

# **THOUGHTS ON MASTERING MAGIC FORMULAS FOR BECOMING SUCCESSFUL PERSON**

**By CA (Dr.) Adukia Rajkumar Satyanarayan**

## **THE NEED FOR MAGIC**

WE NEED MAGIC TO LIVE OUR LIFE SUCCESSFULLY. People regard happiness as of great value in their lives – so much so that they are constantly in pursuit of it. We constantly balance our lives living on scales – one side depicting happiness and the other unhappiness – and our entire life trajectory fluctuates depending on which side the scales tip towards. So busy we are analyzing what we have gained and what we have lost that in the process we forget to actually ‘Live’.

So how do we balance the scales?

According to the revered Holy Scripture the Bhagavad Gita, Lord Krishna in Chapter 2 verse 55, describes the ‘*Sthitha Prajna*’- Man of steady wisdom as follows:

*śhrī bhagavān uvācha  
prajahāti yadā kāmān sarvān pārtha mano-gatān  
ātmany-evātmanā tuṣṭaḥ sthita-prajñas tadochyate*

Lord Krishna says “*When a man completely casts away, O Partha, all the desires of the mind, satisfied in the self alone by the self, then is he said to be one of steady wisdom*”.

If we truly become a man of ‘steady wisdom’, we become the pivot of the scale and stop it from tilting to either side – state of happiness or state of unhappiness. We are neither devastated by adversity nor elated by prosperity. It may take many lifetimes for a person to become a ‘*Sthitha Prajna*’, however you can use Magic Formulas to ensure you abandon your search for happiness and instead empower yourself with the tools to become successful.

## **INTRODUCTION**

I’m in. I’m ready for Success. Success is mine. It was always meant for me but I was not prepared for it. But now with the Magic Formulas I am on the path to becoming a successful person.

Yes. That’s how you should welcome success in your life every single day. Many-a-times we elude success by not recognizing our shortcomings and blame it on luck. However, success is and was always within you and it is just a matter of time before it is in your hands. Success is a subjective term – It has different meanings for different people. Society may measure success in materialistic terms but every individual has certain expectations from himself/herself. It is not necessary that a person needs to be famous or rich in order to be successful. If you attain pleasure and satisfaction from your achievements and from life in general, you can truly call yourself a ‘successful person’.

So let the Magic Formulas help you to discover the potential locked within you for becoming a Successful Person.

## **1. MAGIC FORMULA OF ATTITUDE**

If you google ‘attitude’ on the internet, you will be greeted with a list of synonyms viz. “a settled way of thinking or feeling about something, point of view, frame of mind, way of thinking, way of looking at things, school of thought, outlook, angle, perspective, reaction, stance, standpoint, position, inclination, orientation, approach...etc.” This small little word has huge impacts. It determines on which path you take your life.

In a nutshell, it is your ‘Attitude’ which determines success. You can achieve only what you think you can achieve. The attitude towards life – the strength of character of getting up after a fall, dusting yourself and starting afresh once again – determines how successful you become. The proverb ‘Attitude determines Altitude’ is a reminder that anything is possible for the person with the right attitude.

For example – We see innumerable instances in society of siblings who, obviously with the same set of parents and given the same financial and emotional resources, end up on different paths. One may be super successful and world famous whereas the other may be still struggling and trying. So what caused such a drastic outcome between the two, even though the inputs were exactly the same...the answer is ‘the right attitude’.

## **2. MAGIC FORMULA OF HAVING MORE THAN 24 HOURS A DAY**

If the Egyptians had known when they invented the 24 hour day that the future generations will use it as an excuse for not getting things done in time, I'm sure they would have added a couple of hours more to the day. However, we would have found excuses of shortage of time in that scenario as well! Without realizing we have mastered the art of 'blaming time' as a culprit for everything that goes wrong in our life.

Now approach the 24 hour day with the MAGIC FORMULA OF ATTITUDE, so you don't have 24 hours in a day but you have 86400 seconds in a day! Now that's a lot of time.

