goal of his life even though he was living in the most unfortunate conditions. He could, however, convert an ‘impossible’ task into ‘possible’ by force of his internal characteristics.

2. Positive Attitude :

Our positive attitude determines how we look at dark or setback. When Eklavya got a glass of white coloured mixture from his mother, he

considered it to drink like milk. Positive thinking enables you to be in the state of equanimity, in which you stay away from any tension, fear, delusion or any disorder of mind, but rather you make an easy approach to a problem. For better understanding, two examples are given herebelow :

- A person once asked a shepherd, 'how'll be the weather today?' He replied, "The way I want it to be.". "How can that be? Is weather your slave?" - that person asked. The shepherd answered — "No, it's not my slave; weather in all circumstances would be as per God's will, and in what way He is pleased, my happiness lies in his pleasure. So, my friend ! what's then to feel sad about? I agree with his wishes and so I said, the way I want it to be."

You have noticed such a positive attitude of the shepherd. The questioner was surprised to hear the shepherd's statement, since he wanted to fulfil his wishes in every circumstances. If things didn't turn out to be in accord with his wishes, he would grumble, feel disappointed and wouldn't have a lead to happy life. So from the viewpoint of the shepherd, he learnt that circumstances couldn't be changed. What we can change is our mind and the way we look at things.

- In the year of 1945, at Dakor (Gujrat), there was an event of group singing of

devotional songs, being held in Shri Ranchhor's temple, in which **Sant Narhari** announced that **Ustad Razak Hussain** would render a musical performance. On hearing this announcement, a majority of brahmins spoke : "till now no muslim has been allowed to render the devotional music in this vaishnava temple and hence such a programme should not be held here to protect our religious sentiments". Thereupon sant Narhari brought a tabla near those brahmins and asked them, 'what's in my hand?' 'Tabla'— they said. "Could you tell me what materials this tabla is made of?" "Yes, of wood and leather", they answered. "And of the same leather made shoes you use and put off before entrance to this place. Then how did you allow this tabla to be used inside the temple?"— Sant argued. Hearing so, those brahmins surrendered their protest and were quietened.

Sant began to preach them : "you must change your thinking so as to recognize the muslim singer as a human being like you and I, who is a part and parcel of the Universal God, irrespective of any caste, creed or religion, and therefore have the pleasure of his association and musical performance." The impact of his advice was such on their minds that all brahmins

and others present in the temple had turned to positive thinking; they welcomed Ustad Razak Hussain with garlands and much appreciated his musical performance.

In the above two examples you have noted that 'positive thinking' is fundamental and very crucial step to build your positive attitude. It instills enthusiasm and with that, you can just make things happen. Hence, think always positively as : I am capable, fortunate, confident, intelligent, energetic, enthusiastic.... These thoughts induce you to the will to accomplish your goal.

In the illustration of Eklavya you get some vital **points of learning** in order to build a bright future, and they are—

- Set an objective of your life, which is said to be the foundation of success.
Eklavya's ambition of life was to become an ace-archer.
- Decide your goal conformably to your deep interest.
Eklavya's inclination was very much in the art of archery.
- Make a 'determination' through your strong will power before embarking upon your goal, so that you remain unaffected with the unforeseen hurdles on the path of success.

Eklavya was determined to learn the art of archery from a great teacher like Dronacharya. When Dronacharya refused to teach the low-cast boy, he made a clay-effigy of Dronacharya and placed him as his ideal teacher.

- Resolve to attain the defined-goal in order to make your determination as a firm decision. By this act you get the stability of mind to your goal.

Determination of Eklavya was so strong that he dedicated himself in the continual practice of archery until he successfully shot his seven arrows to fasten the mouth of Arjun's dog, since Dronacharya wanted Arjun to be a champion in the field.

- Abstain from the negative feeling of 'inferiority' for lacking resources. Rather you consider your skills and capabilities, which you evaluate by self-demonstration and move on positive side successfully.

Eklavya had neither a companion or master to guide, nor any arrangement to evaluate his progress during the practice, but he did not pay any attention to these downsides. The most precious thing with him was his '*ambition*', through which he was evaluating his progress correctly to rise further. And with such a positive thinking he made a big ambition to be his life.

Remember...

During childhood, we form attitudes that last for a lifetime. It would be easier to acquire a positive attitude during our formative years.

Say this to yourself every morning :

- > Today is going to be a great day.
- > I can be satisfied if I try to do my best.
- > There is always something to be happy about.
- > I am going to make someone happy today.
- > Things don't get better by worrying about them.
- > Always be an optimist.

3. Self-confidence :

As it is generally seen, it's very easy to lose confidence in oneself. The confidence slowly vanishes. The present does not project a bright future, and it is this fear of uncertainty that makes us lose confidence in life. What should we do then?

Great thinker, **R.W. Emerson**, says - "*Trust thyself*". It means the confidence we should instill in our self, first. When you become introspective and start working to cultivate the garden within yourself, you get to know and recognize your real being. Soul is a spiritual energy. When you trust

this energy, you appear to believe that your trust is also filled with energy. You may look very energetic outwardly; but if you lack trust in yourself, you will be the weakish person. Hence, the foremost requirement to build self-confidence is 'trust' which you should develop in the self.

Remember...

Trust is a primary attribute associated with your self-confidence. Make sure that trust is never broken, otherwise it will have adverse effect on your personality. It is a confidence nurtured in the truth of God and self, which leads you to victory. In this way, self-confidence is a part of personality formation.

Now coming to the illustration of Eklavya, it is apparently seen that he was filled with self-confidence in all respects - thinking, actions and behaviour. Some **points of interest** can be drawn out as under :-

- > He always kept his morale high in order to excel his life. since he was aware of his real being, his real existence and real purpose of living. This is the reason that he had no anxiety or fear of any unwelcom situations, surroundings and the events to occur in his life.
- > He courageously made a life-time ambition, which was a stimulating factor to increase his

self-confidence.

- > The refusal of Dronacharya to accept Eklavya as a disciple was really a motivation for him to move ahead with a strong will - power and to enhance his self-confidence.
- > His staunch faith in the clay-effigy of Dronacharya as his ideal teacher was an energy to boost his self - confidence,
- > An offering of his thumb to Dronacharya was the symbol of a big achievement of Eklavya, which could be made possible due to the intensive self - confidence he had.

4. Will-Power :

In the illustration we find that strong will-power of Eklavya was a significant part of his personality, which contributed most to shape his life to dream he had in his early days. So it will be meaningful to discuss here *what a will-power is and how it works in one's achievement*.

Generally, everyone feels the need to improve himself. If I desire to improve myself, I must first recognize the need for improvement. For instance, I want to give up smoking and I have the intense desire to stop, then half the battle is already won. I will seek out a suitable method to be applied to myself wholeheartedly. If, however, there is only the feeling to stop, but not the firm will-power, then no

matter how many methods I adopt, will all prove ineffective and success will be nothing more than an illusion. **Thomas Mann** has said—

“Human reason needs only to will more strongly, and she is fate.”

Will - power is a powerful instinct of mind, like a battery, which generates energy within you. It propels you to an action with greater force. You may call it a burning desire, which motivates you to achieve a purpose. In fact, this is a starting point of your movement to convert your dream into reality.

Nepolean Hill has said—

“Whatever the mind of man can conceive and believe, the mind can achieve.”

When you have a strong will-power, it gets converted into ‘interest’ or liking, which is the advanced form of natural instinct within you. You set the goal in accord with your interest for achievement. As such, by making a strong will-power, you—

- > increase your self-confidence,
- > rouse your zeal for accomplishment,
- > get courage to fight for success,
- > bring a sense of dedication in your work, and, thus
- > move to plan a way of success with positive attitude.

Goethe has said—

“He who is of firm will moulds the world to himself.”

Main Consideration of ‘interest’

When you work in the field of your interest, your both, mental and physical, energies get immersed together in the accomplishment of work. In this situation you do not feel tired and your excitement remains intact. The main feature of interest is that it adds beauty to your work in a qualitative manner, which is ultimately the achievement of a goal.

It is implied that the interest (or liking) is related to one’s mind and this mind is not in control of an external entity. This is how one’s nature is. If you want to hum a song, you will do that even in the late night. What one’s mind resolves, it rests only after achieving it. As such, your interest is the main factor for consideration at the time of setting the goal.

Relationship between Mind and Liking :

Does liking or interest take its roots in mind in a casual way? The answer is ‘no’. In fact, there is a development sequence of ‘interest’, which can easily be understood in the following manner:

Desire → Intense will-power → Natural instinct →
 Hobby → Interest (or liking)



Where individuals's attention
 is centred

It means :

1. Heaps of desire arise in the mind.
2. Dominant desire becomes the intense will - power.
3. Intense will-power stays in mind and takes the form of natural instinct (called tendency).
4. Strong tendency converts into hobby, and then
5. Hobby into *interest*. This is the special natural instinct, on which an individual's attention is centred.

Points to remember :

- > In the absence of strong will-power, interest is not developed.
- > In the lack of interest one doesn't get success, because the unwilling work is done half-heartedly - That means the hands are in motion like a machine but the mind is fixed somewhere else.
- > Thus, there is a deep relationship between mind and interest (which is the developed form of a strong will-power).

Remember...

Victor Hugo has said—

“People do not lack strength, they lack will.”

In the absence of a firm will-power, negative thoughts enter in your mind, which result in an adverse effect on the strengths within you. In this reference, an illustrious example of Arjun is given here from Mahabharata—

- “After taking an overview of the warriors of both sides - Pandavas and Kauravas - assembled to fight in the battlefield of Kurukshetre, Arjun was affected by ‘delusion’ that his respectable elders, teachers, relatives, friends and well-wishers would be killed by his engagement in the battle and, thus, his sinful action would deviate him from the path of elevation. With such a negative approach, he felt so much upset that he threw aside his ‘gandiva’ bow and arrows, and sank into the hinder part of his chariot, like a coward man.”

Now, the question is — what was that happened to Arjun, he did so? The answer is simple; his will-power was not strong enough to sustain his self-confidence and courage toward the aim to fight and win the battle. Being present on Arjun’s chariot, Lord

Shri Krishna understood the state of Arjun's mind and immediately recognized the need to improve his 'self' so that he would develop his will- power, which Lord considered most the source of cause to recover the lost confidence, his ambition, courage and other attributes in order to make Arjun lead to victory. He, therefore, began to preach him, as his teacher, directing him to fulfil the purpose of life by constant development of his will-power so as to ensure his stability of mind in all directions.



Power of Mind

Realize the power of mind

The power of mind wins over all physical weaknesses. Its excitement is so great that it seems like a ripple of electric - waves in our body. Those who play roles in theatre are very aware of the mysteries of mind - power. Once a stage artist hinting on the fact side :

"We never fall sick because we do not wish to feel sick. We have a determination to perform our show on the stage at night, since we know that thousands of spectators must be eagerly waiting for our performance, and this very thought keeps diseases away from us. Even if we become the victim of some terrible disease, but once we are on the stage, we forget the pain of that disease as we have a strong will - power to play our role under any circumstances. This sense of 'must' keeps us active. So, tell us now, how can the disease stand against the firmness of our mind?"

In this context, we take an example of Henry Irving :

- **Henry Irving** was most popular artist of his times in America. Due to excessive hard - work, his health began to deteriorate. Despite the growing

illness he gave performances on the stage. When he had a schedule to perform the role of Backett, his doctors strongly advised him to quit the acting but he did not pay any attention thereto, and continued to perform on stage. One night a doctor warned him that if he continued to exert himself, he might not live long. Hearing so, he gave a smile and stepped further to the stage as per his schedule. That night his performance was memorable, far and wide. He even belied the doctors regarding his life.

There was another actor, suffering from rheumatism. Because of heavy pain in his joints it was difficult for him to move even with the help of walking - stick. But surprisingly, when he went on the stage, he gave wonderful performance and never felt the pain. One day someone asked him about this mystery, he replied—

“I myself don’t know how this happens. I only know that when I hear the sound of mind, my body feels thrilling and I dance to its tune.”

It is also said that when San Francisco city was struck with earthquake, even the paralysed people were cured. This was due to the realization of the mind - power.

Points of Learning :

1. Hear the sound of your mind.
2. Look upon your interest before you proceed for any work.
3. You must have a goal, before you score.

Remember...

All the great personalities born in this world had set goals for themselves in accord with their 'interest'. Few examples are given herebelow—

- ▣ An American farmer's son, **Henry Ford**, invented a petrol-run 'buggie' in 1893, at the age of thirty. He dreamt, 'I will build a car for the great multitude... so low in price that no man will be unable to own one.' He never lost the sight of his goal and in 1903 he established the Ford Motor Company at Detroit and soon thereafter became the largest producer of cars in the world. His interest sustained his enthusiasm and was able to realize his goal.
- ▣ **William Shakespeare** had a deep interest in writing plays and so he succeeded in becoming the greatest dramatist of all times.
- ▣ **Mozart** was able to become one of the greatest musicians of all times, since music was his passion.
- ▣ On 1st July, 1961, a dynamic intelligence was

born in the form of **Kalpna Chawla** in Karnal, India. At the tender age of thirteen, she had set a goal of her life, and that was to become a 'Aeronautical Scientist.' Despite the tremendous resistance from her parents, she obtained the Bachelor's degree in Aeronautical Engineering from Punjab and left for the U.S.A. She courageously dedicated herself in making a successful career in that field, and ultimately, in 1997, Kalpna was chosen for NASA. Her dream was materialized on 16th January, 2003, when in a spacecraft she flew into space. Unfortunately, her spacecraft disintegrated while returning to the earth. Kalpana Chawla will always be remembered for her keen interest, courage, strong will-power, determination and dedication, and be the source of inspiration for the youth.

Points to Note :

- a) An ambition is directly related to one's inner desire. You can not go against it for long. One day your interest will drag you towards that. So it is better that you keep in mind your interest from the very beginning.
- b) If somebody tries to pull you apart from your interest, it means that he / she is envious of you. Hence, you should ignore such people.
- c) Choose your work with care. See that it's matching your interest.

- d) None of the tasks is low or derogatory. Henry Ford started his life as a bicycle - repairer who mended the punctured tyres. The real success lies in becoming a big man from a small one as a little droplet of water takes the form of ocean - like.

It is, therefore, essential that parents should let their children choose the career in conformity with their own interest only. If they force children to do work unwillingly, the result would be like that of Master Chemsford.

Example of an unwilling task ;

- Chemsford Diamond, an international diamond firm of repute. dealing in billions of dollars was involved in export-import business of diamonds from New York city. The owner of this firm was **Diana Chemsford**, a widow living with her son and a daughter.

Diana was in this hope that her son, **Master Chemsford**, would handle the family business and she would relax. But this was not to be. He wanted to become a painter. Day and night he was busy with his canvas. When he was twenty years of age, his mother spoke to him at dinner : *“You have completed the education in college, now you ought to take your place in the office from tomorrow and learn the ropes of business.”* The boy was

hesitant but replied, *“Mother, I don’t have much interest in this work; my sister can very well look after the business.”* She didn’t pay any attention to his reply and went away from the place. He also didn’t go to the office for three days.

On the fourth day, mother went to his room and, to her great surprise, found him dishevelled, red-eyed, with a brush in his hand. Room was in disorder with paintings lying about. She was aghast at this terrible sight and spoke : *“What’s all this?”* Her son said, *“Painting is my passion. I have a great wish to become an artist, so am unable to handle the family-business”*. Diana felt extremely sorry. This was not what she had expected — a billionaire business woman’s son and his such a hobby! This was not acceptable to her at all. She tried her best to prevail upon him but it was of no use because of his firm determination. He sincerely apologized for hurting his mother’s feelings but wouldn’t relent. He spoke to his mother, *“Painting is my natural hobby which has converted into my deep ‘interest’ itself. It’s my life. I feel that I can become an excellent artist. Very soon I would display my works of painting in a art gallery and I’m sure that both the critics and spectators would appreciate my work. Thus, the fame I am about to earn would definitely add to your standing in the society.”* Hearing

so, the mother smiled and asked her son, *“OKay, you go ahead with your hobby but tell me, when do you expect to organise the exhibition?”* *“Probably in next month”*— the son replied. *“Best of luck”*, she wished him and went out of his room.

Next month, an exhibition was organised in the New York Art Gallery. Several critics and numerous other people visited it. Two critics of high acclaim were also among them. Keeping their hands on his shoulder they said to him, “we’re glad to see your work. Continue your efforts.” One lady observed, “This boy is extremely talented. He’ll become one day an out-standing artist.” The general appreciation of the visitors present in the gallery made him sure that his mother would permit him to carry on with painting. In a cheerful mood he came to his mother, Diana, and spoke : “See, mom! every one has appreciated my work. Will you now allow me to continue with it?” She smilingly said : “my son, the next day’s newspapers will be filled with your praises, and in that situation how can I stop you from moving on?”

Next morning proved to be a great shock to Master Chemsford. Leaving two leading newspapers, his exhibition was not in the coverage of any dailies. Even in those two paper, the criticism published was

negative which left the boy totally speechless and to stand nowhere...

“These days, the young generation of wealthy people have developed a new taste and strangest hobbies. They think they could get on well with anything in the name of art. We have never come across such tasteless works of art — neither an eye-catching colour combination, nor the soaring imagination of an artist. We would advise Master Chemsford to leave the hobby of painting and look after the parental business.”

Such cruel words broke his heart and crushed his life - long ambition. He went to his mother and said, “I realize that I made a wrong decision. I don’t possess the qualities of an artist. Though unwillingly, I’ll join your hands in business today itself.” Diana was too much happy. She comforted him by saying that he would soon forget his craving for brush and colours. She believed that her son would soon be lost in glitter and riches of diamonds.

Totally disheartened, he left painting for good and went to his parental business empire, since he felt that he hadn’t have enough talent to become a successful artist. But one day his emotions and feelings were dashed. Something unimaginable happened. A newspaper carried a cover story about his

mother with disclosure of facts. The exposure was too discomfoting. Diana had paid off the art - critics to give negative criticism to her son's paintings. She had also paid good money to all press - editors on pre-night of the event to stop giving any coverage in his favour. This newspaper condemned Diana for spoiling her talented child's future.

Master Chemsfard was crestfallen. He muttered, *"Oh, mother! you have ruined my life... you have no idea about what and how I've gone through, how frustrated I've been. I trusted you and lost faith in my ability... Now I've lost whatever the latent qualities I had. I'll not be able to achieve anything, reach anywhere, because I have no will - power left. What'll I do with such a meaningless life?"* This boy went mad and thought his life with no purpose would remain as such. He was admitted in a mental hospital.

See the dangerous consequences of going against one's own inclination. What did Diana Chemsford achieve in the end? -

- > Her son could not lead a peaceful life.
- > Neither could he be a businessman nor an artist.
- > Her son lost his mental balance, and
- > she lost her son, too.

Advice to Young Students :

You should watch your interest from your school days. You should listen to the songs of birds, look at the sky, stars and moon, see the beauty of trees, flowers and of other things on the earth. By doing so, you come to know precisely what your tastes are and where they would take you in life, thereby you would be able to develop your real taste into a particular interest, like Kalpana Chawala, who had developed her particular interest in aeronautics at the age of thirteen.

Fashion designer, **Raghvendra Rathod** says - *"When I was in New York, there was a grand building near our school, housing the offices of world - class designers. I always used to dream about entering and sitting in one of these offices. This thinking inspired me to rise in the field of fashion designing."*

So develop your interest in a particular field and concentrate thereon during your school days, so that you are able to build a successful career in your life.

Remember...

Focusing energy on your interest will yield tremendous result. **Sachin Tendulkar** is a shining example. When he was in school, he saw his interest and accordingly diverted his energies on cricket, and now you see where he is today.

Develop your Brain - Power

Everyone knows that to keep the body healthy and fit regular exercise helps to a greater extent. Similarly, your brain too needs exercise to stay in top working condition.

First, let us understand what happens in the brain. The brain is a network of nerve cells which communicate with each other via chemicals called neurotransmitters. For two opposite cells to talk, the first or one has to release some neurotransmitter, the second or other one has to receive it and the first has to take back whatever the second is unable to consume. And if first fails to take that back, it results in depression. Depression is a genuine illness and hence to be taken seriously.

Now, understand what is the reason of depression ? It is caused by being in the present but thinking about future. In fact, it splits in your thinking that separates you inside from outside. **Solution** : Ask yourself what problem you have right now, not five minutes later or tomorrow, or a year. Concentrate what is wrong with the moment. You can cope with the now, but can never cope with the future. Hence, come into the present moment, not past and not the future.

Remember, today we search outwardly for

the causes and solutions to all our problems, but we forget that the source of all problems and solutions is in our mind. The world can become good only if the **mind** of the individual becomes good. With an understanding of the other world, it is essential that we also get to know the inner world.

Most people accept the loss of memory and activity while ageing. In fact, growing older does not have to mean growing dimmer as well. Some people believe that as person is aged, his brain cell dies. This is not true. Under right conditions, even aged person's brain can grow new neurons.

One way to engage your mind is to exercise like you exercise your body. Few popular brain games and few activities of daily routine keep your brain alive. This is called *neurobic exercise*. In this exercise, a person's five physical senses are used in the unexpected ways and he is encouraged to shake up his daily routine. Neurobic exercises are fun and easy that can be done anywhere anytime. They are designed to help the brain to manufacture its own neurons.

Studies suggest a link between exercise and healthy thinking. For example, researchers have found that mice, which were allowed to run, contained more newly formed neurons as compared to those of non-runners. It shows that physical exercise is good for mental health as well. Similarly, social interaction also helps in rejuvenating your

mind. Having a network of friends is also good for your mental health.

Interestingly, most of us spend a lot of time stimulating our children's mind, so that they can grow smart.

Tips to develop children's brain-power :

1. Cultivate in them the habit of thinking always **positive** so as to stop the negative thoughts to enter in their mind.

□ Once a young reporter put this question to **Thomas Alva Edison** - "Mr. Edison, how does it feel to have failed 10,000 times in your experiments?" He replied - "Young man, since you are starting your life, I'll give you a clue that will benefit you in future, and that clue is : *I have not failed 10,000 times. I have successfully found 10,000 ways that will not work.*"

Therefore, young students should try to enter into other world than keeping themselves busy in only text-books. They should have a positive attitude in relation to work.

2. Initiate them to do some creative work outside class-room so as to develop the brain-power by learning some new things.
3. Apart from the outdoor games, encourage them to play some indoor games like chess,

bridge and others in which the brain is used.

4. Let them be free from any sense of fear. Fears are a drain on our mental energy and are main stumbling-blocks to our mental progress.
5. Encourage your children to use changes as opportunities to learn something new and develop their brain - power. Change is the law of Nature. Every minute, changes are taking place. What we were one hour before, we are not now. So don't oppose changes in life.
6. Do not develop the sense of any 'complex' in your children. Let them perform each and every genuine task that adds to their mental progress, however small it may be. Small things are as important as big things for learning.

□ Once **Dr. Annie Besant** (1847-1933) was invited to be the chairperson of a meeting. She had to deliver a presiding speech also. Organisers of the meeting went to her house a little earlier to take her to the meeting. They were amazed to see her cleaning the chimney of a lamp; her hands were black. When questioned, Dr. Besant replied— “presiding over a function and cleaning the chimney both are equally important to me. I learn some

new things when I do some small work in leisure time.”

7. Give the feeling of confidence in your children that whatever others can do, they can also do. It is only a question of awakening of their dormant mental faculties.
8. Your children can learn from every situation. Every occasion is an experience for us. No two situations are alike. Every moment is different from the other, although we may not notice it. Our job is to extract as much benefit from every experience as we can. So through this learning they can develop the brain - power, to some extent.
9. Do they use their brain while watching T.V.? Visualisation or imagination can be a powerful tool to help them in developing their brain - power. For instance, they should watch ‘Quiz’ programme on T.V. with more brain than eyes.
10. **Brain - storming** : It’s a powerful tool to develop one’s brain - power. Some **examples** are given as follows :
 - ❑ A miser called a doctor; priest and his lawyer when he was nearing death on bed. He said to them, “all say that you can’t take away money, but I am going to try.” He gave one envelop to each of

them, containing 30,000 dollars cash (in each envelop) and asked them to throw these envelops just when his casket was lowered in the grave. At the funeral each man threw in the envelop.

On the way home, the priest confessed, 'I needed money for the church, so I took out 10,000 dollars and threw only 20,000 dollars.' The doctor also threw 20,000 dollars. Now the lawyer said, "Gentlemen, I'm ashamed of you. I took out all dollars., put in that envelop a cheque of full amount and threw it in the grave."

□ Is money earned by brain or labour?

A corporal reported to a new regiment with a secret note from his old captain : 'This man will be a great soldier if you can cure him for his gambling.' Having seen that secret note, the new commander looked at the corporal and barked, 'What kind of thing do you bet on?' 'Anything', said the corporal. He initiated betting by saying to new commander, "I would bet you a month's pay that you have a birth-mark under your right arm." The commanding officer said - "put down your money on the table." The commander then put off his shirt to prove that he had no

birth-mark and pocketed the whole money.

He phoned the old captain and said, “the corporal will now never bet and he narrated the incident.” The old captain replied, “don’t be too sure, he just made a bet with me for enormous amount that he would get you to take off your shirt within few minutes after reporting. He has done that.”

- ❑ In a battle a ‘gora’ officer was captured by a black negro soldier. White man said arrogantly, ‘I shall never surrender to a black man.’ That black man was intelligent. With the use of his brain, he placed his gun at his forehead and threatened him with politeness : “Gentleman, I’m sorry, but I can’t become a white man for you here. If you do not come with me, I won’t hesitate to kill you.” His way of talking was so powerful that the white man had to obey him.
- ❑ When **Caesar** was entering the Britain’s boundary, he stumbled and was about to fall when he bent down and picked up the soil and said smilingly: “Look, this soil is indicative of our victory.”

This example shows the presence of mind and brain - power.

- When **Nepoleon Bonaparte** returned from Elva island to recapture France, an army was sent to check his entrance and capture him. Having seen the army coming forward to him, he immediately removed his coat, bared his chest and challenged in a loud and powerful manner - "Soldiers ! would you shoot your own emperor? If so, come, I'm ready." It was his sharp brain that he used such words and the soldiers had to shift their loyalties to him.

11. Develop their habit of reading good general books, magazines and newspapers, which will add to their knowledge and wisdom.

