

December 24th, 2006

Towards Success

How Indian Students Can Become Smarter and More Successful?

My dear students:

First, I would like to wish you all a very happy and prosperous new year 2007! Hope this year will fill you with positive mindset, accelerated learning, valuable knowledge, smart actions and great rewards. You are the most precious assets of our nation. You have all the power to transform our Mother India into a paradise or destroy her either consciously or unconsciously. Every one of you must be an asset but not a liability to our nation, family and society. With this strong message, I would like to pen my thoughts on the above mentioned topic.

Am sure you will enjoy reading this simple article and live it as much as possible. These are not just my words but it is a sweet summary of my 40 years of experience as a child, boy, adult, husband, parent, employee and an entrepreneur. Am not perfect but am still learning. The journey towards success must be filled with fun, happiness, love, hope, faith, energy and smartness. We can talk for days on the power of human mind and the beauty of life. Here are the simple steps that will give you insights into how you can manage a successful life. Some of it you may understand now and some you will understand in your journey but the more you understand now the better for you. Before you get into the core of this article, look at the following facts:

1. Only 25% of the students passing out of our colleges are employable. Most industry leaders and academicians have expressed this concern at some point.
2. Employability of students from rural areas is low. We do not have a good system to discover the unpolished diamonds in the rural areas.
3. Most students have only bookish knowledge and they realize the value of experiential learning only after they fail in few interviews.
4. Close to half-a-million students come out of the college every year in India.
5. For most, the students life is just a 'maya' and some refuse to come out of this state of 'maya' even after the student life.
6. Most do not know what jobs they need to apply for and where the real opportunity is. Everyone knows only the top few companies and only small fraction of student community get there. There are many right paths to success.

These facts are really scary and you will come across more such facts that will question our personal existence and effectiveness. We must have more grips on our life and goal to make India really a **Shining India!** or an **Incredible India!** We must learn the success mantras of Germany, Japan, Singapore, USA, China and so on. Most importantly, we must become the success mantra for others in the years to come. Next generations around the globe must say that "we must dream, live, breath and perform like Indians". This is the only metrics for the success of India. The best way to achieve this is by turning the human assets into an intellectual capital and then into national assets. Like many of you, am also the fan of our honorable president of India and few politicians. I feel that we should contribute to transform our country into a healthy and wealthy nation.

The following smart steps designed as part of the SMIPIO (Smart MInd Powered by Intelligent Organizer) model invented by Lakshman Pillai are based on the powerful mantra called "Plan. Learn. Grow."

Aim

Do not try to shoot the target in the dark. You won't know:

- How big is the target?
- What is in between you and the target?
- What tool you require to perform and reach the target?
- Who can guide you on your way? Who are your enemies and friends?
- How many people you are hurting in your journey to reach the target?

Know what you want, where your interest lies, how easy or difficult it is to get it, whether you have the passion, potential and perseverance to get it or not and by when you should achieve it. Never design and direct your life based on the interest level and intelligence of your neighbors, relatives or friends. Everyone has different taste and talent. If you do not control your destiny, you will always fail and lead a miserable life! Visualizing the goal and proactive planning to achieve them are vital. We should be able to feel what we are going to be few years from now and know how to get there.

Associate

I did not learn these lessons on my own. I learned it from hundreds of people, thousands of incidents. Some times I learned proactively and sometimes I learned those lessons after making few mistakes. So, see the world not only through your own mind but also through others mind as well. If you repeat all the mistakes that all the experts have made, you will not grow fast. Take a risk to make new mistakes and learn but never repeat what is already made. Multiply your power by simply connecting to others and various knowledge resources.

Aware

Many people live in coma stage - it is called **unconscious living**. Many eaglets live along with the chickens think that they are also chickens. When you have the power of an eagle, do not think, live and die like a chicken. You must have highest level of self-awareness to travel through your mind and heart and realize what your dream says and where your success lies.

If you know your own ability and passion, you will find the right opportunity and demonstrate your power. If you do not know who you are, you will always knock the wrong doors and none of them will open for you. Once they find the first job, they stop learning and think that the rest of their life is taken care. True learning is a continuous journey but not a one time activity and this real learning begins when you jump into the real-world.

Keep your mind open. When necessary, unlearn and relearn. What we already know may be wrong or it can change. Do not lock your mind and bury your talent deep inside by wrapping your competency and attitude using blocking-layers such as wrong perceptions, rigid mindset, ego, wrong assumptions and so on. Expand your horizon and do not shrink yourself unnecessarily. Instruct your mind to peel-off those layers and show to the world who you really are.

Access

There is a vast amount of treasure. You must leverage those assets in the form of knowledge and people and learn faster. It is not just about searching to find out some knowledge resources from the knowledge ocean. You must leverage and be part of social networking not just to find your life-partner and friends but also your business partners, colleague and learning partners.

Articulate

If you cannot articulate, no one can recognize your power. Express your capability through words, speech and action. When you are not able to demonstrate your ability, only frustration remains. Never blame others if you are not able to find the right opportunities but blame yourself.

Achieve

If you follow all the previous steps, you will definitely know where your opportunities are. Many students do not know who can employ them, what job they want or perform and how to get them. You must look for opportunities based on your own capability. Don't let others remote control you and drive you mad. On your way to achievements, never skip any steps. If you feel that you can get there faster by skipping steps, you are absolutely wrong! Every two to three years one must move up the value chain and jump to the next curve. It can happen only through smart working. You all know that the stagnant water stinks! So, be dynamic and keep moving.

Action Items for your New Year Resolution:

1. List what you know and what jobs you are looking for.
2. List 5 preferred employers at various levels.
3. Talk to people you know in those organizations or similar one and find out what they do and how they do.
4. Know who they recruit and how they recruit.
5. If there is any skills gap, learn, learn and learn.

We Indians live in the worlds' largest democratic nation at the same time some of our fellow hungry citizens struggle to survive. In this political environment, the young minds must understand the vital importance of unity, learning and sharing to make India the worlds' largest democratic and developed nation. See the truth, smell the true smells, touch and feel the reality, listen to the facts and take right actions. Dispel your ignorance, ignite your mind and become conscious. God bless you all for finding your launching pad in 2007!

by **Lakshman Pillai A**