The reason a 24 hour day seems short is because we prioritize our jobs and the ones on low priority never end up getting done. We all have things we don't want to do, but we have to do them anyway. However in life you cannot chose the enjoyable parts and leave out the unpleasant parts of a task. You have to do the entire job. That's the only way to reach your goal. The sense of accomplishment you will feel at the end of the most hard, boring and complicated task is immeasurable.

There is a methodological way of increasing the hours in the day. For having more than 24 hours a day, 'prioritizing' the work is important. This can be done by making 2 lists viz. Priority List and Delegation List.

a. Priority List - Make a list of the important work which needs to get done in descending order of priority – very high priority jobs moving down to the lowest priority job.

b. Delegation List – Then study the Priority List you have made from bottom to top and decide which of the least priority jobs can be delegated and which have to be

done personally by you. Make a Delegation list through which you delegate the jobs which do not require your personal attention. This will help you to focus your energies on the vital tasks and complete your tasks in time.

For example – In the summers, there is immense work pressure on Air Conditioners Mechanics and Installers. So to increase their 24 hour day, when they go for home service of air conditioners, they take along an attendant who does the least priority item jobs such as cleaning the ac filters, washing of the outdoor unit etc. while the main Installer focuses on repairing the clogged pipe or fixing the faulty part – the work which is specialized and cannot be delegated. In this way, they are able to maximize their outcome and thus achieve more in a days' work.

### **3. MAGIC FORMULA OF ELIMINATING EXPECTATIONS**

Charles Dickens thirteenth novel, 'Great Expectations' published as a novel in 1861 is the story of personal growth and personal development of an orphan.

With due respect to Charles Dickens, to suit the ideology of success it must be always remembered - If you have 'Great Expectations', you will never achieve personal growth and personal development.

Nowadays we have mountains of expectations from others:

- Parents have expectations from children
- Children have expectations from parents
- Husband has expectations from wife
- Wife has expectations from husband
- Teacher has expectations from students
- Students have expectations from teacher

- Employer has expectations from employee
- Employee has expectations from employer
- People have expectations from God/ Divine Power

And the list can go on and on. Expectation only keeps you waiting and waiting and waiting. When we expect from others, we never experience a sense of personal achievement and growth as we are depending on another person for pushing things forward. To be successful, an individual has to depend only on himself/herself and no one else.

For example – A child living with his stay-at-home parents in his growing up years falls into a routine pattern of expectations from his/her parents. When leaving for school in the morning, it is expected that the lunchbox will be ready and on the table, schoolbag will be ready, uniform will be laid out on the bed etc. In contrast a child who has working parents has no such expectations and will have to manage himself as no one may be around when he leaves for school. After few years, the child with no expectations will emerge stronger as he has learned to depend on himself to take things forward and no one else other than himself.

#### **4. MAGIC FORMULA OF HAVING WORK AS PASSION**

A famous quote which we all may have heard many times in life is ‘Choose a job you love and you will never have to work another day’. It is such an oft repeated quote that you would think everyone must be following it by now. But we humans are slow learners. Even now parents force their children into careers which they don’t want to do. Due to monetary pressure people take up jobs in which they have no interest or inclination.

Now, you may argue that everyone does not have the luxury to pick and choose careers and jobs. Sometimes due to financial constraints we are forced to take up jobs which are totally undesirable for us. If you read the MAGIC FORMULA OF ATTITUDE and the MAGIC FORMULA OF ACCEPTANCE, you will never again feel this way. If your job/work etc. is not your passion, quit sitting and moaning about it. Make it your passion. Bring some innovation into it so as to make it more appealing.

For example – There are many cricket crazy fans everywhere in this world. We all have our favourite cricketer whom we idolize. We follow their game. Ape their batting style. Study their bowling action in depth. Keep a tab on their personal life. Buy books on them. In short we worship them. However, it is an extreme rarity that anybody who watches cricket or follows cricket spares a thought on umpires. Umpires are those authoritative figures on the cricket field who call the shots during a match. Now, it is quite unusual that anybody grows up aspiring to be an umpire. This is because anybody who loves cricket will like to be a player and not an umpire because that is where the action is. So how can one be expected to be passionate about doing his job of umpire when he'd rather be on the pitch hitting sixes as a cricketer and being idolized by the audience.