In the end, follow what the great thinkers say—

"Men of talent are man for occasions."

— **William Hazlitt**

"Everyone has talent. What is rare is the courage to follow the talent to the dark place where it leads."

— **Erica Jong**

"The intelligence is proved not by ease of learning but by understanding what we learn."

— **Jseph Whitney**



Learning(1)

What determines one's happiness or unhappiness in life is not the external circumstances or conditions but his or her mental attitude or reaction towards those conditions. In fact, the above two are basically states of mind and hence not necessarily dependent on outer circumstances and conditions. They come, not from outside, but from inside of every person individually. For example, two person can be seen reacting differently in the same situations.

To attain ever peace in life, what we need most is the readjustment of our mental attitudes, and to readjust the attitude we also need an increase in our learning and experience outside schools and colleges, so as to strengthen our mind and will-power. Besides, the learning will enhance our knowledge and wisdom too. Please note that, there is no end of learning in life. However, some points (other than those taken up earlier) in this direction will be covered under discussion here and in next chapters.

1. Self-improvement

Self-improvement is the primary stage of building a positive personality, which is most significant for stability of success in life. It is

therefore essential to treat spirituality as an integral part of life.

The meaning of 'Self' here is not associated with 'I' but 'Am a living entity', the soul, dwelling in a body. It is closely related to God, as the living entity (Jiva) and nature (Prakrati), both being the energy of God, are controlled by Him. Soul is, therefore, eternal, it never dies. It ever remains unaffected by death.

Within the 'self' there are impressions which form our personality. If we take steps to improve the 'self' with spiritual knowledge, our character, our personality, shall become rich and full of beauty.

One important thing is that the laws of God's nature are eternal and we can not violate them. Therefore, we need to be conscious about those eternal laws and follow them in our day to day conduct, behaviour and actions. By doing so, our mental attitude towards life will be adaptable and we shall lead to a positive life. As stated earlier, here are three such laws that won't change and are always worth keeping in mind :

- > Whatever I sow, I will reap.
- > Whatever is new, will become old.
- > Whatever I don't use, I lose.

Remember...

Throughout the ages there has been a remembrance of God as a Supreme Being and Divine Light in the universe. When we do prayer to Him in a silent mood, we come to realize that he is the source of energy, both physical and mental, to all individual souls, and also that, we (being the part and partial of God) have all the qualities of Him in minute quantity, and that he dwells in our heart. But we are put to ignorance because our consciousness gets polluted due to the attraction of negative thoughts in our heart and mind, and as such we lose the power of discrimination as to what is wrong or right— we make no distinction between positive and negative thinking.

The spiritual awareness, however, keeps us away from the stage of being ignorant, as we, through prayer, feel the presence of God in our movement and activities. In this position we remain conscious as to a pure thought that leads us to purification of heart and mind.

- > A rich prayer needs to be done by heart and with a purity of mind.
- > In such a prayer we must praise and thank Him for the health prosperity, happiness and success.

- > If practised daily, regularly, we can increase the power of mind to concentrate on work.
- > Feeling of God's presence with purified mind keeps us safe from all fears, worries and miseries of the world.

2. Cultivate the feeling of equanimity to build a 'positive thought'

When we experience the 'self' as an individual soul — an eternal and spiritual being, and see all others in the same way as souls, we turn to build a positive thought. With this thought we now realize that the world is an extended family and this makes it easy for us to have 'love' for all people, regardless of the colour, caste, race or creed. This is what we call the *feeling of equanimity*, which is the basic learning or true education, as stated in the first chapter.

Keep in mind these points (relating to positive thoughts) :

- ▣ *Power of Thought* : You demonstrate success or failure according to your habitual trend of thought. If your mind is ordinarily in a negative state, an occasional positive thought is not sufficient to attract success. But if you think rightly, you will find your goal even though you seem to be enveloped in darkness.

- ▣ *You can control your destiny* : Mind is the creator of everything. You should therefore guide it to create only good, as **Mahatma Gandhi** has said — “*A man is a product of his thoughts. What he thinks that he becomes.*” When you are able to employ your will always for constructive purpose, you become the controller of your destiny.
- ▣ *Habits of thoughts control one’s life* : Habits of thoughts are mental magnets that draw to you certain things, people and conditions. Good habits of thought enable you to attract benefits and opportunities. Contrary to it, bad habits of thought attract you to selfish - minded persons and to unfavourable environments. Hence, divert your mind to some good habits and steadily cultivate it until it becomes a dependable part of you.
- ▣ *Power of God’s will* : God’s will is the power that moves the cosmos and everything in it. It is His will that holds the planets in their orbits and that directs the cycles of birth, growth and decay in all forms of life.

Therefore, we should ever remain in consciousness of the self, our destiny and purpose in life, and of God.

3. Follow God's Nature and nurture your nature

God created Nature first, i.e. trees, plants and grass and allowed them to grow upon earth. Many plants like 'neem', 'tulsi' etc., and trees with fruits have medicinal values. They release life-giving oxygen in exchange for deadly carbon dioxide. They give food to men and animals, provide shelter to birds, and after disintegration a tree is useful as wood for construction and other purposes. The tree teaches us harmony as well. The branches of a fruit-laden tree tend to bend earthward — a wonderful combination of richness and humbleness.

Thus, selfless - giving is the basic nature of a tree and we derive full energy and make use of God's nature fully. Hence, we must have some learning from it, in order to nurture our nature.

- **Be humble in your nature**

There is a maxim that '*greatest man is he who is the servant of all*'. Great men become more and more humble as they gain more and more wealth, power, status and honour. Becoming proud on getting material prosperity in abundance is a sign of undeveloped mind. We must understand that it becomes our duty to return the energy to God we receive through his Nature. Therefore,

you should make no attempt to show off any of your material status, rather simply submit them to God as all things belong to Him and not to you. Pride and arrogance lead to a downfall of man — this is a divine law. The real sense of highness comes from the qualities and virtues you have and not from affluence, power, prestige or status.

Some of you may feel that humility brings inferiority. It's a false conception. In fact, humility lies at the base of ethics. It's easy for a humble man to get victory in any field—this is what the sacred books of any religion say. On reading the biographies of great men you will find that humility played a big role in making their personality impressive. Let's see the great thoughts of some personalities here —

We come nearest to the great when we are great in humility.

— **R.N. Tagore**

The hour of the greatest triumph is the hour of the greatest humility.

— **Mahatma Gandhi**

If thou wishest to ride over the difficulties, then humility is the way for thee.

— **Kobir (Sant)**

Humility is the root of all virtues.

-Chrysostom

- ❑ **Abraham Lincoln** was addressing a public meeting near his village. A woman stood up and shouted “Is that President of America? He is the son of a poor family belonging to low community of our village.” Lincoln was calm and humbly spoke to that woman— “Madam, it’s very nice that you have introduced me to the gathering. Were you happy with my father’s service?” The Lady replied, ‘no, we never had any complaint about his work.’ ‘Then, as my father did his job well’, he replied, ‘I would carry out my duties well performed to your satisfaction and wouldn’t give you any cause of complaint, since you have made me the president.’

This is the example of humility of the most successful president of U.S.A. Even today he is remembered with deep respect and reverence. See another example also here —

- ❑ Once **George Washington** was posing as horse-rider. He saw some soldiers trying to lift a log of wood but they were not successful. Their commander was standing nearby. Washington asked him as to why he was not helping them. The man answered, ‘My job is to command over them.’ George got down the horse

and helped the soldiers in lifting the log. Thereafter, he spoke to that man. 'Next time if you need help, you can remember your commander-in-chief.' After his departure, they all came to know that the horse-rider was none other than George Washington himself.

Remember, humble people are very simplistic, whereas today greatness is reflected in outward show and flamboyance. But all this is futile because the true trial of a man is his qualities and character, which are hidden behind his personality and leave a indelible mark on the society. In this reference, I give herebelow an example of a boy that will inspire you to be humble always in your behaviour, conduct and actions :

- In the days, when an ice-cream cost much less, a 10 - year old boy entered in a coffee-shop and asked the waiter, "how much is a special ice-cream?" 'Fifty paisa', replied the waiter. The little boy pulled his hand out of the pocket and counted the coins. 'Well, how much is the plain one?' - he enquired. Thirty-Five paisa - the waiter replied hurriedly.

He ordered for a plain ice-cream. The waiter brought it, put the bill on his table and walked away.

The boy finished the ice-cream, paid the cashier and left. When the waiter came back, he saw 15 paisa beside the empty dish on table.

You see, the little boy could not have special ice-cream because he had to leave a tip for waiter in honour of his service.

● **Develop a sense of Gratitude :**

There is a chinese proverb — “*When you drink from a water-fall, do not forget that fall.*”

Gratitude or thankfulness is the mirror of our personality. When we feel, in our heart, grateful to many people and wish them to continue their grace upon us, we must show our gratitude to them. This reflects our self-esteem.

■ Sri Niwas Shastri, who was a great teacher, ambassador and a member of privy council, belonged to a poor family. When he was a student, he merely had a single shirt. One day it so happened that he had to go to school without a shirt. British principal, Bilder Beck, imposed a fine of eight annas upon him in violation of discipline. Shastriji told him about his miserable economic condition. The

principal felt sorry for his plight. He deposited his fine and also gave him a new shirt to wear, since he was impressed by the intelligence and outspokenness of the boy.

Forty years after this incident, Shastriji went to London as a member of the privy council. The retired principal, Mr. Bilder Beck, was living in London in those days. Shastriji went his house to meet him and also organised a dinner party in his honour. There, in the presence of all the guests, he spoke about the same incident and showed the gathering the shirt that principal had given him. Such feelings and gesture of a student towards his teacher overwhelmed the gathering.

The above is an example of wonderful expression of gratitude. 'Gratitude' is such a word that can make a friend of enemy and make people come closer. If you come forward with the word '*Thank you*' to some one, he will be greatly pleased. So, never be miser in the expression of gratitude and obligation.

There are various other methods of expressing gratitude, apart from 'Thanks', viz....

- > **Appreciation** : Giving importance or giving healthy criticism is called 'appreciation.'
- > **Admiration** : In married life, we ought to pay more stress upon admiration rather than appreciation.
- > **Praise** : Mostly praise is done for someone's special quality, skill or achievement— for example, to someone who is smart, intelligent or clever.
- > **Affection** : Father's affection for son, friend's affection for a friend or brother's affection for a sister, is a symbol of love but excludes romantic attachment.

Remember, Feeling gratitude or praising internally is not sufficient. You must express your feelings, too.

● **Be Benevolent :**

There is a maxim - "*When you make others happy, happiness comes to you automatically.*" This statement inspires us to help the people in need without any selfish end. This feeling is known as '*benevolence.*'

- **Alexander Fleming** (1881 - 1955) has been a famous bacteriologist of Scotland. After years of hard work, he discovered a medicine which worked as miracle for a number of diseases and injuries. This drug was given the name 'Penicillin'. Some diseases, which were considered as incurable earlier, could be cured by the use of penicillin. One of his friends advised him— "You have discovered a miracle in the form of penicillin. If you get 'patent' of this medicine in your name, you will be immensely benefited." Fleming replied, "I didn't discover this medicine to reap the monetary benefits, rather to help the ailing humanity. I would neither seek the patent on medicine nor would I keep its formula secret." He made a wide publicity of this formula in all countries and distributed it generously free of cost. The result was that this life-saving drug began to be sold very cheap and innumerable lives were saved. But Alexander Fleming remained poor the whole life.

"Only a life lived for others is the life worthwhile."

— **Albert Einstein**

“We make a living by what we get; we make a life by what we give.”

— **Winston Churchill**

Benevolence is closely associated with generosity. Benevolence gives internal happiness and satisfaction. See one more example here—

- ▣ **Johnsong** used to deliver speech widely to create awareness and consciousness among people, without any selfish motive. He was about to speak in a small town of Britain. When he reached station, someone of the organiser came to receive him in a car. When that man started driving, he wrapped a cloth on his head and would raise and forward his head right in front of the window. Johnsong asked, ‘Is there any problem? Do you have a headache?’ The man replied, ‘no, sir! Actually, the window - glass is broken and the wind is very cold. I’m trying to shield you from the cold waves.’ He again asked, ‘Why are you taking so pain just because of me?’ That man answered — “Sir, It’s my great pleasure to be able to serve you. You’ve changed my life. There was a time when I was a beggar. I heard your motivational speech, in which you

said, 'you are a man.' These words changed my life. Today I have my house, employment and my family is happy."

This example makes it clear that benevolence really pays to the benefactor. The reward comes without even asking for it.

Remember....

Modern psychologists say that benevolence plays an important role in removing the mental blockages. Dr. Karl Menninger, a famous psychiatrist, was once asked, "What would you advise someone if you knew that person was going to have a nervous breakdown?" He replied - "I would advise that person to go to the other side of town, find someone in need and help that person. By doing so, we get out of our own way."

Hence, in the days of your education do something good for others who cannot repay you in cash or kind. Helping others, as you would expect others to help you, gives you a feeling of inner satisfaction. In fact, social work increases a sense of self-importance, apart from the self-satisfaction.

4. Be a man of 'matured mind'

What is a matured mind? Matured mind is

that knows the difference between knowledge and wisdom. Teachers give you knowledge in class - room and the knowledge is nothing but the simple facts known by you, while wisdom is the combination of knowledge and experience. For instance, a knowledgeable person often do not behave well with others because he wants to convey his knowledge. That means he intends to improve his image in society. Such people try to impose on others their knowledge forcefully leading to arguments, while wise men do not argue but discuss. Thus, the knowledgeable person does not have better alternatives, except to project himself. Without wisdom, feelings become clouded. Therefore, you should learn—

‘Wait till you experience the knowledge and how one can achieve this.’

A person of matured mind keeps busy reforming himself, so that his intelligence is reflected on his face. Today the young generation seems to have a restless mind and prefers to use an electronic machine for any problem - solving, as if they can't find better alternatives. If knowledge is greatest strength, ideas must flow freely in mind. What a wise and creative person does think, is that—

- > Let others take the factories, we will have the research labs.

- > Let others produce the hardware, we will build the software.

In nut-shell, a wise person always proceeds for better alternatives with his creative skill, while a knowledgeable person is more keen displaying his knowledge.

Now, the question is : how to be a wise man, i.e. of matured mind? Answer is : develop wisdom. But how? The simple formula is - **don't hear, listen attentively**. Because hearing touches your ears, while listening touches your mind. If the singing of a bird reaches your ears, you don't care to find her, but the moment you listen to her attentively you will develop your interest to learn what and how she's speaking so sweet and this learning will add something new to your wisdom.

In the similar way, those students, who listen to the teacher in class-room or parents at home attentively, have done very well in education and in life. They have never faced speed - brakers in life. Every day is new and different. If you have a listening tendency, you will be a wise man to see every day different, so as to experience your knowledge and increase your wisdom. And as such you will be able to do problem - solving with your ability and intelligence. **Francis Bacon** has said—

“A wise man will make more opportunities than he finds.”

Remember...

Formula for success is :

Coming together is Beginning

Keeping together is Progress

Working together is Success

Look at our ancestors. Were they as much educated and developed as we are? But they were at more peace, disciplined, affectionate, having matured mind and a broad vision; they considered society as a family. Our ancestors pursued learning, while present generation learn pursuing. They (ancestors) recognized a problem before it became an 'emergency'.

University education may prepare you for the corporate field, but it is moral and wisdom which will give you the strength to face the battle-field of life. Hence, become a man of matured mind to have a short - term misery and long - term enjoyment.

Keep in mind these two lines of

William Cowper :

"Knowledge is proud he has learned so much.

Wisdom is humble that he knows no more."

5. Know the difference between two 'I's

What for the word 'I' stands for? Well.... for 'Intelligents' and 'Intellectuals'. You should know the difference between the two :

Intelligents...	Intellectuals...
They draw conclusions.	They find options.
They are sufficient.	They are efficient.
Make peace with friends.	Make peace with enemies. [Example : American President, Abraham Lincoln's principle was: 'If you want peace, talk to your enemies, not friends.].
They try to make their children like them.	They know that child is a best teacher of creativity. Hence, they don't enforce child's mind to follow and accept their ideas.
They are more inclined towards their own interest.	They concentrate on other's interest.
They concentrate on other's faults.	They concentrate on remedies.
They may deceive others to achieve their goals.	They don't deceive. They know, honesty is a 'habit', not 'convenience'.
They make a 'living'.	They make a 'life'.
They prefer 'nice'.	They prefer 'right'.
They opt for material gains for prosperity.	They give upper hand to peace.
They think that 'peace' is valuable than a 'piece of land'.	They think that peace is much more precious.
They judge the price of a person.	They judge the value of a person.

Remember....

The mind is understood through our emotions and feelings, and intellect through our thoughts and ideas. Try to balance between the two.

Intellect never gives an impression that you are some one other than what you really are. They never act on imperfection in others. They understand that the ultimate test of all theories is in practice. Intellectuals know that keeping off problems will add to your problems. This is the reason that developed countries like U.S.A., Britain, Germany, Canada, Japan etc., and now China solve the problems of employees with no delay.

Intellectuals know that if you will keep doing what you have done, you will keep getting what you have always got. They know that all transactions and relationships are enriched by courtesy. Further, they don't discuss much with people than their companions and friends. They always avoid arguments with others.

Now the time to test your knowledge :

- Q.1 You want to **run** the race,
OR **win** the race?
- Q.2 You want to **read** a book,
OR want a **book to read**?

- Q.3 You prefer doing **important** work,
OR **urgent** work?
- Q.4 **Wealthy people** are respected more
in the society,
OR **Intellectuals**?
- Q.5 The **root of all evils** is Love of Money,
OR **Lack of Money**?
- Q.6 You want to be '**nice**',
OR '**right**'?
- Q.7 **Love moves** the world,
OR **brain moves** the world?
- Q.8 Do you want **to project** yourself in the society
as a complete person,
OR
You want **to learn** from the
society to be a complete person?

Now, examine yourself all answers to the above questions after you have attempted. If you do honestly, you are building a positive personality. Besides, you have the learning tendency and are further keen to develop your 'self' for excelsior.

6. Positive Believing

You have so far learnt about positive thinking, which helps you use your abilities to the fullest.

Now, a word about the '*positive believing*'. It

is more than a positive thinking. Positive believing is an attitude of confidence that positive thinking will work. It comes from preparation. It means that if you have a positive attitude without making the effort, it is nothing more than having a wishful dream.

- When Henry Ward Beecher was young, he learned a lesson on self - confidence in school. As he had a learning tendency, he said : 'I will never forget.'

He was called upon by teacher to recite in front of the class. He had hardly begun that the teacher interrupted and said 'No'. He started over again, the teacher thundered 'No'. Humiliated Henry sat down.

The next boy stood up to recite and had just begun when the teacher shouted 'No'. That boy kept on with the recitation until he completed it. As he sat down the teacher responded : 'Very good'. Thereupon Henry got irritated and complained to the teacher, 'I recited just as you said.' The teacher replied, *'It is not enough to know your lesson, you must be sure further. When I said 'No', you stopped recitation again and again and then sat down. It meant you were uncertain.'*

If world say 'No', it's your business to say

‘Yes’, and prove it if you have confidence in you. This is the concept of Positive Believing.

7. ‘Selfish’ and ‘Self - interest’

For improvement, one should know the difference between these two words — ‘*selfish*’ and ‘*self - interest*’.

‘Selfish’ means thinking first of one’s own interest only without concern for others.

‘Self - interest’ also concerns own interest but with concern for others also. A self - interested person is not unconcerned about other’s welfare, as he is wise enough to understand that success can be achieved with the help of others, not by exploiting them as the selfish person does. He believes that everyone should be happy as otherwise life has no meaning.

8. Know the ‘value of time’

A successful person is one who understands the importance of time and uses it wisely. Time is a unique source. It can not be saved or stored. It cannot even be replaced with other sources.

Yesterday is history, Tommorrow is mystery, Today is a gift. That is why it is called the ‘present’. The clock is running. Make the best use of each moment today. You can take inspiration from this little poem—

“When moment is mine,
 it makes my future;
 I never look back
 in the mind of nature.
 A think of moment
 is beauty of glory,
 I’m all the time
 in flowers’ valley.”

● **Just to realize**

- > the value of **One Year**,
 ask a student who failed a grade.
- > the value of **One Month**,
 ask a mother who gave a birth
 to a premature baby.
- > the value of **One Week**,
 ask an editor of a weekly
 magazine.
- > the value of **One Day**,
 ask the daily wage-earner
 who has five kids to feed.
- > the value of **One Hour**,
 ask the lovers who are waiting
 to meet.
- > the value of **One Minute**,
 ask the person, who has missed
 the train.

- > the value of **One Second**,
ask a person who has just avoided an accident.
- > the value of **One Mili-Second**,
ask the person who has won a silver medal in Olympics.

Remember....

You can't change time but now it is time for you to change. **Make a time-table for the day.** Decide beforehand what you would like to do in certain time. It might seem to be difficult in the beginning as it would require some boundation and people who do not observe punctuality are likely to make fun of you. But you should never pay attention to such fellows and act according to your plans.

Let's see what great scholars say about 'time':

*Time goes, you say? Ah no !
Alas, Time stays, we go.*

— **Austin Dobson**

I recommend you to take care of the minutes, for the hours will take care of themselves.

— **Chesterfield**

I wasted time and now doth time waste me.

— Shakespeare

God gave you a gift of 86,400 seconds today. Have you used one to say 'Thank you?'

— William Arthur Ward

9. Discuss But Don't Argue

Arguing is like fighting a losing battle. Even if you win, the cost may be more than the victory is worth. Arguments can be avoided, by saying, gently and tactfully, something neutral such as “based on my information...”

Difference between an Argument and a Discussion :

- > An argument throws heat, whereas a discussion throws light.
- > An argument tries to prove who is right, whereas a discussion tries to prove what is right?
- > An argument is an exchange of ignorance, whereas a discussion is an exchange of knowledge.
- > An argument is an expression of temper, whereas a discussion is an expression of logic.

In order to discuss, let other person state his

side of the case without interruption. Let him blow steam. Don't try to prove him wrong on every point. Treat him with courtesy and respect.

Discussion entails not only saying the right thing at the right time but also leaving unsaid what needs to be said.

Children should be taught the art of speaking up but not talking back.

● **Points to note for a discussion**

- > Be open - minded.
- > Don't be dragged into an argument.
- > Don't interrupt.
- > Listen to the other person's views before giving your own.
- > Ask questions to clarify.
- > Be enthusiastic in convincing, not forceful.
- > Be flexible on petty things but not on principles.
- > Don't make a prestige issue.
- > Use soft words but hard arguments rather than hard words and soft arguments.
- > Give your opponent a graceful way to withdraw without hurting his pride.

Remember....

During a discussion, it may be a good idea to use phrase like -

- > It appears to me
- > It may be wrong

Similarly, the way to defuse arguments is by showing ignorance and asking questions such as -

- > Why do you feel that way?
- > Can you explain a little?
- > Can you be more specific?

To avoid arguments with unworthy person, remember the quotation of **Cyrcus Ching** —

"I learned a long time ago never to wrestle with a pig. You get dirty and besides, the pig likes it. "

10. Be a good Listener

You often read books on the art of conversation. Wouldn't you agree that more valuable thing is a good listening ? In fact, if there is anything extremely difficult in this world, that is patiently listening to others. In the words of **Karl Menninger**, '*Listening is a magnetic and strange thing, a creative force.*' It is an art. Hence, it is necessary that you keep yourself in the category of good listeners.

As said earlier, listening is something more than hearing. Basically hearing is concerned with your ears, but listening requires the concentration of mind. Therefore, the first key to effective listening is the art of concentration. Concentration is partially a matter of attitude. If a listener positively wishes to concentrate on receiving that message which a speaker is trying to send, then his chances of success are high.

Concentration is helped by alertness. Mental alertness is aided by physical alertness — not simply physical fitness but also positioning of the body, the limbs and the head. Some people also find it helpful to their concentration if they hold the head slightly to one side.

Obviously, it takes energy—

- > to concentrate on hearing
what is being said,
- > to concentrate on understanding
what has been heard, and
- > to make an objective evaluation
of what has been understood.

● **How to become a good listener?**

- > First listen to the speaker attentively, i.e. do not interrupt in between.
- > Show understanding and respect.
- > Pay attention, concentrate. It shows interest.

- > Concentrate on the message and not on the delivery.
- > A special quality of a good listener is that he uses his eyes as well as his ears. He notices the expression that reflects on face of the speaker.
- > Listen to feelings and not just words.
- > Do not hesitate in answering to the question after listening.
- > If necessary, do raise a query but only after the speech is over.
- > Do not let your mind wander in course of speech.
- > Be attentive and listen to speech carefully.
- > Be open-minded. Do not let preconceived ideas and prejudices prevent you from listening.
- > Recognize the body language (non-verbal communication), such as facial expression, eye-contact etc. They might be communicating a different message from the verbal.
- > Encourage the speaker to talk, and According to **Bias**, '*Hear much speak little.*'

Remember....

If you tend to overlook and ignore someone who is speaking, you would give rise to the following

feelings in the speaker's mind which go against pleasing personality :

He will feel *neglected*.
 He will be *dejected*.
 He will be *let down*.
 He will feel *unimportant*.
 He will feel *ignored*.
 He will feel *belittled*.
 He will be *annoyed*.
 He will be *embarrassed*.

Jan Sutton has said—

“Good listening is the key to skilful communication. It is one of the most priceless gifts we can offer to other people. When a person feels listened to, they feel accepted, valued, respected, heard and understood.”



Learning(2)

11. Balance in life

Nowadays present generation's "mind-set" is: 'which job would fetch me more money, so I choose that subject?' Blindly following this notion can lead you to the path of destruction, because money is not always honey, but a balance in life is really honey. Every rich person is not at peace but every peaceful person is rich. We must look at the international experience that in few seconds computer can make a mistake so great that it would take many technicians to repair it. Therefore, besides imparting bookish knowledge, teachers should be assigned the task to teach students how they can make their future bright.

Money is a means of making a good living as it can buy all necessities and facilities needed for enjoying a healthy life. It's not true that manipulations only can fetch you money. A person with high character is honoured everywhere, and this is the money for the person.

Thomas Edison, at the age of 67, suffered a heavy loss of two million dollars as his factory was totally burnt up. When asked by a press reporter about the disaster, he said, "All my

mistakes are brunt up. I will start a new.”

