

## FOCUS 180<sup>0</sup> - AN INROAD TO SUCCESS

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I face ..... situations ..... like

- ◆ I have the job to be done, the client is waiting but these team members are grumbling.....
- ◆ This client does not give right information and gets me into tight spot.....
- ◆ Why can't he understand, what I am saying is the same.....
- ◆ I better be polite in front of authority or else.....
- ◆ How do you expect me to plan and give a solution without complete information? .....
- ◆ I have worked in such difficult projects and you question me.....
- ◆ I don't know how you feel, but I have done my best. You couldn't have done any better.....
- ◆ Nobody can deal with you. You will never change.....

Does these sound familiar to you too? Well, these happen day in and day out in any organization.

So many a times I land up fighting / compromising / let somethings be / resort to fate... Well all these decisions are causing stress and strain leading one to ultimately say, "Forget it, I have had enough!" . It also gives me some residual gifts of blood pressure, heart attack, emotional strain, nervous breakdown and so on, so on.

One is in turbulent weather and has to navigate through it, if to move towards success. Now just taking a deeper look, these are two sides, Me v/s. They (others). These others could be the environment, the people; the market conditions.... anything ... changes in them are affecting me. That means I am also a part of the whole set up! Is the part of the problem which I say is out there, with all of them ... also with me then? I read a quote which changed my life's perspective...

*"I cannot have a problem without having my share in it - J.M. Sampath.*

Yes, if my share never existed it would never be "My problem". It will never bother me. But if it is my problem and if it is bothering me, then I have my share. If I learn to deal with my share, that part of the problem vanishes and many a time the problem ceases to exist. That's Focus 180<sup>0</sup>. If the problem is in communication, it may be my inability to get the idea across to the other person so that he would understand it better. I have a perception that these officers are so ... and therefore I assume this person would be the same. I believe if you are not strict the team will never work and so I put on a stern face when I give instructions. Imagine a torch, that you most often use when power is off or if you are searching for something in dark. When I hold the torch, the light radiates on everything around, the dark portion is right behind i.e. 180<sup>0</sup>. I am in the dark. The energy of the light too is spread around. But when I turn it 180<sup>0</sup> on myself the energy of the light is focussed and I can see myself more clearly. May be I need a little more confidence or better presentation skills or better leadership capabilities. I need to sharpen what I already have, polish those I have acquired and bring out those qualities that are dormant within me. This may be an inroad to success, success in leaps and bounds.

*A neighbour found Nasruddin on hands and knees near a lamppost, searching for something. The neighbour asked, "What are you searching for?"*

*My key,"*

*Now, both men got on their knees to search. After a while the neighbour asked, "Where did you loose it?"*

*"At home".*

*"Good Lord! Then why are you searching here?"*

*"Because it is bright here". (From Discovery)*

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