Well, somebody did just that – infused passion into his work – and became a success.

Brent Fraser "Billy" Bowden, a cricket umpire from New Zealand was a cricket player until he began to suffer from rheumatoid arthritis and took up umpiring. He is world famous for his dramatic signalling style which includes "crooked finger of doom" out signal, a "crumb-sweeping" wave of the arm to signal four and the

"double crooked finger six-phase hop" to signal a six. He has endeared himself to fans and critics alike. When Bowden is umpiring, the cricket match becomes double the fun. He infuses energy and excitement in an otherwise typical job as his work is his passion.

## **5. MAGIC FORMULA OF ACCEPTANCE**

The Serenity Prayer, written by American theologian Reinhold Niebuhr, first written for a sermon at a Church and later adopted and popularized by Alcoholics Anonymous and other twelve-step programs is a prayer which every person should recite daily before the start of a day.

*The Serenity Prayer:*

*“God grant me the serenity to accept the things I cannot change,*

*Courage to change the things I can,*

*And wisdom to know the difference”*

Sometimes we refuse to accept ‘Change’ in our lives. We are too settled in our comfort zones and feel uneasy on experiencing something different from the usual. What we forget is that the only permanent thing in this world is ‘change’ and one who does not change with the times gets left far behind.

Accept Change. It is the shortest route to success.

Acceptance does not mean compromise. It means to consent to the reality of a situation.



For Example – You are the Director of a company and leave home for a Board Meeting. However, you get delayed for no fault of yours as there is a traffic jam on the road due to some religious procession. You left on time but still you will reach late. This infuriates you and in turn you shout at the driver who is equally stuck in the commotion with you. Additionally, you quarrel with your spouse, child, friend or whosoever happens to call you at that moment. So now you have ruined their day as well for no fault of theirs. It is better to calmly accept the situation you are in. Probably you can humorously incorporate it in your opening address at the Board meeting you are about to attend.

## **6. MAGIC FORMULA OF RESPONSIBILITY**

With authority comes responsibility. Responsibility is a scary word to many. The moment you hear this word you feel it will keep a cartload of burden on your head. It takes courage to shoulder responsibility for your deeds and it takes even more courage to shoulder responsibility for the deeds of others. But without responsibility, authority commands no respect. You idolize your boss who takes responsibility for his subordinates but you vilify your boss when he only barks order at you and does not take responsibility for his own or his subordinate's actions.

Responsibility also includes personal responsibility. As the famous saying goes 'Charity begins at home', similarly accountability too begins with taking responsibility of your own life. Holding others responsible for our failures and our own self responsible for our success is a fallacy we all commit at some point in our lives. There is only one person responsible for your happiness, sorrow, achievements, failures, actions, inactions and all decisions which have affected

your life in any particular way (good or bad), and that person is you. When you accept responsibility for the way your life has turned out, you are on the path to success.

For example – When you go to get your car serviced, you will notice that the attendant checks every possible fault in the car and informs you the same. Whether you get all the loopholes plugged or chose to get a basic service done is ultimately your choice, but he has taken responsibility for the entire show.

## **7. MAGIC FORMULA OF STRONG RELATIONSHIPS**

Man is a social animal. Healthy relationships are the fundamentals of good health and well being in turn determining personal and professional success. When you forge strong relationships with others you will a sense of camaraderie. Declare your goals and aspirations with supporters and people you trust which will in turn move you one step closer to achieving them.

Remove negative people from around you. People who criticize, complain and grumble all the time sap you off your positive energy and leave you exhausted. Surround yourself with optimists and achievers. A good apple will also rot if kept in company of bad apples.

People come into your life for a reason, a season or a lifetime. Notwithstanding how long they are in your life for, be sure to give your best you have to every moment spent. The point is too have more memories than regrets.