Those who are sensible in balancing a life do enjoy more and more... Such people work hard in an honest manner. They consider **money a good servant but a bad master**. But I have a question to those who regard money as a ‘master of life’ and badly run after it. Should all the energies be solely directed towards accumulation of wealth? Does this lead to a peaceful or positive life? We have numerous examples of persons who were adept in earning riches and fame but were ignorant as how to make a meaningful life. They did enjoy the kingly life for few years, but thereafter what happened to them.... just see a few examples here —

- ❑ Industrialist, Ram Krishna Dalmia, was sent to imprisonment for few months for bungling of funds.
- ❑ Harshad Mehta, an ordinary stock broker, who bungled the stocks (shares) and made huge money in a short time, was put into jail where he died due to heart failure.
- ❑ President of a blue-chip gas company, Howard Hubson, went insane.
- ❑ Charles Shwab, president of the largest steel company, led a luxurious life on borrowed

capital for five years before he died as bankrupt.

- The greatest 'bear' of wall - street, New York, Jessie Livermore, committed suicide.

Having read the above examples, one should, however, not fall on the impression that money is the root of all evils. This is false, not true, As said earlier, money fulfils all our material and physical requirements. It is only a medium of exchange in life.

Our life is like a wheel with eight spokes, which represent the eight attributes, as shown herebelow :



One has to bear in mind these spokes, since the success of human life depends upon the balance of these attributes. If any of these spokes is out of alignment, your life will go out of balance.

- ❑ **Positive thinking** is fundamental and very crucial step. It instills enthusiasm and with that, we can just make things happen in life.
- ❑ **Family** : Happy family comes first because our loved ones are the reason to live and make a living.
- ❑ Choose a suitable career for yourself in accord with your ability and capacity, since there is no life without a successful career.
- ❑ Man is a social being. He has certain responsibilities to be carried out, as the well-being of society reflect his own prosperity.
- ❑ One must have the sufficient prosperity in accordance with the status in society, as otherwise want of any requisites is likely to diminish his/her zeal and earnestness, causing an hindrance in one's growth.
- ❑ Without health nothing makes sense. Healthy mind goes with healthy body. Hence, take good care of your health.
- ❑ To enjoy the complete personality you constantly need the mental progress. As mind represents knowledge and wisdom, the

intellectual growth helps to bring out new thoughts and ideas in laying down the foundation of success.

- What are the values of life? The spiritual awareness sheds the light on them. Values of life represent ethics and character, and these two, being the personality - traits, essentially required for success, can be developed through an awareness to God (so called 'spiritual awareness').

Remember....

In the modern society, every individual is driven by consumerism. There are very few people who are simplistic and wise enough to have struck a fine balance between all attributes of a positive life. On the other hand, a vast majority of people are deeply engrossed in making money like a money monger, ignoring all aspects of life. In turn, they suffer with fear, anguish, tension, envy, hatred, anger, temptations, vanity etc, and as such they get engulfed with all kinds of negative emotions.

Remember...

- > Money can buy a house, but not a home!
- > Money can buy a book, but not knowledge!
- > Money can buy medicine, but not health !
- > Money can buy people, but not love !

Hence, it is essential that you make a balance in your life so as to lead a positive existence with

the stability of success.

How to bring balance in life?

1. Develop Positive thinking.
2. Have self-control in accumulation of wealth.
3. Accept the moral values of character and focus on the strength of character.
4. Do all duty-bound actions following the moral and eternal laws.
5. Keep your body and mind healthy in order to stay away from all sorts of diseases.
6. Do not neglect family and social responsibility.

Balance in relationship

The balance between independence and dependence is also necessary for healthy relationship. If balance is maintained, each person (i.e. wife and husband) can be autonomous as there is a balance of power in relationships between both persons.

Each person is allowed, even encouraged, to grow and change as an individual. The present generation wants individuality. Now, the question is - how to achieve the balance in relationship? In its answer, we need -

- Effective communication
- Transparency

- Fulfilment of commitment
- Trust
- Respect of feelings of each other.
- Fulfilling emotional needs

If in family and society transparency is not maintained, it results in struggle, as doubts appear and destroy the healthy relationship. Transparency is the first key to open the lock of harmony for maintaining between dear ones.

Parents should understand that children do not believe in past or future; they rejoice the present. Lack of communication and transparency in families force children to think that they are more learned than their parents and elders. **Example :** A teenager said to his friend, “when I was of fourteen years, my father was so ignorant that I could hardly stand to his views. But when I was twentyone, I was astonished how much my father had learned in seven years.”

[Note : In fact, the child has learnt in seven years, not father.]

So, if you want to lead a happy life, you have to keep balance between dependance and independence in family. Husband is dependent on wife for food, better family atmosphere and home comforts, whereas wife is dependent on husband for the income he earns. If these things are met, both will be satisfied. If both indulge

in each other's activities, trouble and discomfort will be generated.

Hence, always maintain a balance in relationship for a happy life.

12. Know the powers of will

In the chapter "Personality" you have read about the will - power. To attain the heights of success it is most necessary to make your will - power strong, since there are numerous powers of strong will. Some of such powers are mentioned herebelow :

- ❑ **Power to pack up** : We can pack up all wasteful thinking, so that we are free of burdens and worries in our purified mind.
- ❑ **Power to tolerate** : All irritation and annoyance disappear and nothing disturbs our frame of mind as the fragrance of the power of will is attractive to all attributes of personality.
- ❑ **Power to accomodate** : Like the ocean that merges all which flows into it, we can merge all that happens, including the unwelcome situations, and then the future seems bright and hopeful.
- ❑ **Power to face** : Nothing seems like an obstacle, but rather a stepping stone to victory.

- ❑ **Power to co-operate** : We do not feel that we are competing against anyone, but rather we are helping each other. To attain this state of mind, we have to surrender our ego.
- ❑ **Power of modification** : With our increased self-confidence we can accurately assess and modify any situation, as per our will.
- ❑ **Power to withdraw** : We can withdraw any vice from our 'within' to save the sense of goodness for our noble deeds.

All these powers enable one to move in the positiveness while living in an impure situation. Besides these, some other also include—

- > the power to achieve the stage being completely free from disease (as we have seen in the example of Henry Irving on page 66),
- > the power to convert weaknesses into strengths,
- > the power to make one wealthy and happy,
- > the power to take all thoughts within one time to wherever you choose,
- > the power to die at one's own will like Bhisma Pitamah, and
- > the power to grant others a crown and throne.

Remember....

There is a English proverb, 'where there is a will, there is a way.' You can get an inspiration to develop your will-power even from a tiny thing of the Nature. Just see an example here :

- There was a prince who, while passing through a magnificent garden, suddenly thought, "what's the utility of this garden?" He went near a tree and asked it, "what're you doing for me?" The tree spoke : "In days of summer I yield sweet mangoes, which your gardener presents to you and your guests." The prince said, 'Good', and moved forward to a big tree. When asked the same question, he got this reply from that tree : "The birds who wake you up early in morning by singing their melodies, daily take rest on my branches. Besides, your cows and sheeps also come for restful sleep in my shelter." He turned to the grass with same question and its reply was sounded as : "we sacrifice our lives in feeding your cows and sheeps." The prince responded, 'very good.'

Now he came to a tiny flower and asked, 'what do you do for me, daisy?' Daisy replied : "nothing I do... I don't give you nice fruits... I can't give shelter to your birds, sheeps and cows. If something I can do is that I wish I could become a best tiny daisy." The words

of daisy touched the heart of prince. He immediately bent down upon his knees and kissed that tiny flower.



He said, “splendid, daisy ! There’s none to match you. I’ll place you on the button-hole of my coat so that it reminds me always to develop my will-power, in order to become a most perfect human being, which will be the greatest achievement of my life.” **Anon** has said : “*The limit of man’s achievement is his will.*”

13. Learn from every ‘mistake’ and ‘situation’

Many major achievements of great personalities in their life have sprung from disastrous experiences. They have served as stepping stones to success.

A man learns skating as he is about to fall or move unsteadily. Winston Churchill made so many mistakes in his early life that he was dumped by the press and all, for his lack of judgement. Yet, he learned from his mistakes and succeeded.

Examples :

- When **Earnest Hemingway** was in a school, he was given one month's time to write a story. He was surprised, "why one month needed for a story - writting !" He finished the story before time and handed it over to the organisers of the competition. He was much hopeful of being selected. But his hopes were shattered as another student won the prize. He was much depressed and there were tears in his eyes. His sister told him : "You're unsuccessful because your're impatient. It's your mistake that you hurriedly finish the task before the scheduled time and this shows your impatience.' The mistake was a lesson to him, which he realized. Later, he became an eminent writer and was honoured with a nobel prize.
- Recently a lady opened a decorative shop and wanted employees. One woman went to her shop for a job, though she had heard that the shop owner had turned down many job - seekers. She was interviewed by the lady.

The first question lady asked, 'Have you ever made a mistake?' The job - seeker replied, 'of course!.' 'Fine', replied the shop owner, 'you can join us. I don't want to employ those who have not learnt to benefit from their mistakes.'

So never hide your mistakes, rather be bold in telling others because you learn something from them. Learning is a power and power is a source for development. Read some thoughts on mistakes here, as contributed by great people :

“If you’re not making mistakes, then you’re not doing anything. I’m positive that a doer makes mistakes.”

— **John Wooden**

“No nation - perhaps no individual - has progressed without mistakes.”

— **Indira Gandhi**

“We learn and profit through our mistakes and failures.”

— **Mahatma Gandhi**

“Any man may make a mistake, but none but a fool will continue in it.”

— **Cicero**

Now coming to every ‘situation’, human life is so designed that we will face various types of situations and learn various lessons from them and grow. Every occasion is an experience for us. No two situations are alike. Every moment is different from the other, although we may not notice it. But our job is to extract as much benefit from every

situation as we can - but in an honest manner. Every situation or occasion provides us an opportunity to learn something or the other, if we can keep our mind open for learning.

- Once Gautam Buddha was sitting on the bank of a river. A man came and spat at him. Gently wiping his face, Buddha thanked the man for giving him an opportunity to test his anger and requested him to come again whenever he had an urge to spit. [Buddha wanted to test whether he could overpower his anger.] Buddha's response shocked that person and he miserably failed in his mission. He fell down at Buddha's feet.

Now you can learn from the above example as:

- a) Don't use such words that may hurt someone and also avoid to be adversely effected by harsh words of others.
- b) Don't react but act. One who has a positive approach in life never reacts.
- c) It's love that makes the world go round.

A saint has said—

"Treat every situation in life like the work of an art. Don't waste any situation. By doing so, you will be the winner, not a loser."

Now let us see the difference in thinking of a winner and a loser, herebelow :

Winner says...

- * Let us find out.
- * Let me do it for you.
- * I'm good, but not as good as I ought to be.
- * It may be difficult but is possible.
- * There ought to be a better way to do it.
- * When a winner makes a mistake, he says-
'I was wrong.'
- * A winner makes commitments.

Loser says...

- * Nobody knows.
- * That's not my job.
- * I'm not bad as a lot of other people are.
- * It may be possible, but it is too difficult.
- * That's the way it has been done always here.
- * When a loser makes a mistake, he says -
'It was not my fault.'
- * A loser makes promises.

Remember....

It is a 'thinking school' that creates the students of learning habit. Such students are good listeners, and good listeners are always successful. When teachers come together with students and have free exchange of dialogues, the students gain self-confidence and reform their mistakes with courage to face a situation.

Today's world calls for partnerships, alliances and co-existence, since it is of challenges,

complexities and uncertainties. So encourage our young students, outside the class - rooms, to hold a dialogue and closer involvement with the educators, so that they become activists of thought as a part of learning.

14. Failure leads to Success

Before a true success, one has to experience failure, learn from his / her own mistakes and rise again and again after slipping. Experienced people feel that there is a great success story behind every failure. Each failure gives them a valuable lesson and drives them toward success. One must remember that failure pushes one ahead in life and not backwards. **Tom Watson Sr.** of IBM said, *“If you want to succeed, double your failure rate.”*

Inspiring examples :

- ❑ **Abraham Lincoln** was elected president of America at the age of 52. Before that he had a record of failures—
- > He failed in business at the age of 21;
- > He was defeated in his bid for the legislature at age of 22;
- > He failed again in business at 24;
- > His wife died when he was aged 26;
- > When 27, he had a nervous breakdown;
- > He lost his bid for speaker of the House at 29;

- > He lost the congressional race at 34;
- > He lost a senatorial race at 45;
- > He failed in an effort to become vice-president at age of 47;
- > He was defeated again for the senate at 49.

Abraham Lincoln lost so many times, as you noticed above, but he was not disheartened at all. He kept on marching ahead with a new zeal and determination and ultimately achieved the goal of his life. To him, defeat was a detour, not a dead end. Would you call him a failure?

- ▣ **Thomas Alva Edison** was hard of hearing. When he was four years old, his school teacher said to his mother, 'your Tommy is too stupid to learn, so it's better if you take him out of the school.' His mother answered, 'my Tommy is not too stupid to learn. I'll teach him myself.' And that Tommy became a great scientist in the later years. Thomas Edison had only three months of formal schooling.

+ + +

Before finally inventing the electric bulb, he had to experience failure for about 10,000 times.

+ + +

When he was aged 67, his factory worth millions of dollars was burnt to ashes. It had very little insurance. He got a bit shock but was not heart- broken. When asked by his well-wishers, he promptly replied : “whatever happens is for the best. There is great value in disaster. All our mistakes are burnt up. Thank God we can start a fresh.” In spite of disaster, three weeks later, he successfully invented the phonograph. This was the effect of his failure, which pushed him forward with positive attitude and he made new inventions.

+ + +

- **Walt Disney** : As a young cartoonist he faced many rejections from newspaper editors who said “he had no talent.” One day a minister at a church hired him to draw some cartoons. He was busy working in a small rodent-infested shed near the church. Seeing a mouse there he got inspiration to draw a new cartoon, incorporating therein the mouse. He named the cartoon ‘Motimer’, but his wife, Lilian, suggested the name ‘Mickey’. That’s the start of Mickey Mouse, which was presented to the world through a film on 8th November, 1928. Thus, the past failures did not deter him and he continued his work with his imaginations, and he succeeded in winning the hearts of people.

- **Colonel Sanders**, at age 65, had assets of a beat-up car and a cheque of 100 dollars from Social Security. He realized that he had to do something to improve his position. He remembered his mother's fried chicken recipe and went out selling. He had to knock on more than a thousand doors before he got his first order. Had Colonel Sander not been determined, he would have given up the search after 20-25 doors. But he continued his efforts patiently and in the end got success. The recipe was 'Kentucky' fried chicken, which is popular even today throughout the world. Thus, you should always keep in mind that failures give an opportunity to overcome your shortcomings and weaknesses, and encourage you to march on until you get success.

- **Temur's** enemies were following him to arrest. He hid in the ruins of a building, in a jungle. Feeling utterly exhausted he laid down on the ground for some time. Suddenly, he noticed that an ant was trying to grab a rice-grain and drag it up the wall. Being extremely tiny, it was a difficult task for the ant. It tried several times but failed continuously. It failed 69 times, which Temur counted. At last the ant got success. That was the example of relentless effort for Temur and gave him a lesson in perseverance. He made the ant his

ideal throughout his life and immediately came back to the battle field to fight with his enemies valiantly.

You can learn from the ant a mantra of success - *“Try, try again. Even if you fall down, get up and get ready to try again.”*

Remember, no child knows to walk when he takes birth. He learns to walk painfully, by failing a number of times. But during the trial period he doesn't get disheartened and keeps on trying till he succeeds. Road to success is always under construction if you develop learning tendency in you. Hence, be a lion at heart and look forward with your foresightedness.

■ **Daniel Webster** was extremely brilliant student and became a teacher of repute. His childhood was tempered with an amazing incident. He was sent to the Empmeter Academy at New Hampshire. He found the curriculum very difficult and consequently ran away from the school. He met someone on his way, who asked Daniel about his well-being. He burst out crying and gave him the reason for absconding from school.

The elderly man condemned him and advised that he should immediately return to school. He said, “Go back to school. Try to put your mind and heart in study. Gradually things will be easier for you. If you try, Would

you prefer to become a labourer?" These words touched Daniel's heart and he returned to school with a new resolve. He concentrated his mind in studies and used to solve even the hard questions independently. He secured the highest marks in the very first year by virtue of his full **concentration and hard labour**. This was the secret of success which he had learnt from that elder man.

Now you can ask yourself a question too - what is to be learnt from a given failure? You would automatically turn your defeat into a victory.

Below are two more examples of the failure of successful people :

- ❑ **Sir Walter Scott** was called 'stupid' by his school teachers. But he wrote some wonderful books in English literature. He is considered as a wise and great writer. **Montesquieu** has said—
"I have always observed that to succeed in the world, one should appear like a fool but be wise."
- ❑ **Wellington** was considered to be foolish by his mother. He studied at Eton and was a great failure as a student. His parents believed that he would not be successful without working hard. But at the age of 46, he defeated the greatest warrior of the world.

Now learning :

- > A successful man learns from his criticism.
- > He learns from his weaknesses, gets motivation from failure and resolve to work hard.

Remember, setbacks are inevitable. A failure can act as a driving force. Learn to become victor, not victim. Therefore, ask yourself after every setback : *What did I learn from this experience?* Read what the great thinkers say—

“I have not failed. I’ve just found 10,000 ways that won’t work.”

— **Thomas Alva Edison**

“A failure is a man who has blundered, and is not able to cash it on the experience.”

— **Elbert Hubbard**

“Failure is delay, not defeat, It is a temporary detour, not a dead end.”

— **Denis Waitley**

“I don’t fear failure. I only fear the slowing up of the engine inside of me which is pounding, saying, ‘keep going, someone must be on top, why not you?’

— **George S. Patton**

Learning from examples :

1. If you are determined to achieve your goal,

failures can become your driving force. They will strengthen your courage and determination and make you rise above your defeat.

2. Do not think in terms of 'failure' in face of adversities. Negative thinking gives rise to fear, doubts and mental disorders, which in turn hinder the path of success.
3. Don't get disheartened even for a moment on failing. Rather feel that it will boost your determination, take you towards growth, progress and better change.
4. Failures bring you hope and enthusiasm for forward movement.
5. Accept failures as challenges, as you have noticed in the example of an ant. Difficult challenges—
 - > give you encouragement for advancement,
 - > inspire you to go ahead with zeal,
 - > energize you to face any odd situation,
 - and
 - > double the joy of victory.

Remember....

Do you ever tell your friends about your mistakes and failures? Probably not. When someone is successful, his success is cashed upon. His success is raved about, books of success

story are written and read by people on mass scale. But nowhere it is written how many mistakes he committed and /or failures he experienced before reaching the height of success. The success story should, in fact, carry all aspects of success i.e. how the failures were turned into success, and so on. This way your friends and others will get real inspiration from you to rise. Your case study would prove beneficial to a large section of people.

There is no valour in merely telling your success story (without description of failures). It does not involve your positive thinking. Hence, let the society learn from you—

- > the errors.
- > reasons for mistakes, and
- > the process of improvement.

In this way you would be known as a great man, as a humanitarian and people would follow your path of success. **Albert Einstein** has, therefore, said—

“Try not to become a man of success but rather try to become a man of value.”

15. Avoid making remarks or comments upon others

If you are one of those who make remarks upon others or give advice unless asked for, you should check this habit immediately. This weakness

gives an adverse effect to your personality. Only a person who has achieved perfection is fit to make remark or comment. For an instance, it is inevitable for a manager, who has to get the work done from his or her subordinates, to make comments / remarks / advice about their work, which should however be made in the spirit of suggestion and no attitude of ego and domination should be involved.

There is a German proverb - 'Never give *advice unless asked.*' Concentrate only on your progress. Do not waste time in bothering and interfering in what others are doing. Also do not attempt to find faults about other's works because you are still not fit to do that.

Points of interest :

- > If someone seeks your advice on matter which you are not well acquainted with, apologize instead of giving wrong or vague advice. This act will leave a good impact on that person.
- > An advice which you want to give for the benefit of others, it is better to impart that from your behaviour rather than from your words. It will have more weightage and force.
- > Do not advise too much. Do the job yourself and others will follow it.
- > Try to be a good listener, rather than to be an adviser, so that you listen respectfully to the best

advice, but don't follow it blindly.

Just see the views of some contributors here :

"Advice is seldom welcome; and those who want it the most always like it the least."

— **Earl of Chesterfield**

"If you can tell the difference between good advice and bad advice, you don't need advice."

— **Roger Devlin**

"We give advice, but we do not inspire conduct."

— **La Rochefoucauld**

"I owe my success to having listened to the best advice, and then going away and doing the exact opposite."

— **G.K. Chesterton**

"Ask a woman's advice, and whatever she advises, do the very reverse, and you're sure to be wise."

— **Thomas Moore**

"Give help rather than advice."

— **Vauvenargues**

Remember....

There is a Persian proverb –

“Two things indicate weakness - to be silent when it is proper to speak, and to speak when it is proper to be silent.”

There should be no hesitation in accepting your weaknesses before others. You should not attempt to hide them because it is natural for all human beings to have some weaknesses and to commit mistakes.

What is important is that you first try to recognize your weaknesses and then you should start making efforts to remove it. This is what makes us distinct from animal species. Do not feel that by knowing your weaknesses your friends will think low of you. In fact, it is your views about yourself which are more important than what others think about you. Hence, learn to see yourself with your own eyes and not from other's eyes.

16. Commitment adds beauty to your personality

Vinc Lombardi has said—

*“The quality of a person's life is in direct proportion to his commitment to excellence, regardless of his chosen field of endeavour.”
It is an integral part of a good value system.*

You have to be prudent while making a commitment. For example - can you honestly

commit your friend that you won't reveal to others what he told you in confidence? Perhaps not, because you might not keep that commitment. That's why some people say something to the effect of :

I will try but I can't commit.

I will do it but don't count on me.

I will be there if I can.

I will stick with you till I find something better.

Do the above statements lead to commitment? Lack of commitment destabilizes relationships between student and teacher, parent and child, friends and so on, and leads to insecurity. In the absence of commitment no one knows where he or she stands with each other. Commitment implies —

1. Dependability
2. Reliability
3. A sense of duty
4. Sincerity
5. Caring
6. Character
7. Integrity, and
8. Loyalty.

When you make a commitment to someone, you are saying, 'you can count on me.' The other person then becomes dependent on you because he has built a faith in your saying. Commitment says—

- > I am willing to sacrifice because I care.
- > I am a person of integrity and you can trust me
- > I will not let you down.

Hence, when you have a commitment with someone, you must honour it. **Anthony Robbins** says—

“I believe life is constantly testing us for our level of commitment, and life’s greatest rewards are reserved for those who demonstrate a never ending commitment to act until they achieve.”

Remember....

Sometimes people with good intentions are faced with the odd situation after making commitments, such as :

- ▣ A policeman is committed to caring for his wife who is on her deathbed. He is by her side when he gets a call to handle an emergency situation where ten lives are at stake. What does he do?
- ▣ A surgeon has promised her daughter to attend her once-in-a lifetime event. Thirty minutes before the start of the ceremony, he gets an emergency call to operate on a serious patient to save his life. What choice does he have?

Choosing between the two commitments involves priorities, responsibility and duty. Value based priorities help us to choose one commitment

over the other. The surgeon most likely would prefer to attend his daughter's ceremony. But it doesn't matter what his preferences are or what he feels like doing. Commitment involves the eight elements as mentioned above, and if one of them is lacking, commitment loses its strength.

Remember, if commitment is not kept, it leads to :

- Unfulfilled life
- High stress levels
- Depression
- Guilt, and
- Poor relationships.

Hence, when you make a commitment, stay committed.

17. Order is discipline which gives freedom

Have you ever sat on the banks of a river and carefully watched the water go by? The water is flowing in order as the soliders are drilled everyday to walk in line. Similarly, if you listen to the song of the bird, you must attentively note each movement of the sound, see how deeply it goes and how far it reaches - quite in order. When you watch a bird and look at her feathers, colours, beak and the lovely shape of the bird, then you give your heart, your mind, and body, to watch it. And then you are really part of that bird and you enjoy it. In

the same way, you discipline your life, and if you strictly follow the order in life, you will reach the perfection of a humanitarian and enjoy the freedom like the bird.

Freedom does not exist without Order. These two are inseparable and hence go together. If you cannot have order, you cannot have freedom. If you say, 'I will do what I like'. 'I will come to the class when I like' — you create disorder. You have to take into consideration what other people want. To run things smoothly you have to come on time. How would you feel if I had come to your place ten minutes late (after making an appointment) and kept you waiting? Very bad, indeed. So I have to consider, think of others also. I have to be considerate and be concerned about other people. In other words, we have to observe discipline in our thoughts, action and behaviour. If you discipline yourself by watching, listening and being considerate, out of that watchfulness, listening and that consideration (for others), comes order. And where there is order, there is always freedom. You can only hear your teacher clearly when you sit quietly in classroom and give your attention.

What is Discipline?

Discipline does not mean that a person takes a stick and beats up kids. That is madness. Discipline means a loving firmness which leads us to a right path, or direction.

- > It is prevention before a problem arises.
- > It is channeling energy for greater performance.

Sometimes one has to be unkind to be kind. You are all familiar with a big animal 'giraffe'. The female giraffe gives birth to a baby giraffe while standing. What the first thing she does, is to get behind the baby and give him a hard kick. The poor baby gets up but his legs are weak and so he falls down. The mother goes behind again and kicks him. The baby gets up and sits down again. She keeps kicking till the baby stands on its own feet and starts moving. Kicking a new born baby seems to be an evil act but it is necessary for her because she knows that the only way of survival for the baby is to get on its feet, otherwise the predator will finish him up in no time.

The above example reveals that Nature has given a set of rules to all living beings for their own good. Sometimes following discipline becomes very painful, but nevertheless it has to be adhered to for the ultimate good. It is as good as a bitter pill. **Mahatma Gandhi** has, therefore, said—

"Discipline is learnt in the school of adversity."

Discipline gives Freedom

There is a misconception that freedom means doing your own thing. You cannot always have what you desire. You cannot say, "I will be

free to do what I like.” Because there are other people also wanting to be free to express what they feel and also wanting to do what they wish. I want to do something and you want to do something else and so we fight. Freedom is, therefore, not doing what one wants, because man cannot live by himself. Even the monk or sannyasi is not free to do what he wants because he has to fight with himself, or to argue within himself. It requires enormous intelligence, sensitivity and understanding to be free.

So do not use this phrase all the time : ‘I want to be free.’ If everyone could make their own traffic laws and drive on any side of the road, would you call that freedom? What is actually missing is discipline. By observing the rules, we are really gaining freedom. So you cannot have freedom without order and order is discipline.

Julie Andrews has said —

“Some people regard discipline as a choice. For me it is a kind of order that sets me free to fly.”

How are we to get freedom?

Many young students might have this question in mind. The first thing you have to realize is that you cannot depend on others — whether it is your father, your mother or your

teacher. You have to bring it about in yourself. That is, see the nature and find out for yourself what it means to bring about *virtue* in yourself. What is virtue? Virtue is order (that is discipline). You have to find out in yourself how to be good, how to be kind and how to be considerate. And out of that finding you bring about order (discipline) and, therefore, freedom. If you say, 'When I study I go to read the book attentively', then you bring order, i.e. discipline, within yourself, without being told by others.

Secondly, do not think in terms of gaining. If you say, "If I get freedom, I will be able to do this and that", then it is not freedom. Freedom can only exist when there is no motive.

Freedom means to accept Responsibility

□ There was a girl student studying at VIII class in a public school. She was twelve years old. She said to her class teacher : "I've a deep desire to lead a life enjoying complete freedom. When I wish I'll attend the class and will go out at my will wherever I wish to." The teacher replied with great affection : "If you hold this conception about freedom, you can do as you wish but be guard on your body."

She went out, but within half-an-hour she came back. The teacher surprisingly asked her, "What happened you came back so early here?"

That girl answered : “Within such a short period I did realize that ‘freedom’ would mean to be self responsible for the conduct, behaviour, thought and action, and for that no other person would be accountable.”

From the above quoted teen-aged girl we learn the true meaning of ‘freedom’. And that’s why most of the people are frightened of freedom. Man does not want freedom, whereas other species—like birds, trees of the same Nature - always demand freedom. In this world we act, enact and behave and enjoy certain rights. It is essential that we all willingly accept the responsibility for our behaviour and actions and insulate ourselves against excuses.

John F. Kennedy has said—

“Our privileges can be no greater than our obligations. The protection of our rights can endure no longer than the performance of our responsibilities.”

If we think positively, we owe responsibility towards

- > ourselves,
- > family,
- > work,
- > society, and
- > country.

If you do not accept responsibility—

- you cannot realize the goal;
- you cannot make yourself significant and of high esteem;
- you cannot be a role model for future generation.

To understand it well, just sit under a tree. Look at the clear sky, the birds, the shape of the leaves and so on. By being with yourself, sitting quietly under a tree, you begin to understand the perfect workings of Nature. You will then know for yourself the importance of order and freedom.

Responsibility does not kill joy but builds it that leads you to practice discipline. You see many people with talent and ability, and yet they are unsuccessful. They are frustrated, dis-satisfied and blame it on luck, without realizing the lack of discipline (in them). Self discipline increases happiness ever in life.

Hence, the best way to accept responsibility is to take it as your duty. Your internal energy will inspire you to fulfil your duty. **Lord Krishna** preached the lesson of 'duty' first to Arjun so that he would make a disciplined life in order to regain the lost paradise.

Remember....

The teacher and parent both play a vital role in the development of a child's future. Teacher

teaches the child and parent guides the child. It depends on how serious the teacher is in his profession of teaching and the parent in upbringing of the child and guiding him for a bright future.

Our president, **A P J Abdul Kalam** says —
“ Focussing on our citizens of tomorrow is as important as struggling to reform today’s citizens.”

Giving choices to children is important, but choices without direction result in disaster. Parents hardly spend an hour during a week in meaningful dialogue with their children, who are left to glean whatever they can from TV.

▣ A judge, when sentencing a man for robbery, asked if he had anything to say. The man replied : “Yes, your honour! I wish my parents also be sentenced to jail.” The judge was amazed. ‘Why parents’, he asked. The prisoner promptly answered— “When I was a little boy, I stole a pencil from school. My parents knew it but didn’t say a word to me. Then I stole a pen and they knowingly ignored it. So I continued to steal a number of other things from school and the neighbourhood but my parents never checked me. Hence, my parents ought to be jailed with me.”

In the above example, the thief is right. His parents should have disciplined him in the beginning.

They failed in doing their job right. **J. Edgar Hoover** has said —

“If discipline is practised in every home, juvenile delinquency would be reduced by 95%.”

Points to note :

Without discipline —

- > A captain cannot run a ship effectively,
- > An athlete can not win the race,
- > None can achieve goal in music, art or dance or anyother field, and
- > Nature too can not function well.

People without discipline try to do everything, but commit themselves to nothing. Discipline demands self - control, sacrifice and avoiding distractions and temptations. We all know the story of the hare and tortoise:

Once upon a time a tortoise and a hare had an argument about who was faster. They decided to settle the argument with a race. They argued on a route and appointed a fox as the judge. The race started. The tortoise kept going slowly. The hare ran briskly for some time. Then seeing he was far ahead of the tortoise, thought that he would win the race even if he'd sit under a tree for a short while and relax before continuing the race. He sat down under a tree and soon fell asleep. The tortoise went on without any rest. By the time the hare woke up,

remembered the race and resumed running, the tortoise had already finished the race and won.

We can conclude from the above story that lack of consistency is poor discipline which causes a man's troubles. Therefore, parents should closely watch that their children flower in a good company so as to learn respecting the order and freedom, as a responsible person. **George Washington** has said—

“Associate yourself with people of good quality if you esteem your reputation, for it's better to be alone than to be in bad company.”

18. Overcome fears

Fear is what prevents the flowering of the mind, the flowering of goodness. They are a drain on our mental energy and are main stumbling-block to our progress. There are some people among us who constantly fear or doubt and thus remain in the state of unstable mind. And the ultimate result is : they do not attain their goals. Hence, as a student, you should understand it completely so that you are free from any fear or feeling of doubt.

First of all, you should have clarity in your mind that there is nothing in the world which you really need to fear. It is simply an illusion, which is self-created due to a lack of

understanding. Lack of self-confidence and a feeling of doubt can magnify fear, which suppresses your abilities and capabilities. As such you become idle and inactive. Let's see here what some great thinkers say about fear :

"Fear always springs from ignorance."

—R.W. Emerson

"Fear is the proof of a degenerate mind."

—Virgil

"We suffer more from imagination than from reality."

—Seneca

"As fear is a close companion to falsehood, so truth follows fearlessness."

—J.L. Nehru

"Fear is always a feeling to be rejected, because what you fear is just the thing that is not likely to come to you."

—Shri Aurovindo

"The one permanent emotion of the inferior man is fear."

—Napoleon Bonaparte

There are some causes that you have fear, and they are :

(1) **Failure** : 'A burnt child dreads the fire.' With

the experience of one failure you feel so scared that you do not attempt again and leave everything to your destiny. But **John W. Gardner** has said—

“We pay a heavy price for our fear of failure. It is a powerful obstacle to growth. There is no learning without some difficulty and fumbling. If you want to keep on learning you must keep on risking failure all your life.”

- (2) **Weakness of heart and mind** : Even incidents of so called ghosts, black magic, soul possession and various other para psychical influences affect only those who are mentally fearful, weak and remain sensitive to these things. These things can not touch men of strong heart and mind. **Erica Zong** say—
“I have gone ahead despite the pounding in the heart that says : turn back.”
- (3) **Feeling of insecurity** : This is a false feeling which, when embedded in mind, gives rise to fear. For an instance, if a large amount of money is kept in the house, one does feel insecure and as a result frightened. **Thomas Carlyle** says, *‘The first duty of man is that of subduing fear.’*
- (4) **Fear of insult** : Everyone is afraid of bad name in society. And so is with you for

getting low marks in exams. But, **Nelson Mandela** has said—

“It is our light, not our darkness, that most brightens us.”

- (5) **Anxiety** : Anxiety is man’s greatest enemy. It does not attack from outside but from ‘within’. Anxiety brings along with it sickness, sadness, doubt, dilemma, fright, tension, sleeplessness, depression etc.

Anxiety is not a solution to your problem. **Socrates** was once asked by someone : “How is it possible that you always give appropriate advice?” He smiled and replied, “I do not indulge in anxiety but in contemplation.” **C.N. Bovee** says—

“There is great beauty in going through life without anxiety.”

Bovee has rightly said because in life, there are only two things to worry about—whether you are well or you are ill. If you are well, then there is nothing to worry about. But if you are ill, there are only two things to worry about—whether you will get well or you will die. If you get well, there is nothing to worry about; but if you die, there are two things to worry about—whether you go to heaven or hell. There is nothing to worry about when going to heaven; but if you go to hell, you’ll shake hands with your old

friends and you won't have time to worry. So do not think of all your anxieties; you will only make your-self ill. Someone has said—

“Do not push a wagon, you will only raise the dust about yourself.”

- (6) **Competition** : Whether it is competition in class / career - building or competition in life, fear is essentially involved in it. To be afraid of not succeeding is at the root of competition.

Real learning comes about when the competitive spirit has ceased. If you have such a foundation, in which there is no wandering, it is a solid foundation and on that you will not have a feeling of competition with your fellows / friends / colleagues and others. Rather you will think in a positive way — that you are cooperating with them. An intelligent student wants to learn in class and outside and not merely add knowledge to himself like a computer; he stays away from the competitive spirit as he always believes in action through learning. In this way, you can root out the fear of competition. **Leon Blum** has said—

“The free man is he who does not fear to go to the end of his thought.”

- (7) **Fear of success** : Some students, or even some people in business or other occupation are scared of success, with the result that they do not reach the top, or even if they do, can not stay there for long. In this reference, there is an **example** here:

- There is a world-renowned golf-player, **Greg Norman**, who wonderfully played in an important tournament and reached the finals. Since the spectators had seen his first performance, they were very much hopeful of his winning the match. But in the last match he unexpectedly lost his grip on the game. This was not the only incident with him. Many times of his life he faltered in the game towards the finals.

The above example gives you a glimpse at fear of success. In our struggle to continue getting success, we sometime attract the fear of losing the chance, which is psychological. In fact, in our sub-conscious mind there is a desire to win and also a fear of failure. This fear (of failure) prevents us from putting our fullest efforts into a given task.

Psychologists have studied such people who are scared of success, and have proved that they could not condition to the success. I've undergone myself such a situation,

when I was appearing for B.Com. examination. I was too happy to see the question-paper of statistics, but no sooner I started attempting questions, my memory could not recollect what I'd studied and as such the paper was not done well to my expectations. Later on, I came to realize that due to my being over-confident, I lost the opportunity to secure the maximum marks in that paper. This **over-confidence** is thus another name for the **fear of success**. **Nelson Mandela** has said—

“Our deepest fear is not that we are inadequate. Our deepest fear is that we are powerful beyond measure.”

Ways to overcome fear

1. Causes of fear leap on you again and again until you overcome fear. It is a law that the more you fear a thing, the more it frightens you. One of the best ways to remove fear is to intentionally face and stand before those very things you fear. Once you are boldly prepared to face and stand before fear, it will retire into its shell. Let's see an **example** here :

- ❑ **General Schulz**, in America's defence, was ordered to go in a battle, where the opposite army was very strengthful. When he analysed the strengths of both armies, he was dreadfully frightened. He felt that it would be

practically impossible to return alive from this battle. Fear ruled his mind. He reached the battle-field with his unit. Suddenly, the opposite army exploded a bomb that fell down near him and one of his soldiers died on the spot. General was stunned for a while. But soon he realised that death was an integral part of life and it was baseless to worry about that. With this thought he came out of the fear. He was energised. His vigour infused a new life into his dejected soldiers. His fearfulness motivated them to fight with renewed and immense courage. The opposite army was badly defeated by General Schulz and his army men.

2. Bear in mind this great truth that actual mishappening is never fearful as our thought or imagination of that happening.
3. Gain strength by the knowledge that nothing happens by chance or by accident. For every happening there is a reason.
4. Do not start with the bias in your mind that the other person is a cheat and will deceive you, otherwise you will develop a doubtful attitude. Doubts create a fear of failure. So never mistrust a person. If someone cheats you, he is actually cheating himself first. Any person doing good or bad to you will enjoy or suffer according to divine laws. So don't bother for that so as to become a

fearless man. Also do not let doubt and mistrust foster in your heart and mind, in order to escape from any fear.

5. Just face each challenge of life boldly with positive outlook and firm faith in God who only can provide the real security to you.

6. Finally, in the words of **Shakespeare**, *“Fearless minds climb soonest upto crowns.”*

Remember...

Most of us learn through fear. Fear is the essence of authority and obedience; and so the teachers and parents demand obedience from children. But for the new generation, obedience can not be a whole ‘virtue’ in the present age. Because when we watch the old generation, we see how fearful it is of everything — fear of death, disease, public opinion and so on. The older people are completely held in the grip of fear. So their gods, scriptures and worships are all within the sphere of fear. As such their minds are wrapped and such a mind cannot think straight, reason logically and healthily, because it is rooted in fear.

Similarly, what happens to children when they fully obey? They cease to think independently. Because they feel that the authorities are such powerful that they can turn them out. As such they become slave to an idea, impression and influence.

When the brain is conforming to a pattern of obedience, it is no longer capable of thinking simply and directly.

Also, as explained earlier, fear is involved in competition. Children learn most when they have no fear and are not threatened by authority and also not competing with fellows.

Therefore, it is necessary that teachers should share the responsibility to eliminate the feeling of fear from the mind of young students, as they play an important role in preparing the student for the whole of life.

- ❑ Teachers should establish a right communication with the student so as to bring about a different, friendly atmosphere, in which he begins to learn in a true sense of the word and be free from fear.
- ❑ Teachers should have affection first, then use every occasion to help the student to be free from fear, explain to him the causes of fear and use every incident to show how he is afraid of.
- ❑ They should encourage the student first to attend the immediate problem so as to avoid any negative thinking until the problem is solved. He should first accomplish the work, which is frightful.

- ❑ Develop a sense of self-importance in him so that he begins to feel how fearless he is to do this or that work.
- ❑ Awaken in him a curiosity to understand fully what he is learning, not only for obtaining maximum marks in exams, but for practising in his life. As such, he shall begin to appreciate quality in work. in playing a game and studying all subjects. Also he will develop his interest, hobbies and other extra-curriculum activities.
- ❑ When the teacher builds a solid foundation of the student, he stays away from the feeling of fear of competition and lives happily with flowering of mind.



Learning (3)

19. Develop the Nature of Enterprising

In modern civilization it can not be possible for anyone to depend on others. The time has gone when a person was feeding many people in his family, because their wants were limited and they were leading a very simple life. Now the situation is absolutely different, and one has to be of the enterprising nature in any field, in order to enjoy a happy independent life. If you develop this nature during your teens, you will cut your facing much struggle after completion of studies.

In any American cities one can find young students (even if their parents are rich) doing part-time jobs like distributing newspapers, cleaning lawns, washing cars etc., on Saturday and Sunday. They understand that to learn earning is the hardest part of life.

But, besides money, they understand that money is for living and is not a life, as earning bread is not the destination. Their thinking is how to honour one's sentiments and labour, marketing skills, proper use of loans, honesty, openness etc. Moreover, after completing studies and courses, an American student does not have to fight for living as we Indians have to face.

In America, parents and teachers understand that if a student has got this learning during his studies, he will achieve his goals through struggle in life. But in India the top priority of parents is to give maximum comforts to their children and struggle for their future, however, with few exceptions. In today's world (of competition) the young students should be left open to take their own decision in the matter of future course. **Henrik Ibsen** has said—

“The strongest man in the world is he who stands most alone.”

Hence, as a student, do not sit idle during holidays. Do something for your own learning as well as earning. You will soon become a man of enterprising nature like **Richard Branson**. Here is a brief of his life that will inspire you :

❑ **Richard Branson** was born in England, in 1950. His father was engaged in legal profession and mother was an air-hostess. He had weak eyes since birth and was suffering from dyslexia. He never performed wonders in academics, but was a man of great enterprising nature, courage and skill.

- At the tender age of 10 he brought out a newspaper “*Student at the age of sixteen*” with the purpose to inter-link the schools. The head-master of his school made a high praise

for this unique task and applauded Branson, *“One day you will get a Best Achievement Award in life. I’m proud of you.”* This newspaper was his first achievement that made him an entrepreneur in the days of schooling.

- At the age of 16, he gave up his studies and joined the music industry. He started selling records at a discount-rate and the people showed their keen interest in his records with great zeal.
- In the year 1972, He established ‘Virgin Records’ company and opened his first studio in oxfordshire. The first album was recorded by Mike Oldfield; more than five-million copies of this album were sold out. Other artists who worked for ‘Virgin Records’ were : Belinda Carlisle, Genesis, Phil collins, Janet Jackson. the Rolling Stones and spice girls. Today this company is one of the top six companies of the world in this field.
- In 1984, Richard founded the company ‘Virgin Airlines’, which is the second largest company of Britain.
- After watching the success of Coco-Cola company, he has also stepped into the field of soft-drink. His company has brought out the ‘Virgin’ Cola in the market. Its initial

success shows that 'Virgin' cola will soon be popular in the world.

- 1986, Branson became the first to cross Atlantic Ocean by the boat 'Virgin Challenger-2'.
- 1987, he crossed Atlantic Ocean in a hot-air balloon for the first time in world. He is developing the strong will-power to travel around the world in a hot-air balloon.
- Recently he has planned to cross the English channel by his car 'Acquadra'. This car runs at 160 km/hr on land and in water at the speed of 48km/hr. also.
- Richard Branson is a 'Role Model', not only for the business class but an inspiration to all aspirants of entrepreneurship, and also for those who are physically deformed. As such the name of Branson appears the name of success.

Learning :

Risk and courage are essential to be in an entrepreneur. Richard came forward as an entrepreneur with these two secrets and used his skill and talent in business. He made the time-bound Action plans and moved forward with his courage, strong will-power, faith, hard work and risk-taking capacity. With his long vision he explored

new opportunities and utilized them to the fullest extent.

Further, an individual, who touches the zenith of success, knows that there are several avenues to get success, which can be availed of.

This is all apparent in the above example of Richard Branson. The only thing required is that you should have **courage, risk** and **positive thinking** to become a man of enterprising nature.

20. Be Enthusiastic

R.W. Emerson has said—

“Nothing great was ever achieved without enthusiasm.”

When a strong desire buds in your heart to achieve something, you immediately get up and say, ‘I have to do this work.’ This is what we call ‘enthusiasm’ that you can experience in your daily life. This zeal increases so much that you feel energised enough to reach even the top of mountain.

■ When **Abraham Lincoln** was a student, he went to a teacher’s house and asked, “What should I do to become a good orator?” The teacher replied, “you must learn ‘grammer’ thoroughly.” Lincoln was though poor, yet he was filled with zeal. He walked on foot six miles and borrowed a grammer book. He

studied that book whole night in the candle's light.

Enthusiasm makes the task easy and full of pleasure. This word is derived from two greek words—'en' and 'theos', which mean 'in' and 'God'. Enthusiasm is the propellant we receive when we tap the power within. It is the radiant power we possess when we know who we are and what we can do. Enthusiasm is a solid faith in a cause, faith in one's self and rooted belief in one's work.

Enthusiasm is the soul of work : When you lack enthusiasm, you feel difficulty in the accomplishment of a task. In its absence all our faculties and energies are not fully directed towards the task and we have to spend many hours in doing the work of an hour. Enthusiasm provides energy to body like the fuel to an engine.

- ❑ In U.S.A., **Frank Badger** has been a prominent salesman in the Insurance business. Initially he was failure in this field and had decided to resign from his company. With this intention he went to his office. At that time the sales manager was busy in addressing to his dealers (salesmen) in his chamber and Badger had to wait outside. He heard the manager's voice :

"I know you are all capable salesman. But you must remember that more than the

ability and skill what is important is your zeal, enthusiasm, your internal force, which help you move to the destination. Your vigour, your zeal, in fact, leads you to the zenith of success."

Hearing such words, he immediately changed his decision, tore off the resignation letter he had in his pocket, and went back to his house.

From the next morning he put himself in selling the insurance with a new gusto. His enthusiasm rubbed off on people who bought the policies from him in large number. In a few years, he became number one salesman of America.

Enthusiasm and success go together, but enthusiasm comes first. Enthusiasm inspires confidence, builds loyalty and hence is priceless. It is so powerful that it can crush every opposing force that stands in the way of triumph. Enthusiasm knows nothing but success.

- **Francis Parkman** was a student in Harvard. He decided to write the history of French and English people residing in North America. He was so dedicated and involved in collection of facts and research - work that his health suffered badly. But he did not lose his enthusiasm and gifted an immensely great work of history to the world.

Remember....

When you make a resolve with zeal, you are wonderfully energised. This energy illuminates your life and brings about sudden changes in you—

- > Ugliness of mind / heart changes into beauty.
- > Negative emotions like fear, restlessness, idleness etc., are destroyed.
- > Thoughts and actions are in harmony.
- > Courage and determination flow rapidly and you change the direction of your life with the strength of struggle.

● Youths and Enthusiasm

▣ The enthusiasm of **Sardar Bhagat Singh**, who was dedicated to India's freedom caused a bomb-explosion in parliament and willingly went to be hanged on. Besides, **Chandra Shekhar Azad**, **Ganesh Shanker Vidyarthi**, **Lala Lajpat Rai** and many others were so enthusiastic to win the freedom that they had given up their lives for the nation.

▣ **Sir Issac Newton** had caused his greatest invention even at the age of 21.

▣ **Victor Hugo** had written a tragedy drama at the age of 15.

▣ **Martin Luther** had become a great religious

reformer at the age of 21.

▣ 25 years old **Napoleon Bonaparte** got victory over Italy.

▣ It is said that several other great personalities like **Bhartendu Harish Chandra**, **Swami Vivekanand** and **Lala Har Dayal** (of Punjab) were full of enthusiasm and they achieved greatness in their youths.

Remember....

When you, as a student, study with enthusiasm and get the merit in exams, you feel a great pleasure—undescribable. Keep in mind that enthusiasm is an internal quality, which has no connection with wealth. You can earn wealth by being enthusiastic, but it is not necessary that wealth would support you in forming a positive thinking. Hence, you should move towards your goal - with enthusiasm.

● **Benefits of Enthusiasm**

- > It gives rise to your pleasure, which makes the atmosphere healthy.
- > It gives you courage and self-confidence.
- > You get motivation to perform great deeds.
- > Unneccessary anxities are not born and your thoughts are renewed and become vital.
- > You become courteous in social behaviour

and feel energetic to impress others.

- > Enthusiasm is the feel of life. You move to reach the destination.
- > It is an art of leading a purposeful life.

Remember....

Enthusiasm gives patience. A patient man never loses hope, zest and ability to struggle. He would always be dutiful by virtue of his enthusiasm and continue his struggle with courage and progress, as a result.

Let's see what great thinkers say about enthusiasm :

"Enthusiasm is energy that boils over and runs down the side of pot."

—Arnold Glasow

"Enthusiasm finds the opportunities and energy makes the most of them."

—Henry S. Haskins

"Enthusiasm is the yeast that makes your hopes rise to the stars. With it, there is accomplishment. Without it, there are only alibis."

—Henry Ford

"If you can give your son only one gift, let it be enthusiasm."

—Bruce Barton

Hence, live while you are alive. Enthasiasm and desire are both what change mediocrity to excellence. Many decades ago, **Charles Shwab**, who was earning a salary of a million dollars a year, was once asked by someone if he was being paid such a high salary because of his exceptional ability to produce steel. Charles replied, “I consider my ability to arouse enthusiasm among the men — the greatest asset I possess.” The steam can move some of the biggest engines in the world, and this is what enthusiasm helps you to do in your life.

- **Now question is
how to enhance Enthusiasm?**

For an enthusiastic life, little things are of great significance. Hence, give attention to things as noted herebelow :

- > Get up everyday with a new resolution that today will be another happy day.
- > Either do some exercise or go for a morning walk.
- > Keep your daily life well organised. Carry out your tasks according to the priorities and be punctual.
- > Keep a smiling face and do not be sad and gloomy.
- > Wear such dresses which keep you pleased.
- > Take the work in hand which holds your

interest and do that with concentration. In case of need take help of others.

- > Do not be afraid of failure. Even if the performance is not upto the mark, you should start it again with enthusiasm.
- > If you feel tired while working, take some rest.
- > Meet your friends and companions with warmth. Be open, friendly and generous in appreciation of others.
- > Laughing at yourself adds to enthusiasm and creates the lively atmosphere. Laugh loudly.
- > Keep your spirit high.
- > Be spontaneous, simple and zestful. Walk fast but carefully.
- > Develop your interest in reading good books so that you learn something new with enthusiasm.
- > Look at the sky and realize how birds are flying with zeal. Then look at the flowers and realize how beautiful and gleeful they are. Love Nature and try to live in harmony with it. Assimilate the beauty of nature. **Dante** has said, '*Nature is the art of God.*'
- > Practice self-control, so that you stay away from anger. Anger is the enemy of enthusiasm. Hence, beware of it.

Remember....

Enthusiasm is a great asset of all human souls. It becomes more significant for a man who has a meaning to life. He can not live without it, as he feels dead even before his death. To him time or age is not a factor to possess enthusiasm, whether he is in youth age or old age. Truly, the dignity of age exists in enthusiasm.

- ❑ **Glaston** had the abnormal energy when he was aged 80.
- ❑ At the age of 80, **Wellington** had inspected the placement of army for safety of the fort.
- ❑ Aged 78, **Dr. Samuel Johnson** had written the best book on "*Life of poets.*"
- ❑ **Issac Newton** wrote the minute details of his book '*Principia*', when he was 83 years old.
- ❑ **Plato** died at the age of 81 while *writing*.
- ❑ **Tom Scott** studied the '*Hebrew*' language at the age of 86.
- ❑ When **Galileo** was formulating the *laws of motion*, he was aged 70.
- ❑ **James watt** learned *German* language at the age of 85.

- ❑ Great poets — Longfellow, Tennyson, Voltaire and others — wrote some of their best works at the age of 70 years.
- ❑ **Goswami Tulsidass** started writing the great literature of Hindi poetry, "*Ramcharitmanas*" at the age of 72.
- ❑ Iskcon was founded by A.C. Prabhupad at the old age of 71. He started the 'Hare Krishna' movement in America for the well-being of the world.