## 8. MAGIC FORMULA OF FOCUSING ON THE PRESENT

Focus on the Present. Live in the Present. Forget the Past. Forget past failures  
...remember them only to learn from them.

The Bhagavad Gita, the Holy Indian scripture illustrates this point beautifully in its lines:

*Why do you worry without Cause?*

*Whom do you fear without reason?*

*Who can kill you?*

*The Soul is neither born nor does it die.*

*Whatever happened, happened for the Good;*

*Whatever is happening, is happening for the Good;*

*Whatever will happen, will also happen for the Good only.*

*You need not have any regrets for the past. You need not worry for the future. The present is happening...*

Human beings classify those things as negative which instill fear in us. Failure invokes fear...the fear of having to prove yourself all over again. However, if you face that fear, you will realize it makes you stronger. And I guarantee it will be a stepping stone to astounding success. The best teacher in life and the only teacher who can teach you on how to grasp an opportunity before it fleets away is -  
...Failure. There are many benefits of Failing in life....however the most important of all is the ability it grants of the magic word "FOCUS". Only when we fail, we are forced to focus on the task at hand and reanalyze. Crisis creates clarity. Failures force us to clear out the noise and zero in on what is most important. We

discard the methods we had adopted earlier, and chalk out a new plan to tackle the task again. We now approach the task with a new found clarity and surge ahead.

Once you hit rock bottom, you can't go down any further. Then the only way left is to rise up. Fear squeezes the willpower out of us to pursue our better future. If you want to break free, then you have to face your fears one by one. Accepting your failure takes an act of humility. You can now go about your business without the constant pressure to appear to be perfect.

## **9. MAGIC FORMULA OF CONTROLLING YOUR ANGER**

Let me tell you a story I have heard in my growing up years. You would have heard different versions of it and the author is unknown. It is called 'The Nails in the Fence':

*There was a little boy with a bad temper. His father gave him a bag of nails and told him that every time he lost his temper, to hammer a nail in the back fence. The first day the boy had driven 37 nails into the fence. Then it gradually dwindled down. He discovered it was easier to hold his temper than to drive those nails into the fence. Finally the day came when the boy didn't lose his temper at all. He told his father about it and the father suggested that the boy now pull out one nail for each day that he was able to hold his temper. The days passed and the young boy was finally able to tell his father that all the nails were gone. The father took his son by the hand and led him to the fence. He said, "You have done well, my son, but look at the holes in the fence. The fence will never be the same. When you say things in anger, they leave a scar just like this one. You can put a knife in a man and draw it out. It won't matter how many times you say 'I'm sorry', the wound is still there."*

Walter Bradford Cannon, an American physiologist first described the term 'The fight-or-flight response'. The fight-or-flight response is a physiological reaction that occurs in response to a perceived harmful event, attack, or threat to survival. So organisms either respond to a threat by flight which is caused due to fear or they fight the threat. Anger works like a warning bell that tells you that something is wrong. Anger is good when it is channelized as positive energy in the form of aggression. For a sportsman anger is a boon as it helps to win matches. But more often than not, anger is a negative emotion.

Anger is just one letter away from Danger. The onset of anger creates health problems like stress, anxiety, high blood pressure etc. and the aftermath of anger creates injuries which can never be cured.

The best way to tackle a problem is too calmly solve it. Anger will not solve the problem, but only worsen it further.

As one popular chartbuster song in the recent past said "*Why This Kolaveri di?*" which means "Why do you have this murderous rage against me girl?"

Be cool, whatever the situation. Control your anger and be calm like the sea.

## **10. MAGIC FORMULA OF BULLET PROOF MIND**

Blinkers, sometimes known as blinders, are a piece of equestrian equipment that are placed on either side of a horse's head next to its eyes in order to keep the horse from seeing what is beside it and to the rear and, in some cases, to the side. The blinkers partly cover a horse's eyes so that it can only look straight ahead. If we

put imaginary blinkers covering our eyes, we will condition it to look only straight ahead and not get distracted.