Every day you feel there is a novelty in enthusiasm. Forget all about the past and live every day with a new and fresh mind. Meet each new day with freshness, a new zeal, vigour and energy, and with willingness to embrace life in all its forms.

- ❑ **Issac Newton** had prepared the notes of his research work done with hard labour of many years. He was much pleased with the outcome of his work. He kept all his papers on the table and came out of his room to get some fresh air. His dog, Jacky, jumped on the table, with the result that the burning candle fell down on the papers, which were burnt to ashes in a few moments. When Newton entered his room, he was shocked beyond the words. However he did not lose his patience, and without showing anger on

dog he simply said with a smile, "Dear Jacky! you are innocent. Now, let's start working again with a new zeal."

This is called — **Enthusiastic life. !**

21. Beware of Anger

As said earlier, anger is an enemy of enthusiasm, and so it is a sign of weakness. What is an anger? In simple words, when you are not able to accept or digest a thing, which is not favourable to you, and grow mentally weaker, you get angry and lose the power of discrimination. **Chanakya** says, '*In anger man hurts himself.*' Recently, we read in a newspaper that a woman had killed her children and subsequently committed suicide due to some disputes with her husband.

Lord Sri Krishna says in Gita—

“क्रोधाद्भवति संमोह संमोहात्स्मृति विभ्रमः।

स्मृतिभ्रंशाद् बुद्धिनाशो बुद्धि नाशात्प्रणश्यति॥” —(2/63)

[From anger comes delusion, which results in loss of memory. The loss of memory causes destruction of discrimination and from the ruin of discrimination the man perishes]

In other words, anger gives rise to injustice and makes our wisdom blunt. This brings down the energy-level and man leads to wrong path and forgets his objective of life.

As such, anger is said to be a man's greatest enemy in the process of personality development. Let us see some views of great thinkers about anger:

"Anger is one letter short of danger."

—Syrus

"Anger makes dull man witty, but it keeps them poor."

—Francis Bacon

"Anger begins in folly and ends in repentance."

—Pythagoras

"Anger and intolerance are the twin enemies of correct understanding."

—Mahatma Gandhi

"You can't shake hands with a clenched fist."

—Indira Gandhi

"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."

—Aristotle

"Holding on to anger is like grasping a hot coal with the intent of throwing it at someone else, you are the one getting burned."

—Buddha

Its Main Causes :

1. Long chronic disease
2. Anxiety, mental stress, doubts, fear etc.
3. Social problems like poverty, loneliness, unemployment, etc.
4. Family tensions.
5. Sexual dis-satisfaction.
6. Inferiority complex.
7. Other causes like traffic-jams, social inconveniences, frustration due to unexpected results etc.
8. According to **Lord Krishna**, when the desire is not fulfilled, anger surfaces.

● **What happens when you get angry?**

- > You lose your wisdom.
- > You cannot recognize your own faults.
- > You lead to negative emotions like envy, jealousy etc.
- > Whoever is near you, he becomes the target of your anger.
- > Ego and anger go together - when ego is hurt, anger develops, resulting in the rise of negative emotions.
- > When you get angry, your body reflects many changes, viz —
 - Face reddens.
 - Voice becomes louder.

- Faster breathing
- High blood pressure
- Body trembles
- Uncontrolled voice
- You tend to fight

● **Hence, keep check on anger**

It is not an easy task to control anger. We must keep our wisdom intact and strengthen the will-power. Some suggestions are given herebelow to keep a check on anger :

(1) Learn to trust others and control distrust :

- > Do not think anyone an enemy.
- > Put yourself in the place of another.

(2) Bring about a change in your personality :

- > Always keep smile on face.
- > Learn joking.
- > Develop a sense of humour.

(3) Silence kills anger :

- > Keep cool and command everyday.
Mahatma Gandhi has said —
“Silence helps to suppress one’s anger, as perhaps nothing else does.”
- > Count till ten, or go out of the room.

(4) Control your speech :

- > Do not speak irrelevently.
- > Do not raise your voice.

- > Practice self-control.
- > When cool down, express regret for what you said in anger.
- > Do not make unnecessary comments.

(5) Give it a right direction :

- > When in anger, get yourself busy in some other work or divert your mind.
- > Listen to music, play or go for a walk.

(6) Keep your body and mind healthy :

- > Take a light exercise or meditate.
- > Take a simple and light meal.
- > Do not let tensions dominate you.
- > Use your leisure-time in some constructive work, so that negative thoughts do not enter in your mind.
- > Keep your daily routine well organised.

(7) Develop a hobby, like :

- > Music, painting or acting, according to individual interest.

(8) When in anger, start imagining, like :

- > I am riding a bicycle.
- > I am in a swimming-pool.
- > I am standing in hot wind.

(9) Make a firm resolve, e.g. -

- > Loosing temper is sinful.
- > God is watching him (as Plato said).

Besides the above, we give some more suggestions contributed by great thinkers, hereas under-

“When anger rises, think of the consequences.”

—Confucius

“When angry, count ten before you speak ; if very angry one hundred.”

—Thomas Jefferson

“Never answer a letter while you are angry.”

—Chinese proverb

“The greatest remedy for anger is delay.”

—L.A. seneca

Remember....

Martin Luther once said — *“I never work better than when I am inspired by anger; when I am angry, I can write, pray and preach well, for then my whole temperament is quickened, my understanding sharpened, and all mundane vexations and temptations depart.”*

Anger is, in fact, a natural instinct in a human being. Some people are restrained in their anger whereas others are aggressive. To some extent anger is said to be justified for fulfilment of a creative objective. For example, during struggle for freedom, Sardar Bhagat Singh threw a bomb in the parliament to express his anger against the

British rule. According to a saint, *‘To be angry against injustice, sin and cruelty is justified, but to be angry for selfish motives is not right at all.’*

Anyhow, anger is not a virtue but an evil. You must control it. You can get the work done from the force of your personality rather than from anger. You must be able to face any situation or person with calm and peaceful mind, no matter how bitter it may be. A person is likely to understand you more, if you explain a thing without anger, but with firmness.

According to Paramhans Ramakrishna, in order to control anger you should give it a right direction, and for that always practice self-control, patience and discipline in life. Here is a relevant example of Abraham Lincoln :

- When **Abraham Lincoln** was president of America, the defence minister called on him to seek his approval for writing a strong letter to an army officer who had not followed his written directions properly. The minister was very angry which he intended to convey, under pressure of his lost temperment, to the officer concerned. After hearing him patiently, Lincoln said, “okay, go ahead; do write immediately, using very harsh language you can, in anger.”

The minister prepared the letter accordingly

and approached the president just to show it to him. He humbly requested Lincoln to see the letter, but without looking at him he said, "now tear it off and get peace in mind. I, too, do such acts while in anger. I can understand now, you have controlled your mind."

In this way, you can give a right direction to your anger. **Horace** has observed — "*Anger is momentary madness. Control it, or else it will control you.*"

22. Learn Prudence

The word 'Prudence' has a deep meaning. It co-ordinates all essential qualities of a good personality. To understand it well, let us see, first, the thoughts of some great men here :

"A prudent man foresees the difficulties ahead and prepares for them, the simpleton goes blindly on and suffers the consequences."

—**The Bible (of Jesus)**

"Prudence is a universal virtue, which enters into the composition of all the rest."

—**Voltaire**

"Who never wins can rarely lose, who never climbs, rarely falls."

—**Whittier**

"The man is prudent who neither hopes nor

fears, for anything from the uncertain events of the future."

—Anatole France

"The wiseman will scent danger beforehand and holds his mind from wavering when danger comes."

—Mahabharata

"Prudence is the knowledge of what is to be sought and what is to be avoided."

—St. Augustine

"A man is undoubtedly an artist and creator."

—Mahatma Gandhi

By analysing the parts of the above statements, we learn two things — *Intelligence (or wisdom) and cleverness (or dexterity)*, and both these qualities indicate the hidden quality of prudence. Wisdom is '**power**' and cleverness is '**skill**'. Both these combine to form prudence. See a few examples here to understand the 'prudence' :

- Example of a 'gora' (white) officer and a 'black' soldier is given on page 82 under the topic "Develop your Brain-power." In this example the black soldier was prudent. His way of talking was so powerful that the gora officer had to obey him.

Learning : In this era, wisdom fails before the cleverness. Wisdom knows, '**what is to be done?**' whereas cleverness shows '**how to do it?**' The later being an art is called *commonsense*, (which consists of practical knowledge). This is the reason why an imprudent man reaches nowhere.

- When, in one of his expeditions, Napoleon reached the side of a river with his soldiers, he noticed that there was no bridge to cross over. He asked his chief engineer, 'What is the width of this river?' The man answered, "my equipments are with soldiers coming behind, so it's difficult to tell you exactly without taking measurement. Napoleon got angry and shouted, "give me the answer right now, else which I'll expel you from the service." The fear of expulsion jolted his wisdom. He used his helmet to make some calculations and told him the approximate width of the river. Napoleon was happy and he gave him promotion.

Learning :

> When a man wanders from the right path and somehow finds a right way by using his prudence, he emerges as victorious in the end.

> To analyse an individual properly, the important thing is to look into his work deeply.

His qualities will automatically come to the forefront.

- In the period of Mahabharata, elder brother of Arjun, Bhim, hanging a drum around his neck, went out into the streets of Hastinapur to make this announcement in general public:

“Citizens! listen to a good news! King Yudhister has overpowered ‘kaal’, that is “time, age and death.” The spies of the kingdom brought this news to the king Yudhister. Bhim was summoned to the royal court.

The king asked, “What was your motive behind making such a false announcement in general public?” Bhim politely replied “My Lord! yesterday a brahmin came to you and begged for charity, and you said to him”, come tomorrow to get it. “I took it to mean your positive believing in that you and brahmin both would be alive the next day. Pardon me, Sir ! someone who has conquered the time, age and death can make such a promise. I was overwhelmed and made such a blissful announcement.”

Yudhister got serious. Due to his busy schedule he had asked that begger to come next day, but hadn’t thought seriously about the unpredictability of life and future, before

giving an assurance to him. He immediately sent an attendant to search out the beggar so as to give him the due alms. Thereafter, he made a resolve to commit only that much which he could accomplish in the present terms.

Learning : Three things are made clear—

- > **Wisdom** says, death walks parallel to life: Hence, life's certainty can not be determined. **Geoffrey Chaucer** says, "*It is not good to wake a sleeping hound.*"
 - > **Dexterity** (Cleverness) lies in the immediate doing (of work). Do not leave it till tomorrow.
 - > **Prudence** calls for immediate correction of faults lest it becomes too late. In the above example king Yudhister amended his policy promptly. **Emerson** has said "*The one prudence in life is concentration.*"
- **Baba Farid** was once on a long journey via Kashi where **Sant Kabir** was living in those days. He was with his disciples. They thought: "when these two saints meet and hold discussion, we would gain an enlightening experience." On the other side, the disciples of Kabir, when heard about the visit of Baba Farid, also formed the same opinion. Both the saints met and stayed together for three days,

but they didn't have any knowledgeable discussion.

On the fourth day Baba Farid moved on from Kashi alongwith his disciples. They enquired from Baba, "we were hoping to gain some knowledge out of discussions of the two saints, but none of you spoke at all." Baba replied, "How could I speak before a great knowledgeable saint like Kabir?" The similar answer was given by Kabir to his disciples also.

Learning :

This example reflects prudence in three ways:

> Men of wisdom believe that there is a time of speaking and a time of being silent. When two such people meet, they regard silence as one great art of conversation.

Thomas Carlyle says— "*Silence is more eloquent than words.*"

> Two prudent man do not engage in futile arguments when they meet. They merely show respect to each other.

● In order to be prudent, we ought to be practical and realistic. We should not exaggerate about our capabilities, and commit only that we could truly fulfil.

Now, take one more incident of Mahabharata period :

- The battle was raging in Kurukshetra. Victory was eluding pandavas like a 'hide & seek' game, while it was a question of life and death for them.

How to defeat guru Dronacharya? Setting this target, Shri Krishna suggested a plan to Arjun. Dronacharya loved much his son, Ashwatthama. By this name an elephant was also participating in the battle. In order to weaken the morale of Dronacharya, as Shri Krishna suggested, Pandavas killed the elephant and sent the message to Dronacharya as "Ashwatthama has been killed."

Dronacharya uttered '**impossible**', but he was much upset and said, "if this is true that Ashwatthama has been killed, let it be said by Yudhishter." He knew that Yudhishter would not speak a lie. But on the insistence of Shri Krishna, Yudhishter agreed to speak the truth and declared in his loud voice : "अश्वत्थामा हतो नरो वा कुं जरौ।" That means, "Ashwatthama died, man or elephant".

Guru Dronacharya could hear the initial words "**Ashwatthama died**", because the rest ones were drowned in the sound of conchshell, 'Panchjanya', blown by Shri

Krishna. Dronacharya was so dejected that all arms fell down from his hands. He lost his spirit and Pandavas overpowered him and won the battle.

Learning : We can learn from this example as how to attain the goal in a most difficult situation, prudently.

- (1) First of all, with a positive think, analyse the problem that stands in your way and prevents you from leading to success. In this example, Guru Dron is the main 'problem' and without removing him the pandavas cannot win the battle.
- (2) Try to find out the elements, which are facilitating the main problem, and those can be used in removing the problems. For example, the name 'Ashwattha', in this case, is associated with a man, who is the most loving son of Guru Dron, as well as an elephant and the both are participating in the battle.
- (3) Now, with the aid of an '*honest manipulation*', think of an effective measure which can make your target easy to achieve. You ought to be a diplomate while taking on measures, that means —
 - a) no one should be harmed by your action, and

- b) You should attain your objective.

[Note : Here I have used the term 'honest manipulation' in lieu of 'cleverness', which is a more appropriate word in process of personality development.]

Getting victory in a critical situation is not so easy. It can, however, be attained through 'diplomacy'. This weapon was, for the first time, used in the battle of Kurukshatra, when suggested by Shri Krishna, in an honest manner. Ordinarily, manipulation is not an honest means to get success, but in today's age one who can manipulate is regarded as most successful man. **Remember**, only honest manipulation, or *commonsense*, is acceptable under positive thinking. Commonsense is one of the essential qualities required for personality development. It is a creative quality that helps you in achieving goals, Hence, we all must develop it within us.

Remember....

William Shakespeare was an extremely prudent man. He had the ability to transform everything, every situation into a drama. His drama was the intermingling of a variety of characters and a splash of the universal emotions. His writings were full of music because of an abundance of commonsense he used.

Co-ordination of commonsense with the intelligence results in prudence. We are born with five senses — touch, taste, sight, smell and hearing. But great successful people have a sixth sense —commonsense. This sixth sense is an open-eye, an ear to hear, a nose to smell and so on. Commonsense is the ability to do things as they ought to be done. Without commonsense the applications of education and knowledge in any field would be meaningless.

Victor Hugo says : ‘*Commonsense is not the result of education.*’ Even the best education without commonsense is worthless. Intelligence and commonsense go together, as you will see in the following illustration :

- ▣ A traveller approached a man sitting outside his home and spoke : “I want to migrate from my village to your town. I wonder if you tell me about behaviour of the inhabitants here.” The prudent man said, “as the people behave in your village, you will see them doing the same in this town.” “But there people are selfish and mean-minded”, the traveller said. “You will find people of the same nature here, too.” —the man promptly responded.

After a few days, the other traveller visited him and inquired about the people of town on pattern of the previous traveller. The response of man was also in the same

manner. Then the traveller said, “men of character, good behaviour and co-operative nature live there.” Thereupon the intelligent man replied — “The same people you will find here also.”

Therefore, someone has said—

“An optimist sees everywhere the green light, whereas a pessimist a red light; but an intelligent man with his commonsense does not count on the light of colour.”



Learning.... (4)

23. Add something more to achieve excellence

● Know your Guts :

Many doubts and queries might be arising in your mind from time to time. If so, analyse them, understand them, and only then you can take adequate steps for solutions and move forward towards your goal. If you have **guts**, then **fortune** is with you.

The word 'FORTUNE' is composed of seven letters. By analysing them you find the elements of 'fortune' as under :

F	—	Fidelity to work
O	—	Obeisance towards objective
R	—	Run for the rank
T	—	Tackle the goal tactfully
U	—	Utilize the knowledge and wisdom
N	—	Necessitate the nobleness
E	—	Earnest efforts with enthusiasm

'Fortune' helps you only, when you—

- > **take action at the appropriate time;**
- > **utilize your knowledge and wisdom**

appropriately ;

> **Use your talent in developing sectors;**
[e.g. proprietors of Infosys and Wipro earned billions of dollars in the computer sector.];

> **Struggle consistently ;** and

[Fortune strikes at one's door at least once in life. You must have guts to recognize the opportunity, hold it, and convert it into success by using your wisdom, demeanour. determination and far - sightedness.]

> **Make the best use of time and opportunity.**

It means that you do not have to wait for a greater opportunity, rather make the use of smaller one which is available, make it your will - power and march on the path of progress.

Now, question is, what is Guts ?

In the words of **Miguel De Cervantes**, "*the guts carry the feet, not the feet the guts.*" Similarly, another thinker, **Thomas Fuller** has said— "*the guts uphold the heart.*" Let us take an example to understand what guts is,

- ▣ President of Chrysler Car Company. **Bob Luz**, was going for a weekend in his company's car 'Cobra Roadster'. He was contemplating why his car was lagging behind in competition with Japanese Toyota,

Mitsubishi, American Ford and a car of General Motors. Suddenly, an inspiring thought sprouted in his heart and that was—

“Use the powerful engine made for trucks in car also and then face the competition.”

This was the ‘guts’, a strong feeling arising from the heart of Bob Luz, based on which he manufactured the car ‘Dodge Biper’ with a powerful engine. He created a sensation in the market and earned goodwill for his company.

Bob Luz says—

“It is guts that takes us on road to success. You may call it the inner consciousness or voice of inner-self, or something else, but do not let it go unnoticed.”

Now guts in practice :

Whatever you see with your eyes and mind / brain gathers informations, they are immediately stored in your mind for future. The brain analyses the collected information and sends it forth to you at the appropriate time. The process is : When you contemplate some problem, your inner-self supplies the relative information (stored in mind) enabling you to make an appropriate decision. Thus, all such informations are an integral part of our guts. And guts helps us to arrive at a right decision.

Michel Ishwar the CEO of the Walt Disney Company, which originated the programme “Who wants to be a millionaire” (based on which T.V. serial ‘Kaun Banega Karorpati’ was produced in India), says—

“When the ‘most needed’ situation arises before you and you badly need to give an effective direction to your struggle, your guts becomes stronger. Then your brain is forced to give an extra-ordinary thought to your heart.”

● **Give respect to your ‘self’:**

“Self-respect is the corner stone of all virtue.”

—Sir John Herschel

“He that respects himself is safe from others. He wears a coat of mail that none can pierce.”

—H.W. Longfellow

- ▣ In the year 1930, Sir Hailey was the Governor of Uttar Pradesh. Munshi Premchand was a teacher in those days. One day it was raining heavily, so much that houses were crumbling down one after the other. That day Munshi Premchand could not go to school. The principal was reluctant to accept the reason for his absence from school and reprimanded, “had your house really crumbled down, could you have prevented

it?" Premchand answered, "I could not have prevented it from falling down but certainly could have died with my family." His noble emotions reached Hailey's ears, who was already much impressed with Premchand's Urdu literature. He offered to honour him with the title **Rai Saheb** but Premchand immediately declined to accept it, saying that he required the honour from his own countrymen and not from foreigners.

This was the self-esteem of Munshi Premchand for which he declined the honour from Britishers.

What is self-respect ?

Self-respect means, respect for 'self' or one's own value in one's eyes. In other words, *what I feel about 'myself.'* You should estimate your own value and think "*what I can have that can make me a winner.*"

- One day I saw a man praying in the temple, "O God! Bless me that my thoughts be pure." I was curious and so asked him, "Why did you ask God for such a strange thing and not 'bread and butter'?" That man replied, "because unless a man is good in thoughts, deeds and behaviour, he cannot expect goodness from others."

This example is indicative of the self-respect,

which rests on our pure thoughts, good conduct and behaviour. If we have a desire to possess everything in life, we should develop self-respect, and to earn respect for 'self' our thoughts must be pure. The reason being that our thoughts develop our personality. When our personality sprouts in form of our good conduct and behaviour, others too will behave in similar manner with us. Thus, what we think about ourselves, feel and analyse, is given the term 'self-respect.'

- ❑ Once world-famous **Leo Tolstoy** received a letter of recommendation from his old friend asking him to employ a certain boy. That boy was rejected in interview and, Tolstoy gave job to another deserving candidate. The friend was annoyed and when he met Tolstoy, reproached him, "why did you not employ the boy whom I had recommended?"

Tolstoy peacefully replied : "The boy I've chosen is truly deserving. He sought my permission before entrance and gave proper answer to all my questions, with confidence and satisfactorily. He has all the qualities of a self-respecting man and they are— politeness, awareness, efficiency and skill, which the boy you recommended did not have at all. He approached me with a demanding demeanour." The friend was satisfied with Tolstoy's choice.

From the above example we can draw out the traits of a self-respecting individual as follows—

- > Self-respect boosts self-confidence.
- > It strengthens resolve, conviction and will-power.
- > It develops a positive out-look.
- > It enriches personality in thinking, conduct and behaviour.
- > It gives one inspiration to acquire competence and accept responsibilities.
- > Makes one ambitious in a realistic manner.
- > Keeps away an individual from inferiority complex.
- > It motivates one to avail new opportunities and face the challenges.
- > Increases the power to work and take risks.
- > Makes one sensitive towards the need of others.

Remember.....

1. Only good thinking people speak of the self-esteem. Good thoughts make one get rid of negative feelings like-fear, laziness, frustration, hopelessness, envy, jealousy etc. As such, how can a man be far away from being a winner?
2. A self-respecting man neither cheats anyone, nor himself. Someone has said—

“For a self-respecting man, infame is worse than death.”

3. A self-respecting man has his particular way of working, which is more effective and leading to success. Such men with self-confidence know the secrets of success. They work with planning and make a solid ‘action plan’ prior to work. As such, they build their credibility and the other people believe in them. Their plan reflects their desire to rise and such people can easily gather support of the outsiders.

H.L. Mencken has, therefore, said—

“Self-respect - The secure feeling that no one, as yet, is suspicious.”

4. A self-respecting individual respects moral values. As such—
 - > poverty does not frustrate him,
 - > he does not fear misfortune, and
 - > difficulties can not deter him.
5. An individual of self-respect is self-confident and as a result, the self-reliant. He truly understands the value of his own capabilities.
 - > Great poet, **William Wordsworth**, knew his abilities and so he used to tell others, ‘which place he would have in history.’

- > Once when a boat with Caesar in it, was rocking dangerously in turbulent and stormy sea-water, and the boatmen were fearful, Caesar comforted them by saying, “don’t worry, you have Caesar and his destiny with you.”

6. Self-respect enhances the inner beauty of that individual. If you wish to remain happy and be away from anxiety, make your thinking creative and follow the measures of peace and happiness, be careful that you do not come in way of others causing a distress or unhappiness to them. It is therefore essential that you concentrate upon both internal and external factors - i.e. spiritual development and material prosperity.

Spiritual development means development of the ‘inner soul’. In the development of a ‘positive personality’, self-respect is a basic element, which is directly related to self-development. Self-respect includes all the good qualities of man. These qualities are—

- > Love of mankind,
- > Earnestness to work,
- > Honesty and integrity,
- > Discipline in life, and
- > Good feeling.

If you recognize your inner strength and utilize it in right direction, you would certainly rise towards self-esteem and excel your life to enjoy happiness ever.

7. In the end, through self-respect —
- > you build a *positive personality*;
 - > you experience a *High Self-esteem*;
 - > you increase *Self-confidence*;
 - > you become *Self-reliant*;
 - > you realize *Self-worth*;
 - > you *love Self* ;
 - > you enhance *Self-knowledge* ;
 - > you practice *Self-discipline* ;
 - > you are *Self-content*, and
 - > make a *Self-recognition*.

● **Success involves Risk-taking**

- Once an optimist met a pessimist and asked him, “Do you want to live in world?” The pessimist replied — “No, to live is to risk in dying.”

“But you can still try!” — the optimist said.

“To try is also to risk failure.”

“Then I want to see you laugh at this moment.”

“I don’t want to, because to laugh is to risk appearing the fool.”

"Can you weep, then?"

"I won't, because it also involves risk of appearing sentimental."

"It means you don't love your sweet-heart!"

"Because to love is to risk not being loved in return."

Leo Buscaglia says—

"The person who risks nothing, does nothing, has nothing, is nothing, and becomes nothing. He may avoid suffering and sorrow, but he simply cannot learn and feel and change and grow and love and live."

Success involves risk-taking. It does not mean gambling in life. But you should consider only calculated risks to avoid appearing the fool, or behaving irresponsibly. Some people however make haste in risk-taking and end up with negative results, and in the end they blame it on bad luck.

Responsible risk-taking is based on knowledge, training, careful study, confidence and competence. These are the factors that give you courage to accept the challenges and to act without a fear. Such people do not see the risk of failure in their attempts. For instance, mountain-climbing is risky, but to the trained person it is not irresponsible risk - taking. Remember, not making the attempt is often a bigger folly than making the

attempt and failing. Risk-takers move ahead with courage, as you have learnt from the example of **Richard Branson** (on Page 165-168).

Hence, be bold in your movements and with courage go for responsible risk - taking, as someone has said —

‘Only a person who risks is free.’

Remember...

I and you are living in the era of changing. If we want to learn risk-taking, the starting point, as I feel, is that of changing ourselves to adapt to the changed world.

Each person contributes to making the society and, as a result, a world. It will be very easy to bring about a change in us if we responsibly take a risk in our attempts. Everyone wants to make progress in life and, in the words of **George Barnard Shaw**, “*progress is impossible without change; and who cannot change their minds cannot change anything.*” Hence, we must always change and renew ourselves.

It is an irresponsible statement, “unless others change, changing myself would mean to risk failure.” But others may also follow your example after you start risk-taking. Your change is definitely going to bring a change in the thinking of others, however small it may be in proportion.

Keep in mind that it is not your goal to change the world but to change yourself. Change in the world will simply happen by your own change.

In the end, remember these four lines of **H. W. Longfellow** :

*“Not enjoyment, and not sorrow,
Is our destined end or way;
But to act, that each tomorrow,
Brings us farther than today.”*

● **Do not look for shortcuts :**

Most of the students usually prefer to adopt a short-cut method to pass their exams. They avoid reading text-books with concentration throughout the year and rush to pass-books during examinations. As such they do not build a solid foundation of their learning, and that's why they always face a fear of competition. This shortcut method may help you in obtaining the pass-marks, just for living but not for life.

The problem with young generation is that they want instant answers. They look for one-minute solutions to everything. Like instant coffee they want instant happiness, but they, in fact, with this attitude, lead to disappointment only.

- Once there was a lark singing in the forest. A farmer was passing by with a box full of worms. The lark stopped him and asked,

“What do you have in the box and where are you going?” The farmer replied, “I have worms in the box and I am going to the market to trade them for some feathers.” The lark said, “I have many feathers. I will pluck one and give it to you for worms.” The farmer gave the worms to the lark who plucked a feather and gave it in return to him.

The lark continued to give her feather in exchange of worms to the farmer until a day came that the lark had no more feathers. Now it could no longer fly to go for hunting for worms and very soon died.

● **Understanding of Nature’s Laws :**

Do you know ?—

- > “How many times it thundered before Franklin took the hint!”
- > “How many apples fell on Newton’s head before he took the hint!”

“Nature is always hinting at us. It’s hint is over and over again. And suddenly we take the hint.”

—Robert Lee Frost

Success is not a matter of luck but of laws, which we learn from the Law of Nature. In order to succeed, we need to understand the law of cause and effect. For every effect, there is a cause. Law

of cause and effect is the same as that of sowing and reaping : You can understand this law in the following manner :

1. You must have the desire to sow.
2. What you sow, so shall you reap.
3. You must sow before you reap.
4. When you sow a seed, you reap manifold. If you sow a positive seed, your harvest will be manifold in the positive, and so is with the case of negative.
5. You can not sow and reap in the same day. There is always a period of gestation.

Under the same law, you should also understand the relationship between actions and results. For every action, there is an equal and opposite reaction. Most of the time people are trying to change the effect while the cause remains.

A man's mind is like a garden. If we plant good seeds, we will have a good garden, But if we do not plant anything, something will grow and that will be weeds. That is nature's law. Similarly, according to **R.K. Murti**, mind can either be intelligently cultivated or be allowed to run wild.

Our thoughts are causes to the effect. A man becomes what he thinks and so is he a product of his thoughts. **George Moore** says—

"It is thought, and thought alone, that divides right from wrong. It is thought, and thought only that elevates or degrades human deeds and desires."

Remember, everything in this material world emanates from Nature. We, therefore, have to follow the laws of Nature and are not to violate them. Nature never breaks her own laws. **Harvey** says :

"Nature is a volume of which God is the author."

● **Shun Fatalistic Attitude**

If you want to succeed in life, always believe in the Law of Nature and that is cause and effect, and you will make your own fortune. As said by **Sallust**, *"every man is the architect of his own fortune."*

There are some people who think that they are just unlucky. This breeds a fatalistic attitude, which prevents a man from accepting responsibility for his circumstances. With this attitude he attributes success and failure only to 'luck'. He believes that, regardless of his effort, whatever has to happen will appear, as he accepts the predestined future written in his horoscope. Such people get involved in superstitions, ostentation and rituals. Most of the time they say—

- > I'll try.
- > I'll see if it works.

- > Nothing will happen if I don't work hard because luck is with me.

If you too think in this way, your bright future is surely in darkness because you have no dedication or determination. You show a lack of confidence, courage and commitment. Luck favours those who help themselves.

- ▣ A flood was threatening a small town and the inhabitants were leaving for safe ground except one who said, "God will save me. I have faith." As the water level rose, a jeep came to rescue the man but he refused, saying "God will save me, I have faith." As the water level rose further, he went up to the second floor of the house, a boat came to help him but he refused, repeating the same dialogue. The water kept rising and that man climbed on to the roof. A helicopter came there to rescue him, but he still said, "God will save me. I have faith." Finally the man drowned in water.

In this example. the man is himself responsible for being drowned in water, since he did not make any effort to save himself, although God had sent the jeep, boat and helicopter to rescue him from drowning.

Hence, the only way to overcome the fatalistic attitude is to accept responsibility, that

is the law of cause and effect, rather than luck.

R. W. Emerson has said—

“Shallow men believe in luck, wise and strong men in cause and effect.”

● **Live Your Life**

“Life is a flower of which love is the honey.”

—**Victor Hugo**

“As long as you live, keep learning how to live” (a life)

—**Seneca**

Today, our life is made up of influences—political, religious, social, economic, climatic and the books you read. All these are influencing you all the time. Is it at all possible to be free of these influences? This is one of the most demanding enquiries. You have to understand a way of life. It is then life, and you are living, then.

Now you have to understand, in all this, what is important?

> The first thing, is not to lead a mechanical life. Do not lead a life of routine. You may have to pass an examination, to study, or to go to the office. You should do it with a freshness, with eagerness; and you can only do it with a vigour, zeal and enthusiasm. **Arthur Schopenhauer** has said—

“Each day is a little life, every waking and rising a little birth, every fresh morning a little

youth, every going to rest a sleep a little death."

> The second thing, is to be very gentle, to be very kind, not to hurt people. You have to help people, be generous and be considerate. **Goethe** has said—

"Kindness is the golden chain by which society is bound together."

> There must be love, otherwise your life is empty. You might have a very good position — be a good lawyer, a good engineer, a good doctor or a marvellous administrator (whether in government, private or public sector), but, without love, you are a dead human being.

Remember.....

Love can only exist and flower when there is no hate, no envy, no jealousy and no selfishness. Without love, life is hard and brutal. But the moment there is an affection, it is like the earth which blossoms with beauty. These lines of **Swinburne** may enlighten you :

*"If love were what the rose is,
And I were like the leaf,
our lives would grow together
In sad or singing weather."*

> You must have a very quiet mind, not a chattering mind. And it is only such a mind when

you do some meditation. With such a mind you can feel like a 'real religious mind.' Without having this feeling, your life is like a flower that has no fragrance. **Dr. S. Radhakrishnan** has said—

“ a man without religion is like a horse without a bridle.”

> Finally, you must have a good behaviour, not only with men, but also with animals and the Nature. If you look after a tree you care for it; and if you comb, feed the dog, then you feel great affection for the dog. That means your good behaviour with the animal and Nature too.

Such a feeling of care is the beginning of affection, a sense of tenderness, kindness and generosity. In such an affection, then behaviour is dictated by that affection and is not dependent on environment, circumstances or people. So it is a part of learning.

Remember, when your behaviour and politeness are superficial and without affection, they have no meaning. If you think less about yourself and think much about others, you are regarded as a free, or different human being, which is one of the most desirable things in life. Hence, **John Wesley** has advised us, as follows—

*“Do all the good you can,
In all the ways you can,
In all the places you can,*

*At all the times you can,
To all the people you can,
As long as ever you can."*

Further, 'Life is what one may think or feel about it. It may be a tragedy for one who feels, and a comedy for one who thinks. But in the eyes of universe, life is like a mirror and we get the best results when we smile at it.

You may read the following lines of **Mary S. Wollschlager** and feel pleasure, in the end-

*"Life is a river,
Virtue is the bathing place,
Truth is its water,
Moral convictions are its banks,
Mercy is its waves,
In such a river bathe."*

- **Inculcate Patriotism and a sense of National Pride :**

The ancient Indian culture holds that our primary responsibility is toward the nation, the second is for society, third is for the family and the fourth is for our self. If we think positively, it is the moral duty of every citizen to be responsible for the well-being of his own country and society (however with a few exceptions that exist everywhere). Hence, people of High Self-esteem have always moved forward in fostering the

patriotism and a sense of national pride, and that is how they became the great.

- Sermons of **Swami Vivekanand** had created a sensation in the United States when he was there to propagate the ancient Vedic religion (which today is generally known as Hindu religion). Once an American couple humbly requested him to dine and rest on one night at their residence, which Swamiji accepted with pleasure. In the evening Swamiji went there to have dinner with the host. Arrangements were made for him to sleep in a room adjoining to the couple's one. Around midnight the lady of the house heard the sobs coming from Swamiji's room. She awakened her husband and they went to his room. To their utter surprise, they saw—"Swamiji is weeping like a child and the pillow on bed is wetted with tears falling from his eyes." The couple wanted to know reasons of this condition so happened and therefore asked : "Swamiji, with all our due apologies, we are anxious to know the points of inconvenience that you've felt here, since you are our highly esteemed guest. Has the meal or sleeping arrangement not been proper to your taste or liking?"

Vivekananda replied, "my dear Sister and Brother! I have had such a nice meal and a luxurious bed here that have attracted

my mind to think of those millions of my country - fellows who might not have had a full meal today and must be sleeping in cold without a shawl. I am anguished with a sorrowful face of my country - men.”

So much was the affection and love of Vivekananda for his nation that kept him busy day and night in thinking about his country - men and that, too, across the seven seas!

Let us see one more example here of national love:

- **Shri Arvind Ghosh** (Shri Aurovindo) has been a great teacher, a revolutionary writer, poet and, later on, an ascetic. When he was a teacher and about to leave his school for some other noble cause, his loving students came to him and asked, “Sir, we have heard that you are leaving this school, why? He answered in affirmative. Then students asked, “Are you going to get a better salary, sir? He replied, “here I’m getting Rs. 710 per month and there I’ll get only rupees seventy each month.” “Then why are you leaving, sir, for a lower salary?” - asked those students. Shri Aurovindo said, “There I have to do work for my country. Salary has no meaning for me.” His words astonished the students to no end.

Meanwhile, a gentleman entered his room. The teacher took Rs. 2000/- out of his

drawer and handed over to the new comer. That man left the place. Students again asked, “Who was this man and why did you give him so much money?” He replied— “The money I’ve given for the nation. Do not ask any more and let it remain a secret.”

● What is Patriotism?

When you love the soil, land and people of a country where you are born and live as a citizen and instantly feel your duty and responsibility for its well-being, you are said to be a real patriotic. You can learn a true sense of patriotism from an example, which is well described in first chapter of this book, on page 10. This example contains the dialogue between Swami Ram Tirth and students of a Junior School in Japan.

Great people always connect themselves to the people and society of their country and take care of their prosperity. They hold that the progress of the whole human community leads to peace and happiness of the country. This is real patriotism which is a true worship of God.

Once someone asked **Jesus**, “What is the essence of your sermons?” He said - “Love thy neighbour as you love yourself.” He further explained - “If a man does not feed someone who is hungry at his door, or refuses to give water to a thirsty man, or a sick neighbour turns back duly

unattended, (after death) God will confront him and question on his conduct in life. He will ask - "you did not give me water when I was thirsty, you refused to give me food when I was hungry and you did not attend me when I was sick." Then the man would surprisingly ask, "Lord! I never did that ! and how could I do such acts to you?" Then the Lord would answer, "you did not help and serve my people. That means you did not serve Me."

The same message of love and service, **prophet Mohammed** gave to the Arabic populace. **Mahavir Swami** said, "Live and let live." **Mahatma Gandhi** , the greatest humanitarian personality of the modern era, spread the message of 'non-violence' all over the world.

Patriotism is the responsibility of every individual. Men who accept this responsibility and fulfil it wholeheartedly achieve the greatness. In the words of Winston Churchill, "*the price of greatness is responsibility.*"

Hence, it is essential that we develop the feeling of national love in our hearts so that we get united to fight against the evil prevalent in our society and country, just as the whole country was united to struggle for freedom of our beloved motherland. Only then we would be able to reap the benefits of globalisation with confidence and make our identity, full of self-esteem, in the whole world.

Read some thoughts of great contributors on patriotism as follows :

*Ask not what your country can do for you.
Ask what you can do for your Country.*

—John F. Kennedy

*We call our country Father Land,
We call our language Mother Tongue.*

—Samuel Lover

*Let our object be, our country, our whole
country, and nothing but our Country.*

—Daniel Webster

*With malice towards none, with charity for
all... let us finish the work we are in, to
bind up the nation's wounds.*

—Abraham Lincoln

*For us, patriotism is the same as the love
of humanity.*

— Mahatma Gandhi

*Patriotism is not enough. I must have no
hatred or bitterness towards anyone.*

-Edith Cavell

*Who is here so vile that will not love his
country?*

—Shakespeare (Julius Caesar)

Remember....

Simply having an awareness to our national pride on 15th August and 26th January, of every year, by hoisting a National Flag, singing and listening to a few patriotic songs and feeling good afterwards is not truly a national love.

Hence, contemplate with a focussed mind and write ten lines on national love and pride, in order to learn how to be a nation-lover.

Evil becomes rampant in a society only when good people remain inactive. It means, they are happily accepting the negativity in society. *“For evil to perish if good people have to do nothing, then evil will flourish”* - this is the saying of an unknown thinker.

Therefore, we all must develop national consciousness and make our personality impressive. **John Adams** has said—

“Swim or sink, live or die, survive or perish with my country has been my unalterable determination.”

Make the habit of punctuality

Someone has said—

“Punctuality is a sign of greatness.”

- ❑ Pandit Shyam Sunder Dwivedi wanted to meet Gandhiji and he was given only ‘four minutes’

time for it. When he reached the Sabarmati Ashram for the purpose, he was late by three minutes. Gandhiji looked at him, smiled and spoke - 'Pandit ji, you have come. I hope your are all right.'

Gandhi ji glanced at watch and then went on writing. Dwivediji sat on one side quietly. Gandhiji finished his work, talked with some people sitting nearby and then stood up. He spok to Dwivediji - "Sorry, Pandit ji, when you came here, only one minute was left out of the 4 minutes' duration, and in that one minute I could only ask about your well-being, I hope, in future, you will keep in mind the punctuality."

From the above example, it can be drawn out that those, who do not value time, waste it and time in turn destroys them. **Lord Nelson**, who knew the importance of time, has therefore said —

"I have always been a quarter of an hour before my time and it has made a man of me."

To recognize the value of time means to be punctual. The Nature has given us both time and work together in a manner that if we start our work in time and devote our energy to it, then the both will finish accordingly.

Time and work are like the two parallel lines—

-----T
-----W

If you are unable to execute your work in time, it means that you will lag behind in your work. In such case the line of time will become shorter than the line of work. See below—

-----T
-----W

The outcome will be—

- > As the time never stops, it will continue to move on, and
- > Your work will remain 'incomplete'
- > In such situation, you have now two alternatives:

Either you abandon your 'incomplete' work and take on the other (i.e. second) work to do, of which the time has begun,

Or, you leave the second work and be deprived of its benefits.

Points to note :

1. The short length of time (as shown above) refers to '*waste of time*', since the time is already allotted to the second work.
2. As such, by wasting time one is not

accomplishing the whole task. That means, he cannot realize the time-bound goal.

A marriage ceremony involves several functions and each function is held well in time so as to facilitate the performance of the main ceremony at the fixed time. Similarly, the whole task is to be accomplished in many parts, which are to be carried out successfully. Therefore, you should complete each part of the task within the time given. And only then you will be able to realize your goal. It is possible only when you recognize the value of time. Hence, develop the habit of punctuality and follow what **Cecil** has said—

“It is a good rule to be early, so that if you are late you’ll be on time.”

Remember...

Someone asked **Sir Walter Scott**, “how do you accomplish so much work in so little time?” He replied, “Whatever I have to do, I do it then only.” Similarly, a **French politician** was asked, “how is it possible that you do so much work and also take participation in many social works?” His reply was - “I finish my today’s work to day only.”

Truly, people who know the value of time never fail in accomplishment of their targets within time, and that is the secret of their success.

This is the era of ‘change’ we are living in. It is most necessary that, in order to become an

achiever, you learn the art of Time Management. It will help you make the habit of being punctual in life, right from the schooling days.

Make a Time Table : Make a time-table for the day. Decide beforehand what you would like to do in certain time - say, playing, reading, watching television, meeting friends, and so on. It might seem difficult to you in the beginning as it would require some boundation and those who do not observe punctuality would like to make fun of you. But you have to overlook all these things and to concern yourself only. The life is yours and you have to make your personality impressive so as to lead a successful life. You should, therefore, keep in mind how to spend your time and on what, so that no important work is left as 'untouched' or 'unattended to'.

Hence, plan your work, manage your time and be punctual all through life.

In the end, do not forget this—

“God gave you a gift of 86,400 seconds today. Have you used one to say Thank you? ”

—William Arthur Ward

● **Be courteous and well-mannered :**

There is a proverb :

“Good manners brighten the personality.”

Five centuries ago, one day **Shri Chaitanya Mahaprabhu** was standing with support of “Garuda Stambha” in Jagannath Temple of Puri. A woman hurriedly climbed up that stambha (pillar) to have a glimpse of the deity, Lord Jagannath. In her daze, she forgot her surroundings and stepped over the shoulder of Mahaprabhuji. One of the disciples of Chaitanya was extremely distraught, ‘Oh, My God! our lord always turns away from women and this lady is stood on his shoulders!’ He tried to distance her but Mahaprabhuji was so overwhelmed that he immediately spoke - “No, no... let her be in the position. Let her view Lord Krishna. She has lost her sense of discretion. She has gone in depth of love with Lord that she has eyes for no one else here. Her devotion is truly an inspiration to me!”

This is an example of courtesy and good manners shown by Chaitanya Mahaprabhu which combines tolerance, generosity, politeness and good social behaviour. Such people are, in total, egoless, and they leave a good impact on others. Chaitanya Mahaprabhu has said—

“A man ought to be as much mild as a straw and tolerant like a tree. He should give due respect to others without being egoistic.”

Politeness is a great quality. An individual who knows to be polite with others can reach anywhere in the world. **Julian Ralph** once returned home from his office in the mid-night, at 2 O’clock, and knocked the door. After a little while the

American president himself opened the door and said, "I hope, you are all right!" Julian was understandably very apologetic. The president was quite, calm and unperturbed. He said, "There is no one in the house except a servant. He is asleep and I didn't want to wake him up."

Gentleness is a great treasure. People with simplicity and good manners can move around the world without wealth. Doors are open for them everywhere because they are not envious and wish well for everyone.

Good manner is a gift of our ancestor. It is said that one who is smeared with honey is spared by bees. **Matthew Arnold** has said, "*three-fourth base of life is good conduct.*" One who wins over others with his behaviour and conduct is truly beautiful. Beauty has no meaning without politeness and good manners. A well - mannered ugly man will attract the attention of people in no time. This is the beauty of good manners.

Samuel Smiles has said—

"Manners are the ornaments of action and there is a way of speaking a kind word or doing a kind thing which greatly enhances its value."

- **Keep a smile on your face :**

Americans smile so often while they pass by

you and most of them utter 'good day' to you. It's a matter of courtesy as every stranger is deemed as equal. They understand that the 'smiles' happens to be a 'longest' word in English language, as there is a 'mile' between the first and the last letter, which is 'S'.

In fact, one who has a smiling face is truly courteous and polite and can find his place anywhere in the world. He would glow a hut with his smiling face and make the society proud of him. It is said that when **Charles Dickens** entered the room, the entire environment was brightened up.

Smile is something which we can freely give to others. Try that while talking, walking, sitting, standing and at all times, you wear a natural smile on your face. This will ensure that you naturally remain positive at all times without any much efforts. By smiling you march ahead, make friends easily and increase your self confidence. Hence, develop the habit of smiling. **Remember**, a smiling face conveys the following message—

"Come and talk to me. I am happy."

But smile properly. **T.E. Haliburton** has said—

"There is a vacant smile, a cold smile, a smile, but above all, a smile of love."



Effective Time Management

Someone has said —

“You either master time or it masters you - it comes down to that. Fortunately, you do have the upper hand, for the first move is yours.”

Before we proceed to our main subject, let us see what exactly time is. Dictionaries define it as *“every moment there ever has or ever will be.”* This doesn’t really help us understand that object because that seems to slip out of our grasp each time we think.

Many insist that “time is money”. Actually, time is more than money : time is life! It is totally perishable! We can’t store time, we can’t borrow it, we can’t lengthen it, we can’t even work hard to earn more. The only thing left for us to do with time is *invest* it wisely and hope to receive a high return on our investment. When we waste time, not only are we wasting money, but we’re also wasting our lives.

Now it’s time to know the views of some great thinkers here :

“Time goes, you say? Ah no! Alas, Time stays, we go.”

—Austin Dobson

"Time is a circus always packing up and moving away."

—Ben Hecht

"Time is a rat that slowly cuts the thread of life."

—Swami Shivanand

"Time itself is play. Its only object is pastime."

—R.N. Tagore

"The bird of time has but a little way To flutter — and the bird is on the wings."

—Omar Khayyam

"Do not squander time for that is the stuff life is made of."

—Benjamin Franklin

"I recommend you to take care of the minutes, for the hours will take care of themselves."

—Chesterfield

- **Time Management - Its Background :**

There is no mystery about managing time. Everyone has 24 hours each day to eat, sleep, work, relax, exercise, attend class, and study. There is nothing magical about getting the most from these hours; it just takes planning.

What effective time management is, not working harder, but working smarter and enjoying life more. It is simply a matter of investing our precious time in such a manner that things will give us the highest possible return we want. Whatever our priorities may be, we are the only ones who can determine how to spend our time and that too by planning. Planning is what allows us to get more done with better results in less time.

Very often we hear, "I'm just too busy and I can't find the time to plan," or, "whenever I plan anything, there always seems to be a crisis or something that comes along and wipes out my plans." Studies of Time Management experts have proved that there is the direct relationship between the amounts of planning time and execution time." As planning time increases, execution time decreases, or its converse. Planning is what changes fire-fighting into fire-prevention. Once we start having an experience of effective planning, we are less likely to accept anything else.

The main reason for managing time is to provide a structure to one's life and, in turn, peace of mind. That means to make one's days easier. When you schedule your time, you control your life. To reach this end, effective time management does require the self-discipline and self - control (in you) until the behavioral changes are internalized and time management becomes your everyday habit.

Points of interest to note :

1. Simply setting aside time to study will not insure that students will do well academically. For example, setting aside two hours to read a chapter is a waste of time if you do not understand or remember what you have read. Similarly, spending ten hours simply on reading of notes or pass-book in order to prepare for an exam will not ensure your getting 'A'. In short, doing well in school or college depends on setting aside time to study and using that time effectively.
2. Effective time management is to plan activities and schedule time for completing them. This is what we may call in short, 'an action plan' after you have determined to accomplish a work.
3. The strategies help you to predict when you will be most busy so that plans to get things done may be made ahead of time.
4. Time management is to help people become punctual. It also aids in remembering obligation such as meetings, appointments and special events.
5. It's about making sure that our understanding of what is important is not clouded by our sense of urgency.

6. Remember, your plans and schedules for managing times would be useless if you did not follow them strictly.

● **Planning is important :**

Time management is not a hard subject to understand, but unless you are committed to build time management techniques into your daily routine, you will not achieve better results. **Pitman** says, “*Well arranged time is the surest mark of a well-arranged mind.*” Hence, you must, first, go for a plan. Without plan you cannot achieve your goals. Also make an ‘action plan analysis’ so that you measure the progress towards your goals because what you can measure you can control.

Remember, by setting goals and eliminating time wasters and doing this every day you will have extra time in the week to spend on the activities, which are most important to you.

While setting goals, you must have a long term aim in mind. For instance, students must think about what they really want out of their time at college : a good degree, an enjoyable social life, time to pursue some rewarding pastime, and the opportunity to enhance their future projects.

- To get the highest return on your time investment, make up a “To Do” list every day. Rank the items by their order of importance—urgent, routine, low priority—and then allocate

the time to do everything. Do not be afraid to reprioritize, especially within your importance groupings.

- Try to find quiet time to plan. To avoid interruptions, it's a good idea to do your planning at night because the next day is fresh in your mind and you know what priorities should be set for that day.
- Consider the difference between what is urgent and what is important. Towards this end, you must understand first, these two —

a) **Maintenance task**, which, once completed will leave you in the same position as you were before. For instance, eating a meal when you are hungry. Hence, cooking a meal is urgent.

b) **Progress task**, which you believe will help you reach a position that is fundamentally better than the one you are in now. For example : learning a drive or studying for a degree.

In this way, you will get the balance right between maintenance tasks and progress tasks in order to make your time most useful. It is only possible when you know what your priorities are.

- If it is necessary to make a big project, divide it into many parts, and then set goals to

accomplish each one. For example, if you are preparing for a civil service exams, set out specific days and timings for each paper, in order to complete your preparations within the time available.

Time Management Techniques :

General Tips

1. Plan every day in writing.
2. Once you have prioritised your tasks, make a '*To Do*' list and work through the items in priority order.
3. Ensure that you have given yourself sufficient time to complete your '*To do*' list, taking into account your daily interruptions.
4. Do difficult jobs first, when you are at your best. Look after minor jobs when you are tired.
5. Fix deadlines for all jobs and stick to them. A task should only take the time set aside for it.
6. Do not postpone important matters that are unpleasant. Rather do it now!
7. Try to fix definite times when you would not like to be disturbed. For genuine emergencies exceptions are always there.
8. When you start a piece of work, try to finish it without interruptions. If you have to finish it later, you will lose time picking up where you left off.
9. Monitor how you use your time.

10. Learn to say “no” to anything that doesn’t give the highest return for your time investment.
11. Arrange your breaks at times when you cannot work effectively.
12. Plan some time for discussing routine matters with your colleagues, in order to avoid interrupting each other all the time.
13. Set time limits to your discussion.
14. Avoid engaging in small talk.
15. Be on time for all appointments and events.
16. Eat well, get enough rest, and exercise.
17. Read material that’s vital to your field daily.
18. Use 15-30 minutes of quiet time daily for planning.
19. Avoid wasting time, but use it constructively, e.g.—in reading newspapers, magazines, planning, writing and so forth.
20. Do not try to change unchangeable.
21. Limit television-watching.
22. Enjoy what you’re doing while you’re doing it.
23. Relax and do nothing as a personal reward for accomplishing a goal.
24. Do whatever you decide. This is the most productive thing possible at every given moment.
25. See your objective through to the end!