We tend to get easily influenced by the achievements, success and materialistic possessions of the people around us. Instead of making the most of what we have and counting our blessings we tend to count our shortcomings instead.

Let the mind be a storehouse of pure positive thoughts. There should be no room for self-doubt. Bury your negative thoughts and just like you do spring cleaning of your house, do mind cleaning 3 times a day. Flush out the negative thoughts before they permeate you.

Let no one and nothing deviate your focus from your goals and shake your confidence. One sure shot way to achieve a bulletproof mind is to declare your goals each day to yourself by jotting them down in a diary. This keeps you focused and on the right path without distractions and digression.

## **11. MAGIC FORMULA OF GOAL SETTING & FULFILLMENT**

The foundation of a building is the element of an architectural structure which connects it to the ground and holds it firmly in place. Foundations can be shallow or deep depending upon the depth of soil in which the foundation is made.

Put down your goals on paper. List what you aspire for in life whether it is material possessions, happiness, strong relationships etc. If you are not clear of your goals, even God will be confused as to how to help you achieve what you want since nobody knows what you desire. Similarly, the structure we need to adopt for fulfillment of goals needs to be chalked out and put on paper. Once the structure is in place achieving the goals does not seem a daunting task. We need to draw out a

time schedule of work commencement and completion and the methods to be adopted. Once that is done we have attained a shallow foundation. To obtain a deeper foundation we need to create an environment of introspection, self-motivation and social service.

Nobody is ever too old to learn. Sharpening knowledge in your goal areas is imperative. There is always an innovation, a new technique, a better way of doing things being discovered and it equips you to learn the ways of the changing times.

Many professional institutions and educational bodies have a system of Continuing Professional Education (CPE) for their members whereby even after completing a course and obtaining a degree, a member has to earn a stipulated number of CPE credits to retain his/her degree. These credits are earned by attending educatory seminars, workshops and conferences on further learning in the field. We must imbibe the system of CPE in our life too. Always be in transit in life. Never think you know enough and there is no room for further knowledge. For goal fulfillment, you can keep supplementing your knowledge forever.

## **12. MAGIC FORMULA OF FAITH**

Hope is what keeps you alive. Faith in God or any Divine Power implies depending on him for his reliability. Faith in God includes Faith in his Timing. Faith can move mountains. Follow your faith. Choose to believe that there is a supreme divine power that is always in control of your life.

You may be going through a tough time, but by relying on faith, the path becomes easier. Your mind conditions itself that The Divine Power is always guiding you so

if everything is happening as per his will, there is no need to worry. When you have faith, you give an anchor to yourself which holds you in troubled times.

Faith is best defined in The Holy Bible as ‘Now faith is confidence in what we hope for and assurance about what we do not see’ (Hebrews 11:1). It can best be understood by a story which is popular on the internet but with different names and versions:

*A man just got married and was returning home with his wife. They were crossing a lake in a boat, when suddenly a great storm arose. The man was a warrior, but the woman became very much afraid because it seemed almost hopeless:*

*The boat was small and the storm was really huge, and any moment they were going to be drowned. But the man sat silently, calm and quiet, as if nothing was happening.*

*The woman was trembling and she said, “Are you not afraid?”. This may be our last moment of life! It doesn’t seem that we will be able to reach the other shore. Only some miracle can save us; otherwise death is certain. Are you not afraid? Are you mad or something? Are you a stone or something?*

*The man laughed and took the sword out of its sheath. The woman was even more puzzled: What he was doing? Then he brought the naked sword close to the woman’s neck, so close that just a small gap was there, it was almost touching her neck.*

*He said, “Are you afraid?”*

*She started to laugh and said, “Why should I be afraid?, If the sword is in your hands, why I should be afraid? I know you love me.*



*” He put the sword back and said, This is my answer”. I know God Loves me, and the storm is in His hands*

So Trust the Divine Power and have Faith.

### **13. MAGIC FORMULA OF PERSEVERANCE & RESILIENCE**

Imagine yourself in 10 years time. What would you like to look back upon? What would you like to achieve in 10 years from now? Now remind yourself that your tough circumstances are just an obstacle between your ‘Now’ and your ‘Future’ which you can visualize 10 years from now.

The ability of a substance or object to spring back into shape is called resilience. Some people get punched and knocked down by life time and again, and each time they bounce back stronger. Instead of letting miserable situations break their determination they face their demons head on.

If you get punched down by Failure and bounce back up, you have the strength of perseverance, resilience, grit, determination. These are not just strong words, but words which can make you learn, adjust and actually return better than before.

There are many famous people who never gave up despite the odds. This magic formula can only be explained by the example of few of these resilient people.

Indian cricketer Suresh Raina, suffered a knee injury in 2007. He was bedridden for six months. That’s a really long time for any sportsman to be out of the game. He was on crutches and frustrated. But he gradually fought his way back into the game only because of his resilience.

Late Dirubhai Ambani, Indian business tycoon who founded Reliance Industries has an inspiring rags to riches story. From being a spice dealer to a cloth merchant to a textile producer, it was his hard work, indomitable spirit and never-say-die attitude that led him through all the obstacles to emerge as the business tycoon of India.

American media proprietor, talk show host, actress, producer, and philanthropist Oprah Winfrey did not have a promising childhood and faced a variety of hardships in life. At a young age she was physically abused and lived in extreme poverty. She became a mother at the age of 14 but her child died in infancy. Today she is among the most influential women in the world.

“By every usual standard, I was the biggest failure I knew.” - J.K Rowling. Today Rowling’s books have been translated into 73 different languages and sold more than 450 million copies. They have become the best-selling book series in history and have become the basis for a series of films, which is ranked as the second highest-grossing film series in history.

Christopher Paul "Chris" Gardner, an American entrepreneur, investor, stockbroker, motivational speaker, author, and philanthropist, struggled with homelessness while raising his toddler son, Christopher Gardner, Jr. His inspirational story of how he overcame the odds has inspired the movie ‘The Pursuit of Happiness’, which portrays how he harnessed his passion to turn his life around.

## **14. MAGIC FORMULA OF SELF RENEWAL**

Self-renewal is a term connected to stem cells in biology. It is a renewal process by which stem cells divide to make more stem cells of the same type. Similarly, our character too requires a self-renewal at some point in time. We require a personality transformation and evolution.

Self renewal enhances personal growth and rejuvenates you from the inside. Self Renewal would imply any productive activity which enhances your personal development and gives you happiness. The activity could vary from person to person viz. reading books; playing tennis; social get-togethers; getting a hair spa at the salon; meditation; yoga etc or it could be venturing into a completely different world which is intriguing but is new to you.

These self-renewal activities make you feel good about yourself and create self-worth. They increase your efficiency and productivity.

Social Service is the most fulfilling of activities. It calms you and makes you grateful for what you have. When you give back to society either financially or by contributing time, you get an inner sense of achievement. It gives you a deep foundation and moves you towards the path of success.

Learning a new technique which is entirely different from your current line of work is the best thing to do. It restores passion and the zeal for life. Learn anything new which you have absolutely no idea about viz. Reiki, a healing technique based on channelization of positive energy; dancing and disco; public speaking and personality enhancement techniques; life transformation courses like 'The Art of Living' course or 'The Landmark Forum' course etc.

Discover something new each day. Create a new identity. Leave your comfort zone, break habits, unlearn what you already know and explore something new. Challenge yourself and you will be surprised.

Don't constraint yourself by excuses. Get up and move before you stagnate.

## **15. MAGIC FORMULA OF FINANCIAL FREEDOM**

Robert Frost, an American poet aptly said "A bank is a place where they lend you an umbrella in fair weather and ask for it back when it begins to rain."

That sums up financial freedom in a nutshell. You are rich but don't have freedom to use that money. You are rich but don't have freedom to earn that money. You are rich but don't have freedom to have alternative sources of income. You are rich but don't have freedom to lend that money to friend in times of need. All these are cases of absence of financial freedom.