● Five Top Tips for Students

1. Get the environment right for study. Work out whether you work better in a quiet place, say the library, or in your own room with some back-ground music.
2. Some of you work best in the morning when they are feeling fresh, whereas others work late in the evening. Work out when you are at your most effective, and do the things that require maximum brain capacity while you are at the best. You can attend to minor work at times when your brain can't cop with major tasks.
3. If you find yourself gazing out of the window or trying to balance your ruler on your pencil sharpener, this is probably your brain screaming for mercy. To avoid this, try to 'reset' your brain by changing the activity i.e. an hour on one project and then an hour on another.
4. Some young students want to put off something important as they find it difficult. Don't do it, because it will only come back and haunt you. Things rarely get more pleasant by being postponed. Make sure you allow plenty of time for the big, important jobs, by breaking them down into smaller, so that they become manageable tasks.

5. The most annoying part about student life is when you sit down to tackle a piece of course work, and a friend comes and innvites you for an outgoing. That time saying “no” is not a crime. You could even put a sign on the door, saying ‘do not disturb.’

Remember.....

When you schedule your time, you control your life! Effective time management is a habit and a discipline and we all know how difficult it is to change habits and discipline. If we are in control and have all the proper monitoring devices, we can reach our destination quickly and safely.

Most of us claim that our days are never wasted — “I’m very organized”. We say, “I know where I am going and what I am going to do”, and so forth. If you truly feel that way, then you are fortunate, but most people become frustrated with a day that is unproductive. So we all should learn the time management techniques in order to get more done in a day, with a proper planning, of course.

The idea of time management has been in existence for more than 100 years. Unfortunately the term “Time management” creates a false impression of what a person is able to do. Time

can't be managed, time is uncontrollable. We can only manage ourselves and our use of time.

Time management is actually self-management. It's interesting to note that the skills we need to manage others are the same skills we need to manage ourselves — the ability to plan, delegate, organise, direct and control.

In the end, time waits for no one. It's not the '*To do*' list but the accomplishments that create your destiny. So decide what you want out of your life, and then spend your time wisely by staying focussed on making it happen!



Parents and Teachers, Please...

Parents must Know

- **About a Child :**

Child*

The heart of mother
and future of father,
is innocent, so mild
that he loves all,
and enemies fall.
He grows with smile
rose a like,
looks ever bright
as the sunlight.
Is so kind in nature
that gives one flavour
in thoughts and deeds
for the universal creed,
So God acclaims
Child is the father of man.



* From the writer's "Poems"

- **Our child is speaking, but how many of us are listening !**
- > ***Don't spoil me.*** I know quite well that I ought not to have all that I ask for !
- > ***Don't correct me in front of others.*** I'll take notice, if you talk quietly with me in private.
- > ***Don't protect me from consequences.*** I need to learn the painful way, sometimes.
- > ***Don't be inconsistent.*** That completely confuses me and makes me lose faith in you.
- > ***Don't put me off when I ask questions.*** If you do, you'll find that I stop asking you and seek my information elsewhere.
- > ***Don't make promises.*** I feel badly let down when promises are broken.
- > ***Don't forget how quickly I'm growing up.*** It must be very difficult to keep pace with me. But please do try.
- > ***Don't forget that I love experimenting.*** I can't get on without it, so please put up with it.

- Parenting is an art. There are three factors that determines the child's development :
 - > The desire with which a child is conceived is the 'first' key factor shaping his / her destiny.
 - > The mental state of parents during pregnancy i.e. specially of mother, is the second factor.
 - > The third factor is the environment in which the child grows specially upto six years.

All the three factors mentioned above are the reflections of parents' thinking and behaviour, which are in our hands. But there is one thing more, which is not in our hand, and that is 'inherited character'. As soon as the child is conceived, the child is bestowed with this character by God. In spite of this, we should not give break to our efforts. God will definitely reward you for your efforts, if you have a strong will-power toward this end. For example, Bill Gates (of Microsoft), Steve Jobs (of Apple computers), Larry Ellison (of Oracle) and Michael Dell (of Dell computers) were all not brilliant in their academics but they made their big fortunes in spite of slow start.

Regarding the upbringing of children, **Socrates** has said :

"Fellow citizens, why do you turn and scrape every stone to gather wealth and take so

little care of your children to whom one day, you must relinquish it all?"

In order to turn out well our children, we need to spend twice the time and half the money. Parents with high self-esteem breed confidence and high self-esteem in their children by giving them positive concepts, beliefs and values.

Let us see here what the great thinkers have said about parents and children :

"There is no friendship, no love, like that of the parent for the child."

—H.W. Beecher

"If you raise your children to feel that they can accomplish any goal or task they decide upon, you will have succeeded as a parent and you will have given your children the greatest of all blessings."

—Brian Tracy

- The outlook of children and teenagers is fresh. In fact, modern technology has changed their outlook. Parents should now change themselves understanding their present get up, i.e. information revolution. Children these days are fast 'forwarding', not 'marching' forward.

What is needed most is to impart education that can help build one's character, ability to

identify a person and cultivate discipline and self-respect. If learning tendency is developed in a child, the child will share wisdom from all - that is, educated or uneducated ones. Children should be allowed to explore the immense possibilities of life.

- In our country, the present generation (children) is more interested in keeping their desires and so they are active. The parents want that their children's desires should be fulfilled and so they are doing. But parents should realize that these desires will take their children to 'emotional' development as they do not seem to have the emotional intelligence. The result is apparently seen— they are pushing children towards luxuries, and, of course, entertainment, but not towards development.

In fact, parents should and must fulfil their necessities and not go to fulfil their each and every desire. They must keep in mind that “a ship in the port is safe but this is not what ships are built for.” This conveys a deep message to parents and that is— ***“Do not shield your children from struggle.”***

You should feel that present generations is 'fast forwarding' rather than 'marching ahead'. As such they do not mean what they say and do not say what they mean.

You can notice one big difference between the two generations. Previous young ones were

concentrating more on 'how to do it?' whereas the present ones 'why to do it?'

* You should, therefore, treasure your children for what they are, not for what you want them to be. You should never give an impression that you are some one other than what you really are.

* You should advise children that their aggressiveness in thinking is required, not in behaviour.

* Try to develop good habits in your children because the habits are converted into necessities.

* While dealing with your children you must keep in mind that 'mind' is like a stomach; it is not how much you put into it that counts, but how much it can digest.

* An open and flexible mind open new prospects for them and make them tolerant, dynamic and out of all most likeable person. Being sensitive to other's feelings always pays. Hence, convince your children that 'rigidity' paralyses personality and 'flexibility' will take them to heights. Tell them to try to watch, listen to and perceive other.

● Parents should understand that the toppers are conditioned to systems. They hardly get chance to develop their individuality. Average students, on the other hand, have the right degree of discipline

which makes them individualistic and creative.

Therefore, parents should not be disappointed if their children are not good in school. They ought to understand that physical attention is a major part of growing up. It is better to initiate discussions when the child has done something good rather than he has done something wrong. He will always defend himself for wrong doings. Reason is : teenagers and youngsters are communicative and open with their friends rather than family members. If they have done something wrong, parents and teachers scold them, and friends' scolding doesn't matter to them.

- How many parents feel that they can share problems with their children? Is it a communication gap or pure unwillingness? A recent survey conducted in U.S.A. revealed that one out of four high school students could not talk to parents on matters of personal interest.

Parents should understand that the teenager is growing and will continue to grow till he attains the age of twenty. He or she is stepping into '*Manhood*.' Now parents find that teenagers no longer consider it necessary to consult them. Parents think it is a challenge to their authority.

If, however, the parents act like a coach, children will enjoy coaching.

- Rightly, development of the child cannot be the sole responsibility of the educational institutions. It largely depends on parents and family. Child, after birth till he/she becomes school - going, understands his/her mother first, and then other members of the family.

As child grows, his/her curiosity develops and then brain comes in. Parent should treat them here differently. Out of curiosity children ask many questions because they are under the influence of brain. Now your role comes in for their development.

The first thing for you is to understand and distinguish between their *needs* and *wants*. To be more clear, **needs are defined as requirement, and wants are defined as 'wishes' or 'desires'**. If you are alert in fulfilling their requirements first, and not desires and material comforts, it means you are assisting them in their mental development. It's good that you are concentrating more on their bright future rather than on their comforts.

Next is the proper guidance to children. If a child is in full control of a mother, his upkeep is done through 'heart' and thus child becomes emotional. Development comes through 'brain', not by heart. If the upkeep is by father, emotional attitude comes through brain. Brain develops and the child encounters in daily life. Now do not control

but give him right directions to build his bright future through struggle.

❑ **Example :** A little boy was running down the street rushing towards home. He collided with somebody who asked, 'why are you running in such a speed?' The boy replied - 'Home; if I do reach in time, my mother will give me a slap with smile.' The man asked in astonishment, 'are you so eager to be slapped that you are running for home without seeing who is in front of you?' The boy said, "If the father gets home before me he will not slap me, rather he will be slapping. So it's better to get mother's slap than father's slapping, because mother's slap is a symbol of love and father's slapping is a permanent pain."

In this example, the father's thinking is only of 'control' instead of direction with affection.

● Teaching should have elements of fun and recreation, which can soothe the child's brain. This idea is to make them feel that they are playing games while actually they are under 'learning process.'

Experiments have proved that kids learn faster and retain more for a longer periods, if they learn without 'undue pressure'. Pressure at school or at home can damage a child's mind and behaviour—desperation sets in and this will lead to disturbance.

When your child is 3 years of age, you run to get admission for him in best school. At that time you are under pressure and this pressure is transmitted to the child.

A very important role you should play with the child is to let him consume his own time. Usually the parents want their children to do what they want. They forbid children's independent activities and want them to study all the time. This is not good for the growth of the child. Children at the younger age have more creative mind than elder ones. You cannot tie an active, restless child to a chair without a break.

Why can't a boy go out for some time to recharge his battery? His battery is recharged when he is allowed to meet friends or play. In fact, in studies the battery is discharging which is to be recharged.

- Nowadays mostly parents have abdicated their responsibility to teach their children how to become law-abiding citizens. They concentrate on the mark-sheet of their children. As explained earlier, good marks are, no doubt, very important, but moral education should also be taught, enabling them to become civilized citizens.

Do not give children only the text-book knowledge. Children are very creative. Don't put them into difficult circumstances by imposing

something that they don't want. Develop hunger in them before serving food. You should treasure your children that they are not for what you want to be.

Institutions should also give all these directions to parents. '**Be yourself**' - this message should be given to children and correct them if they have committed any mistakes.

- Their is a story about a man who was not given direction by his mother. When he was a child, his widow old mother was bed-ridden. There was a beautiful garden outside the hut. His mother was much worried that who would take care of the garden; but the boy assured his mother not to worry as he would take care of that. True to his words, he worked hard from dawn - to - dusk.

A month later, his mother recovered; she was shocked to see the poor condition of the garden. The boy spoke : "I worked hard : I used to look after each flower and wipe off the dust from each and every leaf." His mother retorted and then explained : "Life of flower is not in the flower. The life of a plant is hidden in the roots. By taking care of the roots the flowers will nourish automatically."

This story conveys the important mssage that parents and teachers are key role-players in the development of children. They should make the solid foundation of children and initiate them to develop their learning tendency, in order to increase

wisdom and intelligence, besides the bookish knowledge.

In this context, once **Emerson** said —
*“University has all branches of knowledge,
and to this Thoreau responded, branches are
fine but what about the roots?”*

In fact, the greatest gift a parent can give his children are ‘roots’. Once a school teacher asked a little girl, ‘who taught you to be so courteous and polite.’ She replied, “*None*, It just runs in our family.”

Hence, teach your children the importance of character - building during their formative years. They will not lose it, rather it will become part of their life. In a true sense, this will be the solid foundation of children, on which they will act and make their bright future.

Five Top Tips For Parents

1. Giving up to child's obstinacy is the worst attitude. Children have no idea of self-discipline.
2. Just check who holds the T.V. remote control at home. Encourage your children to control themselves the excessive T.V. viewing. To start with, children can —
 - * enjoy a whole weekend in a month or fortnight with friends instead of watching any television
 - * selectively watch two hours of programming one Saturday and Sunday in a fortnight
 - * have an option to watch one high quality video per weekend during another month; [The video has to inspire, inform, reflect history, be biographical, or be otherwise of social awareness.]
 - * return to, or develop, hobbies such as stamp collecting, playing a musical instrument, or playing word game on the alternate day of week instead of tuning on a television.
 - * attend sporting events, if possible, rather than viewing the same type of event on television.
3. If children do not see any change in you, they will not change. Change is necessary for progress and development.
4. Do not encourage your children to lie for you if someone knocks your door, e.g. saying that 'father is not at home' and so on.
5. **Emerson** said - "*What lies behind us and what lies before us are tiny matters. What lies within us is supreme.*" It means, you should guide your children to make a life, not a living.

For Teachers :**Some considerable points**

- Teachers teach while parents guide the child and both work for child's development. Therefore, co-relation and harmony are must between the two.
- Real learning comes about when the competitive spirit has ceased. The competitive spirit is merely an additive process which is not learning. A child is to learn and not merely add knowledge to himself like a machine. Hence, to help the child to learn basically he must cease to compete.
- As an educator, you should tackle the problem of the eradication of fear in the young student. Fear is mostly involved in competition. Children learn most when they have no fear. It is, therefore, necessary that teachers should share the responsibility to eliminate the feeling of fear from the mind of young students, since they play an important role in preparing them for the whole of life; and life is a vast thing, which is all of human aspirations, human miseries, despair, struggle etc.
- Imparting the bookish knowledge is not the end of teaching. Teachers must see that young students increase their intelligence and prudence also, through learning tendency. They should be encouraged to develop the learning tendency even outside class-rooms.
- Teachers should establish a right communication with the student so as to bring about a

friendly atmosphere, in which he begins to learn easily and be free from fear.

- Teachers should awaken in him a curiosity to understand fully what he is learning, not only for obtaining maximum marks in exams, but for practising in his life. As such he shall begin to appreciate quality in work, in playing a game and studying all subjects. Further, he will develop his interest, hobbies and other extra- curriculum activities.
- The function of education is to bring about a mind that will not only act in the 'immediate' but also go beyond, so that brain of a student is always alert. Hence, education should be provided with a 'long vision'.
- Teaching of moral science must be made compulsory in schools and colleges. An education without moral science is worse than ignorance and illiteracy.
- If teaching of one universal religion, that is— **religion of love**, is provided at school - level, children would learn the virtues of tolerance and make a society that is totally clean.
- Teaching needs focus on mind and not heart of the young students, so that he knows the difference between life and living. Living is *present* and life is *future*.

For Young Students :

Table - I
Personality Development Techniques-
Power Tips

1.	Set an objective of your life —— the foundation of Success.
2.	Positive thinking gives rise to hope and where there is hope, there is success.
3.	Negative thinking results in hopelessness, lassitude, escapism and other psychological problems.
4.	Moral values make your mind sound and concentrated. This gives rise to a positive outlook.
5.	Balance makes your life positive.
6.	An aimless person is always a drifter.
7.	Do not let frustration overpower you. Instead get involved with social work.
8.	Direction, Dedication and Determination — these make your will-power stronger.
9.	You set one objective of life, which is attained by realization of goals. Remember , first one goal is achieved, then comes another.

10.	Consider your ambition while setting goals.
11.	After goal-setting make an 'Action Plan' and acquire the requisite knowledge.
12.	Build goals in accord with your 'interest', so that zeal is sustained.
13.	Those who are over-ambitious look at the sky. Hence, be realistic in goal - setting.
14.	On pathway to success don't be afraid of hardships and obstacles. Face them as a test of life and don't turn away from your goal.
15.	'Trust' creates self-confidence, which ultimately brings you success.
16.	Keep your eyes on 'what could be' and not only on 'what exists'.
17.	Contemplation gives rise to new thoughts that help much in building your goals.
18.	Positive thinking drives you towards your goal and a tension- free existence (life).
19.	A feeling of true success arises in you when you become a guiding - star for others.
20.	Failures inspire you to move forward, not backward.
21.	Risks and courage both are the essence of big achievements.

22.	True valour lies in being open about your mistakes and failures and methods of improvement to others.
23.	Beware of procrastination.
24.	God blesses those who possess good character.
25.	Magnanimity (generosity), humility and humanitarianism are facets of good character.
26.	Truth, Honesty and Simplicity are the ornaments of good character.
27.	So that the work done is superb, it should be well prepared.
28.	Thinking too much about the past and worrying too much about the future — both are harmful.
29.	Contentment means - marching ahead with a new energy.
30.	A divine power is inherent in a resolution. It constantly inspires you— Go ahead ... Go ahead.
31.	First discipline yourself and then do 'positive thinking' with a focussed mind.
32.	Love struggle', if you love your life.
33.	People with good intentions are not egoistic.

34.	Yearn for self-respect, or else how can you reach your goal if you suffer from 'inferiority-complex'?
35.	Those who have low self-esteem lack the manliness. Hence, build self - esteem (i.e. self-respect).
36.	Desire for self - respect enhances self-confidence. Self-confident people are quite determined and enthusiastic.
37.	Attitude of gratitude reflects your personality in complete order.
38.	Humility does not mean degradation, rather it is greatness.
39.	Patriotism connects you with society directly and makes your personality great.
40.	Each moment of your leisure is precious in life. Hence, make a good use of it.
41.	Punctuality is a sign of greatness. Cultivate the habit of being punctual right from your school - days.
42.	Always keep your mind healthy by reading good books.
43.	If you have no patience, you are likely to become patient one day.
44.	Fortune favours those who are bold.

45.	“From anger comes delusion, which results in loss of memory. The loss of memory causes destruction of discrimination and from the ruin of discrimination the man perishes” - says Lord Krishna (in Gita). Therefore, when you are angry, either listen to music or go for a walk.
46.	Brush up on your leadership skills.
47.	In communication one should understand that listening is more important than speaking.
48.	Speak softly with a sweet voice and win the hearts of people.
49.	Think all you speak, but speak not all you think — Thoughts are your own, your words are so no more.
50.	All relationships and transactions are enriched by courtesy.
51.	A face that cannot smile is never good. Hence, go ahead with smile - a smile of love.
52.	In the end, attain your objective with all struggle. Therein lies the success of life.

Table - II

General Tips For Young Students	
1.	Loving others gives you courage.
2.	Kids go where there is an excitement, but they stay where there is love.
3.	If you can assess your personal value, not price, you can immensely progress.
4.	To read without understanding is like eating without digesting.
5.	When things get easy for you, it's easy to stop growing.
6.	You should not speak unless you can improve your silence.
7.	You should fill your life with experiences and not excuses.
8.	Responsibility means ability to respond.
9.	Life is long - term happiness and short-term misery; living is long - term misery and short-term happiness.
10.	Let us think always of good things.
11.	Knowing others is Intelligence. Knowing yourself is wisdom. <i>Likewise :</i> Mastering others is 'strength', and mastering yourself is 'power'.

12.	You hear music, not listen to it. Those students who listen to teachers in class-rooms obtain good marks in exams, and those who simply hear, pass their time only.
13.	Text-books give knowledge but not intelligence, which comes from learning tendency.
14.	If you are really serious about your present and future life, assess the objective of your life, considering the following : What do you want for your life? What do you wish from your life? What does bother you in your life? What do you expect from this world?
15.	Love is not measured how you feel but how you make other person feel.
16.	The most creative ideas come from beginners, not experts.
17.	If you cultivate the habit of listening, you have learning tendency and with it a bright future.
18.	Intellectuals don't talk a lot without conveying anything, since they act, not react, as intelligents do.
19.	There is no elevator to Success — you have to take the staires.

20.	Living is for which you are following 'daily routine'... Life is for progress and peace.
21.	The secret to creativity is knowing how to hide your sources.
22.	Pessimist makes a living and optimist makes life.
23.	By being only self- centred, one drifts towards evil.
24.	We first make our habits and then our habits make us.
25.	Follow the Nature of God, not your own, because Man is the creation of God and we can not violate His Nature's laws, in order to prosper our life.
26.	Success may cause lot of blunders, so do not be discouraged after committing blunders.
27.	If you do not make mistakes, your creativity is at standstill.
28.	You must learn to obey before you command.
29.	To be happy it is better to use things you have rather than to desire the things you don't have, like Eklavya .
30.	When you blame others, you give up your power to change.

31.	Short term solution leads to long - term problem.
32.	Locate someone's weakness and praise the opposites, like — "Praise the beautiful for his intelligence and intelligent for his beauty."
33.	The mind is like a stomach. It is not how much you put into that counts but how much it digests.
34.	The student must differentiate in different situations that time is important or place.
35.	The road to success is always under construction. Develop learning habit.
36.	Students who consider education as an investment, not luxury, make their careers.
37.	Art of living also teaches you how to live in "present", not in past or in future. For this the guideline is : <i>Whatever you are doing at present, do 100%.</i>
38.	If in conversation and communication, you are mastering others, this is your Strength; and if you are mastering yourself, this is Power/ Example : Hitler, Stalin etc. were having 'strength' while Gandhiji, Swami Vivekananda or Paramhans Ram Krishna were having 'power'.

Table - III

Ten Significant Tips of Time Management	
1.	Make a realistic time-table to organise your daily routine.
2.	Develop the habit of rising early and start your routine with punctuality.
	Russian King, Peter the great , used to get up very early.
	Columbus had planned to commence his journey to America in early morning only.
	Nepolean set off his journey for victory in early hours of the morning.
	Sir Walter Scott , a great writer of England, used to rise at 5 A.M. daily so as to finish most of his work of the day before his breakfast.
	Pt. Jawahar Lal Nehru used to get up in Brahma Muhurta and attend to his letters.
	Our ancient scriptures also advise an early rise that makes one agile, enthusiastic and energetic.
3.	Make clear in your time table about the work to be carried out and at what time. Also give a break of 15 minutes between two tasks.

4.	May be you find it slightly difficult to follow up the time table, but you will develop the habit of punctuality and stay away from the procrastination.
5.	May be that those who are not punctual would ridicule you, but you should, without any care, be determined to follow your routine.
6.	Fix time for each work to be followed strictly :
	Morning walk, exercise or meditation.
	Some time for remembrance of God / Spiritual awareness.
	Time for breakfast, lunch, evening tea, dinner and other things of your habit.
	Study in school / college / training centre.
	An hour for sports.
	Home work.
	30-45 minutes for T.V. news, serials or other programme, which are likely to enhance your knowledge.
	Self-study for your competitive exams. For this important work there ought to be a

	separate time table, keeping in view the well-planned study to overcome the weaknesses, if any.
	Some time for social activities and meetings.
7.	A sound night's sleep is a must. Also take some rest while studying at home in order to avoid mental stress.
8.	If you find insufficient time allocated for self-studies, you can increase its duration by reducing the time of other activities like recreation, social activities or entertainments, which do not hold much your interest and / or are not so important to you.
9.	In case you happen to attend some unexpected, urgent work, you must make adjustments in timings of other activities, without disturbing your study - plan.
10.	Make a powerful 'action - plan' for your studies so that your abilities and competence are fully utilized.

Table - IV

How to achieve goals ? At a Glance.	
1.	Strengthen your will-power.
2.	Resolve - 'I am determined to accomplish my goal.'
3.	Do your work as a 'challenge'. Remember -you need a high morale for a big challenge and a big challenge results in a big achievement.
4.	Be responsible for the work that you are doing. Responsibility always keeps you active.
5.	Practice hard work, self-control and patience. Remember - To write 'Paradise Lost', John Milton used to wake up at 4 A.M. without fail. Noha Webster took 36 years to complete the 'Webster' dictionary.
6.	Honour moral values and follow their laws faithfully. Associate with people / fellows of good character.
7.	Learn from the mistakes of others. Hence, wherever you find an opportunity, try to learn good lessons and bring them into practice.
8.	Always be far-sighted, so that your goals do not remain smaller than your capacities.
9.	Make your decisions always with a positive mind, so that you do not repent later on.
10.	Do work according to priorities. Accomplish the task which holds more importance than your interest.
11.	Always be happy and smiling.

Table - V

Observe good manners in your dealings	
1.	Don't be miser in using the words 'Thank You' and 'Please'. Use them generously.
2.	Greet and receive an elderly visitor respectfully.
3.	Return in time all things you borrow.
4.	Respect privacy; knock before you enter a room.
5.	Resist temptation to interrupt people in the middle while speaking. Listen fully and attentively and speak at your turn only.
6.	Observe punctuality in all respects. Keep your words and promises.
7.	Keep secrets upto you. Think twice before divulging a confidential matter even to your close friend.
8.	Use the phrases — 'I'm sorry' or 'I did a mistake' or 'I don't know'. Never hesitate to use them.
9.	Do not tell people how something should be done, unless asked for.
10.	Never tell anyone that he looks tired, depressed or worried.
11.	Say a word of congratulation upon anyone's achievement, or express sympathy in sorrow or disappointment.
12.	Be grateful and obliged for any help done by anybody.

Table - VI

Twelve significant tips for Good Behaviour	
1.	Never think that you are superior to an ordinary man. It means -always stay away from 'egoism'.
2.	Interact with everyone - i.e. elders as well as youngsters. Be courteous.
3.	Be appreciative and enthusiastic. This can really make your personality glitter.
4.	Everyone has a special trait or characteristic. So try to search for goodness in others.
5.	Be appreciative of others. Give an open hearted praise for their goodness and achievements.
6.	Always speak softly which works like a elixir of life. When Sita (wife of Shri Rama) was in Ashok Vatika, she used to praise Hanuman's sweet words whole-heartedly.
7.	If you must criticise someone, then do it in such a manner that it brings a constructive change in him rather than disheartening him.
8.	Do not let little things blow out of proportion. Learn to forgive your youngsters.

9.	Take good lessons from others with gratitude.
10.	Try to understand the behaviour of others; do not jump to take it in negative way. For example, if one doesn't return your call in time, it could be that - he had tried your number but could not reach you; he had left a message that you didn't get; he had some difficulty. Hence, keep positive thinking.
11.	If someone is telling a joke, do not jump in between and complete the joke. Otherwise it will amount to an 'out of etiquette'.
12.	In the end, keep in mind the experience of Cyrus Ching : <i>"I learned a long time ago never to wrestle with a pig. You get dirty and besides, the pig likes it."</i>

Table - VII

Tips for elimination of Bashfulness	
<p>Are you one of those people who are shy, bashful or hesitant and cannot develop relations with others easily? If it is so, you must remove this kind of temperament, for it has no place in pleasing personality. Here are some tips to eliminate the bashfulness :</p>	
1.	Keep smile on your face.
2.	Interact with people around you — Take part in social activities because you meet all types of people there. Approach them with smiling face, introduce yourself and start conversation.
3.	Ask Questions. After giving self-introduction, ask them questions and listen to their answers patiently. If you get proficiency in this art, you will never feel yourself loneliness anywhere.
4.	Recognize yourself. People of shy nature generally have inferiority complex. It is, therefore, essential that you identify yourself with your strengths and weaknesses.
5.	Make friends and be a friend. Think that the other person is like you. Make friendship with confidence.

Table - VIII

Laugh, and the world laughs with you	
<p>Laughter is a beautiful gift of Nature. It is an exercise, good tonic to health and the relief for depression and mental stress. Howe says, <i>"If you don't learn to laugh at trouble, you won't have anything to laugh at when you grow old."</i></p> <p>To laugh is an art. It reflects your personality. Hence, keep in mind certain things before you laugh, which are mentioned as under :</p>	
1.	Laughter ought to be dignified.
2.	It should not be meaningless, otherwise it will reflect your vacant mind.
3.	Resist laughing at the inappropriate places or occasions.
4.	A loud laugh at a wrong time will amount to a fault of your personality.
5.	Those who laugh at the expense of others cause to fall their personality.
6.	Those who laugh at the weak or sick or handicapped are men without soul.
7.	If you laugh at someone's misery, that means you are not worth friendship.
8.	If you joke with someone, then laugh; you must be good enough to take his joke in high spirit, too.
9.	<p>Develop a sense of good humour so that people appreciate your laughing and jokes.</p> <p>H.W. Beacher has said, "Good humour makes all things tolerable"</p>

Table - IX

Tips for conversation in Interview	
1.	Do not use such words or express your thoughts, which are irrelevant to the subject, or which would not be liked by others.
2.	Your voice should neither be loud, nor fast or excited.
3.	If you do not agree with something and wish to express your views, then do not say directly, rather say "I value your sentiments but I feel that....."
4.	Do not use inconsistent words, or such a dialogue that would amount to double meaning.
5.	Co-ordinate your body language with what you speak.
6.	Make eye - to - eye contact but refrain from roving your eyes.
7.	Do not check others in between. First let the other person complete his talk and then speak what you have to say.
8.	Be informal during conversation.
9.	Keep balance between listening and speaking.

10.	Do not indulge in such acts like 'taking off and wearing ring' or shrugging the shoulders etc.
11.	Taking off your spectacles or rubbing your face with a handkerchief is most undesirable.
12.	Do not look at hither and thither during conversation.
13.	You must reflect smile on face.
14.	Extend the respectful greeting while entering the room for an interview and also at the end of conversation.

Table - X

Know the Leadership Qualities	
<p>Leadership is an act that causes others to act or respond in a shared direction. It is the art of influencing people by persuasions or examples to follow a course of action. In other words, leadership is the key dynamic force that motivates and co-ordinates the organization in the accomplishment of its objective. John C. Maxwell says : <i>“A leader is one who knows the way, goes the way and shows the way.”</i></p> <p>Leadership is such an intrinsic element that cannot be bought outright from a school of management. We can gather the know - how of leadership development from a Management Institute, but the rest is to be attained by us through practice.</p> <p>For an impressive personality, it is most necessary that you learn some leadership qualities so as to make your team a winner. They are given in the following Table :</p>	
Leadership Qualities	
1.	<p>Integrity :</p> <p>Integrity is the one absolute requirement of a leader. The quality that he has to bring with him and can not be expected to acquire later on.</p> <p>In any organisation we find a definite philosophy. The leader must stick to that philosophy and work from a firm foundation, all through good times and bad. As such he gains an identity and does stand for something.</p>

Note : This table is based on the writer's book 'Power of Teams'

2.	<p>Flexibility</p> <p>Some wise person has said, “<i>inflexibility is one of the worst human beings.</i>”</p> <p>As change accelerates in the business world, only the adaptable will survive. Flexible leaders understand how to bend to without compromising their philosophy.</p>
3.	<p>Loyalty</p> <p>The first task of leadership is to promote and enforce collective loyalty. A lack of sincerity will damage loyalty and morale. A leader has to stay vigilant to keep any selfishness out of the team members.</p>
4.	<p>Confidence</p> <p>When you ask your team members to convert an ‘impossible’ work into a ‘real’ work and then lead the way, it shows that you are unafraid and so they become more confident in your leadership. This act builds a mutual trust. You are trusting them to get a difficult job done; they are trusting you to do everything possible to help them succeed. The result is a stronger, more cohesive team.</p>
5.	<p>Accountability</p> <p>Accountability starts at the top. You can not build an accountable organisation, or team without leaders, who take full responsibility for the achievement of common good. Leaders are also responsible for making sure that their actions and decisions will not threaten the enterprise, its freedom and its economic success.</p>
6.	<p>Preparedness</p> <p>You can not be top performer unless you are</p>

	<p>ready for the demands of your job. Well-prepared leaders plan ahead for all contingencies. Before the team proceeds, they budget their time for the week and set their priorities. Sureness comes only with specific preparation.</p>
7.	<p>Self-control</p> <p>Self-Control is an indispensable quality of leadership. Self-control means a stronger motivation, a desire to do the best rather than just enough to get by. It means higher performance, higher goals and broaden vision.</p>
8.	<p>Patience</p> <p>Patience always wins the round and with impatience future remains in doubt. Patience is most valuable when a team is performing poorly. The team leader needs to keep using a lazy member until he finds some one better; he has to keep the team at work until he takes in a new member.</p>
9.	<p>Resourcefulness</p> <p>Resourceful leaders become more imaginative when they are at a disadvantage. They know that a crisis calls for a higher level of problem-solving and that solutions are no longer luxuries, but necessities. They boost up the morale of their teams and treat crisis as an adventure. The challenge is to identify exactly what the problem is and then to solve it.</p>
10.	<p>Skill of Communicating</p> <p>Leadership requires the ability to communicate intelligently the messages, feelings and information to all concerned.</p>

Table - XI

<u>Body Language</u>		
<p>Body language is one of the kinds of communication and in the modern age it is considered to be an important quality in the development of personality. It is known as non- verbal communication. In this technique symbols and signs are used to understand the feelings of a person. Charlie Chaplin was expert in the art of non-verbal communication. In those days, this was the only method of communication on screen, and one who excelled in this technique was supposed to be an excellent actor.</p> <p>The use of body language depends upon the speaker, listener, circumstances and emotions. A few examples of body language are given in this Table :</p>		
Signs/Symbols		Meaning
01.	Raising eyebrows	Effort to understand
02.	Curving eyebrows & raising.	Disbelief
03.	Making eye-to-eye contact	Faith and self-confidence
04.	Pointing out with eyes.	Indication towards a specific fact or thing.
05.	Striking the forehead with palm	Forgetting something

06.	Putting on mouth the fingers while talking	Falsehood
07.	Rubbing the ears by the listener.	Signal for speaker to stop the speech
08.	Fluttering the eyelash	Tiredness and nervousness.
09.	Staring fixedly	Awareness
10.	Ring-making by fingers	Everything O.K.
11.	Showing a thumb	No worry
12.	Sign of 'V'	'I beneath you'
13.	Both palms open	Honesty
14.	Looking for ahead while talking.	Looking for new thoughts and expressions
15.	Making statement while standing erect.	Giving an important statement.
16.	Speaking with hands in pocket.	Feeling like a 'superman'
17.	Bending forward while listening.	Being attentive in listening.
18.	Bending backwards while listening.	Showing indifference.
19.	Folding both hands.	Praying
20.	Bring both palms close to chest.	Speaking about oneself.

Self - Evaluation

Now, it's the turn of your Self-evaluation that will make you aware of the fact that how far you have developed the '*learning tendency*', thereby increasing your knowledge, wisdom and intelligence. An awareness to "learning" plays a key role in building your positive personality that ultimately makes your bright future and you reach the zenith of success.

A purposeful questionnaire containing sixteen points is given here. Each point has three Options. You have to choose one Option of each point, which is nearest to you and mark that Option with a tick (write tick mark) -

1.	<p>Three persons have different opinions about setting the objective of life. Which one of the following three viewpoints would you like the most?</p> <p>(A) First person holds that the objective of life is to earn more... more....more 'money'.</p> <p>(B) Second person wants to get 'power' because in his view the wealth and fame both would automatically come to him once he becomes 'powerful'.</p> <p>(C) For the last person, 'Prestige' is more important as he believes that prestige brings about a balance between money and power.</p>
----	--

2.	<p>To which step would you give more importance in building a 'Positive Attitude'?</p> <p>(A) To break the ties with orthodox customs, or, (B) To understand the ethical and moral values, or, (C) To hear the self - criticisms from out-siders.</p>
3.	<p>Don't you get disappointed when you see your adverse result?</p> <p>(A) Why not ? It's natural. (B) Yes, but I try that my mind remains healthy. (C) Not at all ! Because I believe that failure makes an easy way to get success.</p>
4.	<p>Which set of three secrets do you hold good to build a bright future?</p> <p>(A) Ability, Hard-work and Resource, or (b) Learning tendency, Self-confidence and a sense of dedication, or (C) Education, Opportunity and Luck.</p>
5.	<p>Self - confidence of a person begins to decrease when...</p> <p>(A) some kind of doubt or fear enters in his mind. (B) he feels an "inferiority complex" in self. (C) he becomes an over - ambitious.</p>
6.	<p>Suppose, you decide to leave some work in the middle as unaccomplished, it is because that towards that work -</p> <p>(A) you lack confidence, or</p>

	<p>(B) you lack zeal, or</p> <p>(C) you don't have much interest in it.</p>
7.	<p>Suppose, your inclination towards 'acting' (as a career) is growing. Is it because that..</p> <p>(A) you have a profound interest in acting, or</p> <p>(B) there is a greater opportunity of earning popularity and money in this field, or</p> <p>(C) there are new opportunities of jobs in this field ?</p>
8.	<p>Suppose, after completing your education, you attempt to seek a good job in a business-house and are asked in an interview, "how will you convert white money into black money." What would be your reaction at that time?</p> <p>(A) you would tell some practicable schemes, or</p> <p>(B) you would say, "Sorry, sir! I'm not much acquainted with the procedure.", or</p> <p>(C) you will react with a smile, "Sir, I have a staunch faith in white money."</p>
9.	<p>Many people say that the more humble you are, the more you let yourself be down. What is your opinion about it?</p> <p>(A) Yes, I fully agree.</p> <p>(B) Humbleness shows the greatness of man.</p> <p>(C) Sometimes humility amounts to an act of showing one's deficiency.</p>

10.	<p>In order to keep your mind healthy, do you...</p> <p>(A) read a good literature? or</p> <p>(B) concentrate on a good company of people? or</p> <p>(C) like to listen to the praise-worthy words for yourself (from others) ?</p>
11.	<p>Suppose, you have been asked to deliver a speech in a social meeting, which technique would you choose to make an impression on the people?</p> <p>(A) Presentation of real and own thoughts in a correct manner to impress the audience.</p> <p>(B) Proper use of body language with speech to attract the listeners.</p> <p>(C) Use of 'sense of humour' during a speech to enchant the audience.</p>
12.	<p>Do you often visit the place of your relative or friend without invitation or call, or with no purpose or work?</p> <p>(A) No...</p> <p>(B) Yes...</p> <p>(C) Sometimes.</p>
13.	<p>Are you in the habit of offering your advice to someone without being asked for?</p> <p>(A) Sometimes.</p> <p>(B) No</p> <p>(C) Yes.</p>

14.	<p>Do you think that speaking much more than others in a society or meeting reflect the glare of your knowledge and intelligence?</p> <p>(A) Yes.</p> <p>(B) No</p> <p>(C) Sometimes.</p>
15.	<p>Suppose, you are going on foot some where and suddenly fall into a hole. What would you do after coming out of that hole?</p> <p>(A) You will forget about that happening and step forward, or</p> <p>(B) You would put some obstacle like a stone over that hole with the help of others, or</p> <p>(C) You will inform the authority concerned, or the editor of a local newspaper about that hole.</p>
16.	<p>You want to love, but to whom...?</p> <p>(A) Those people who love you, or</p> <p>(B) People who fulfil your selfish motives, or</p> <p>(C) People who love you and also those who don't love you.</p>

“ Learn the art of being aware; our success depends upon our power to perceive, to observe and to know.”

— Joaquin Miller

● **Know the result of your evaluation :**

Now you can give point to your each Option, as per the Table given herebelow. Add your points together, and refer to the Score-Analysis to see how you scored. Use your answers to identify the areas in which you need improving.

Evaluation - Table

Sl. No.	Option A	Option B	Option C
1.	2	0	5
2.	5	5	2
3.	0	2	5
4.	2	5	0
5.	2	5	0
6.	0	2	5
7.	5	0	2
8.	0	2	5
9.	0	5	2
10.	5	2	0
11.	5	2	0
12.	5	0	2
13.	2	5	0
14.	0	5	2
15.	0	5	2
16.	2	0	5

Score - Analysis

Below 58 : There is a need of improvement. Increase your learning tendency.

59 - 69 : You are going through learning -process.

70 - 80 : Zone of excellence. But this is not the end. Strive to improve purther.

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About the Thinkers

A

1. **Adams, John**
[1735-1826] 2nd president of U.S., U.S. ambassador to Great Britain [1785-88]
2. **Andrews, Julie**
[b. 1935] English actress, singer, author
3. **Aristotle**
[384 B.C. - 322 B.C] Greek philosopher pupil of Plato, tutor of Alexander the Great. author of works on logic, ethics, politics, metaphysics etc.
4. **Augustine, St.**
[354-430 A.D.] one of the Fathers of the christian church, noted for his confessions, bishop of Hippo in North Africa.
5. **Aurovindo, Shri**
[1872-1950] Indian great thinker, ascetic, writer and freedom-fighter.

B

6. **Bacon, Francis**
[1561-1626] British philosopher and statesman, his works include '*The Advancement of Learning*' and '*Novum Organum*':

7. **Beecher, Henry Ward**
[1813-1887] U.S. Clergyman, abolitionist.
8. **Bible**
The sacred writings of the Christian religion comprising the Old and New Testaments.
9. **Blum, Leon**
[1872-1950] French socialist statesman, premier of France.
10. **Bovee, Christian Nestell**
[1820-1904] U.S. author, lawyer.
11. **Buddha, Gautam**
[? 563-483 B.C.] Indian religious leader, regarded by his followers as the most recent rediscoverer of the path to enlightenment, founder of Buddhism.
12. **Burke, Edmund**
[1729-1797] Irish born English statesman conservative, orator.
13. **Byron, George Gordon**
[1788-1824] British poet, his major works include '*Child Harold's Pilgrimage*.'

C

14. **C. Rajgopalachari**
[1879-1972] Indian political statesman, thinker, writer, governor general, awarded '*Bharat-Ratna*.'

15. **Carlyle, Thomas**
[1795-1881] Scottish essayist, historian, his works include '*The French Revolution*' (1837).
16. **Cavell, Edith Lousia**
[1865-1915] British nurse executed by the Germans in world war 1st for helping allied prisoners to escape.
17. **Cecil, Lord David**
[1902-86] British biographer.
18. **Chaitanya Mahaprabhu**
[1486-1534] Indian great saint founder of "Bhakti" movement, his main preachings are given in form of '*Shikshastak*' containing eight verses in sanskrit. He sank into the deity of Lord Jagannath in Puri (Orissa).
19. **Chaucer, Geoffrey**
[? 1340-1400] English poet, noted for '*The Canterbury Tales*.'
20. **Chesterfield [4th Earl of chesterfield]**
[1694-1773], British statesman and writer, author of '*Letters to his son*.'
21. **Chesterton. G. K.**
[1874-1936] English writer, lecturer.
22. **Chrysostom, St. John**
[? 345-407 A.D.] Greek patriarch, archbishop of Constantinople.

23. Churchill, Sir Winston

[1874-1965] British conservative statesman and writer, noted for his leadership during world war II, prime minister.

24. Cicero, Marcus Tullius

[106 B.C.-43 B.C.] Roman orator.

25. Confucius

[551 B.C.-479 B.C.] Chinese philosopher and teacher, his doctrines were compiled after his death as '*The Analects of confucius*.'

26. Cervantes, Miguel de

[1547-1616] Spanish poet and writer, noted for his romance '*Don Quixote*' (1605).

D

27. Dante, fullname Dante Alighieri

[1265-1321] Italian poet, his works include '*La Divina Commedia*.'

28. Disraeli, Benjamin [1st Earl of Beaconsfield]

[1804-1881] British Tory statesman, novelist and prime minister (1868-1874-80), as a prime minister he bought a controlling interest in the Suez Canal.

29. Dostoevsky, Fyodor Mikhailovich

[1821-81] Russian novelist, his works include '*Crime and Punishment*' (1866) and others.

E**30. Edison, Thomas Alva**

[1847-1931] U.S. Inventor, his inventions include the phonograph and the incandescent electric lamp.

31. Einstein, Albert

[1879-1955] German-born U.S. physicist and mathematician, He formulated the special theory of relativity (1905) and the general theory of relativity (1916) and made major contributions to the quantum theory, for which he was awarded the nobel prize in 1921. Noted also for his work for world peace.

32. Emerson, Ralph Waldo

[1803-1882] U.S. author, poet and transcendentalist.

F**33. Ford, Henry**

[1863-1947] U.S. car manufacturer, who pioneered mass production.

34. Fosdick, Henry Emerson

[1878-1969] U.S. Clergyman

35. France, Anatole

[1844-1924] French author, nobel prize for literature (1921).

36. Franklin, Benjamin

[1706-1790] U.S. statesman, author, inventor, scientist. He helped draw up the Declaration of Independence.

37. Frost, Robert Lee

[1874-1963] U.S. poet, noted for his lyrical verse on country life in New England. His books include '*A Boy's Will*' (1913).

38. Fuller, Thomas

[1608-61] English clergyman and antiquarian.

G**39. Gardner, John W.**

[1912-2002] U.S. writer, government official.

40. George, Herbert

[1593-1633] English Metaphysical poet. His chief work is '*The Temple*.'

41. Gita

Indian philosophical literature on Gyan, Karma, Bhakti and Yog ; This sacred book has 18 chapters containing 700 verses in sanskrit, all preachings of Lord Krishna given to Arjun in the battlefield of Kurukshatra.

42. Goethe, Johann Wolfgang von

[1749-1832] German author.

H

- 43. Harvey, William**
[1578-1657] English physician who discovered the mechanism of blood circulation.
- 44. Hazlitt, William**
[1778-1830] British critic and essayist, his works include '*Table Talk*' (1821).
- 45. Herschel, Sir John Frederick William**
[1792-1871] British astronomer. He discovered and catalogued over 525 nebulae and star clusters.
- 46. Hill, Napoleon**
[1883-1970] U.S. motivational speaker, author.
- 47. Hoover, J. Edgar**
[1895-1972] U.S. Lawyer, director of the FBI (1924-72).
- 48. Horace**
[65-8 B.C.] Roman poet and satirist.
- 49. Hubbard, Elbert**
[1856-1915] U.S. writer, editor.
- 50. Hugo, Victor (Marie)**
[1802-85] French writer and leader of the romantic movement in France.

I**51. Ibsen, Henrik**

[1828-1906] Norwegian dramatist and poet.

52. Indira Gandhi (Priyadarshini)

[1917-1984], daughter of Pt. Jawahar Lal Nehru, Indian statesman, prime minister of India (1966-77) (1980-84), assassinated.

J**53. Jarrett, Keith**

[Born 1945] U.S. Jazz pianist and composer.

54. Jefferson, Thomas

[1743-1826] 3rd U.S. president, educator.

55. Jong, Erica

[Born-1942] U.S. poet, novelist, essayist.

K**56. Kabir**

[1507-1575] India's great saint.

57. Kennedy, John F.

[1917-1963] U.S. Democrat statesman, 35th president of the U.S. (1961-63), the first Roman Catholic and the youngest man to be president. He demanded the withdrawal of soviet missiles from Cuba (1962), assassinated.

L

- 58. La Rochefoucauld, Francois**
[1613-1680] French classical author, best known for his "*Reflexions of sentences et maximes morales*."
- 59. Lincoln, Abraham**
[1809-1865] U.S. republican statesman, 16th president of the U.S. He saved the union in the civil war (1861-65), assassinated.
- 60. Longfellow, Henry Wadsworth**
[1807-1882] U.S. poet, educator, noted for long poems '*Evangeline*' (1847) and '*The songs of Hiawatha*' (1855)
- 61. Lover, Samuel**
[1707-1868]
- 62. Luther, Martin**
[1483-1546] German leader of the Protestant Reformation. He began preaching the doctrine of justification by faith rather than by works.

M

- 63. Mahabharata**
An epic sanskrit poem of India of which the *Bhagwatgita* forms a part, written by Maharishi Ved Vyas. Contains 1,00,000 Verses in Sanskrit.

64. Mahatma Gandhi

[1869-1948] Indian political and spiritual leader. He played a major part in India's struggle for home rule, attempted to unite Muslims and Hindus, assassinated, now known as Father of the Nation.

65. Mandela, Nelson

[b. 1918] South African statesman, 1st Black president of South Africa (from 1994), awarded the Nobel Prize (1993).

66. Mann, Thomas

[1875-1955] German Novelist, in the U.S. after 1937.

67. Maugham, William Somerset

[1874-1965] English novelist, playwright.

68. Maxwell, John C.

[b. 1947] U.S. author.

69. Mencken, H. L.

[1880-1956] U.S. editor, literary critic.

70. Menninger, Karl A.

[1893-1990] U.S. psychiatrist, author.

71. Menotti, Gian Carlo

[Born 1911] Italian composer, in the U.S. from 1928.

72. Milton, John

[1608-1674] English poet, essayist. His works include the poems '*Paradise Lost*' (1674) and '*Paradise Regained*' (1671).

73. Montesquieu, Baron de la Brede

[1689-1755] French political philosopher.

74. Moore, Thomas

[1779-1852] Irish poet, best known for 'Irish Melodies' (1807-34).

N

75. Napoleon Bonaparte

[1769-1821] Emperor of the France coming to power after a coup in 1799, he defeated every European coalition against him until he was defeated at Waterloo (1812).

76. Nehru, Pt. Jawahar Lal

[1889-1964] Indian statesman, 1st prime minister, author of *Discovery of India* and others.

77. Nelson, Viscount

[1758-1805] British naval commander during the revolutionary and napoleonic wars. He destroyed French naval power at the battle of Nile (1798), killed at Trafalgar.

O

78. Omar Khayyam

[? 1050- ? 1133] Persian poet and astronomer, noted for the '*Rubaiyat*', a collection of quatrains.

P

79. Patton, George S.

[1885-1945] U.S. general

80. Pitman, Sir Issac

[1813-97] British inventor of a system of phonetic shorthand (1837).

81. Pythagoras

[? 580- ? 500 B.C.] Greek philosopher and mathematician. He founded a religious brotherhood, which followed a life of strict asceticism.

R

82. Radhakrishnan, Dr. Sarvpalli

[1888-1975] 2nd president of India, philosopher, political leader, great teacher, he initiated to celebrate 'Teacher's Day' on 5th September, every year on his date of birth.

83. Robbins, Anthony

[b. 1960] U.S. writer, motivational speaker.

84. Russell, Bertrand (Arthur William)

[1872-1970] Welsh philosopher, mathematician, essayist, nobel prize winner for literature (1950).

S

85. Sallust

[86- ? 34 B.C.] Roman historian and statesman.

86. Schopenhauer, Arthur

[1788-1860] German philosopher, noted for his '*The World as Will and Idea*' (1819).

87. Schwab, Charles M.

[1862-1940] German writer.

- 88. Seneca, L.A.**
[4 B.C. - 65 A.D.] Roman philosopher, statesman and dramatist, tutor to Nero.
- 89. Shakespeare, William**
[1564-1616] English dramatist, poet. He was born and died at Stratford - upon-Avon but spent most of his life as an actor and playwright in London.
- 90. Shaw, George Bernard (often known as GBS)**
[1856-1950] Irish born English author, dramatist and critic, in England from 1876. His plays include '*Arms and the Man*' (1894).
- 91. Shelley, Percy Bysshe**
[1792-1822] British Romantic poet. His works include *Queen Mab* (1813), shorter lyric include the Odes *To the West Wind* and *To a skylark* (both 1820).
- 92. Smiles, Samuel**
[1812-1904] British writer.
- 93. Socrates**
[469 ? B.C. - 399 ? B.C.] Athenian philosopher. He was condemned to death for impiety and corruption of youth (399) and died by drinking hemlock.
- 94. Sutton, Jan**
[b. 1945] English author, counsellor.

95. Swinburne, Algernon Charles

[1837-1909] British poet and critic.

T**96. Tagore, Rabindranath**

[1861-1941] Indian poet and philosopher. His works include '*Gitanjali*' (1910; 1912) Nobel prize for literature (1913).

97. Tolstoy, Leo

[1828-1910] Russian writer, his novels include '*War and peace*' (1865-69) and '*Anna Kareniana*' (1875-77).

98. Tracy, Brian

[b. 1944] Canadian born U.S. author, motivational speaker.

V**99. Vauvenargues, Marquis De**

[1715-1747] French moralist, essayist.

100. Virgil

[70-19 B.C.] Roman poet.

101. Vivekananda, Swami

[1865-1902] Indian great Vedanta preacher, he established Ram Krishna Mission in Belur (Kolkata), devoted his life to the service of humanity.

102. Voltaire

[1694-1778] French writer, noted for his outspoken belief in liberty.

W

103. Waitley, Devis

[b. 1933] U.S. Navy pilot, motivational speaker.

104. Ward, William Arthur

[b. 1921] U.S. Writer.

105. Washington, George

[1732-99] U.S. general and statesman, 1st president of the U.S.

106. Watson, Tom

[Born 1949] U.S. golfer.

107. Webster, Daniel

[1782-1852] U.S. politician.

108. Wesley, John

[1703-91] Britisher, preacher, who founded Methodism.

109. Whiney, Geoffrey

[1548 ? - 1601 ?]

110. Whittier, John Greenleaf

[1807-1892]

111. Wolfe, Thomas

[1900-1938] U.S. novelist

112. Wooden, John

[B. 1910] U.S. college basketball coach.

113. Wordsworth, William

[1770-1850] English poet and writer, whose *Journals* are noted for their descriptions of nature.