Financial freedom would mean the luxury of not having to be anxious about money. It would mean a scenario in which money would not be the governing factor when making personal and professional decisions in life.

The first step towards attaining financial freedom is to create a 'Financial Freedom Fund'.

Build an alternative fund other than your savings purely for utilization for that 'One' passion in your life which you aspire for but always ignore due to shortage of funds or guilt of spending. It will motivate you to work hard and achieve. You will want to push yourself everyday just so that you can make a small contribution to your 'financial freedom fund'. But a word of caution – Always contribute to the fund only AFTER you have set aside the amounts you hoard every month as your

savings. Otherwise you would have not only misunderstood the spirit behind the financial freedom fund but also put yourself in a difficult monetary situation.

Eventually, when you feel the time is right , dig into that fund guilt-free and spend it on the ‘reason’ you created it for. If your passion is travelling – grab your time and utilize your fund on that adventurous river rafting trip you always dreamed about but were always cash-strapped to undertake. If your passion is shopping – go splurge your fund on that Dolce & Gabbana designer dress you always pined for. Another word of caution – Always remember that the Financial Freedom Fund HAS to be utilized for the reason for which it was created. It is not to be built and then added into savings or spent on things it was not created for in the first place.

Always remember – Financial Freedom is more important than wealth.

## **16. MAGIC FORMULA OF ENHANCING SOFT SKILLS**

A very inspiring Chinese story which you will find in different version on the internet:

*Chuan and Jing joined a wholesale company together just after graduation. Both worked very hard. After several years, the boss promoted Jing to sales executive but Chuan remained a sales representative. One day Chuan could not take it anymore, tender resignation to the boss and complained the boss did not value hard working staff, but only promoted those who flattered him. The boss knew that Chuan worked very hard for the years, but in order to help Chuan realise the difference between him and Jing, the boss asked Chuan to do the following. Go and find out if anyone is selling water melon in the market? Chuan returned and said yes. The boss asked how much per kg? Chuan went back to the market to ask*

*and returned to inform the boss the price is \$12 per kg. Boss told Chuan, I will ask Jing the same question? Jing went, returned and said, boss, Only one person selling water melon. Price is \$12 per kg, \$100 for 10 kg, he has inventory of 340 melons. On the table 58 melons, every melon weighs about 15 kg, bought from the South two days ago, they are fresh and red, good quality. Chuan was very impressed and realised the difference between himself and Jing.*

There may be many professionals with the same qualifications. There may be many businessmen with business acumen. There may be many artisans with the same expertise. There may be many people with the same skill-set. But what sets apart one individual from another is 'soft-skills'.

Soft skills are the personal attributes that enhance an individual's personality, job performance and career prospects. Some examples for the same could be Communication skills; Anger management skill; Team management skills; General etiquette; Negotiation skills; Behavioural traits; Time management techniques; Stress management skills etc.

It set you apart from others. Technical expertise is important and needs to be achieved to approach any task. However, your soft skills are the key factor in determining how far and at what rate you will climb the ladder to success. In both personal and professional field, soft skills are much harder to teach as compared to technical expertise. But once you enhance your soft skills your goals come closer within your reach and the path to success accelerates.

## **THE MAGIC FORMULAS WILL HELP YOU ATTAIN SOCRATES SECRET TO SUCCESS**

### **What is Socrates Secret to Success?**

A young man asked Socrates the secret to success. Socrates told the young man to meet him near the river the next morning. They met. Socrates asked the young man to walk with him towards the river. When the water got up to their neck, Socrates took the young man by surprise and ducked him into the water. The boy struggled to get out but Socrates was strong and kept him there until the boy started turning blue. Socrates pulled his head out of the water and the first thing the young man did was to gasp and take a deep breath of air. Socrates asked, "What did you want the most when you were there?" The boy replied, "Air." Socrates said, "That is the secret to success. When you want success as badly as you wanted the air, then you will get it."

There is no other secret.