

Time to motivate

MASTERING THE SKILLS OF LIFE IS IMPORTANT TO EMERGE A WINNER IN LIFE, ACCORDING TO MOTIVATIONAL SPEAKER SHIV KHERA, REPORTS RAKESH KUMAR

People emerging from a seminar or talk generally have a serious or thoughtful look about them, either mulling over the meeting or discussing it with other participants. In contrast, the look on those coming out of an interactive session at the FICCI auditorium at Mandi House last week was one of enthusiasm. Motivational Shiv Khera's talk on "Winners don't do different things, they do it differently", turned out to be extremely captivating as he spoke about how to master the skills of life.

Organised by FICCI Ladies Organisation and Governing bodies, the aim of the interactive session was to inspire and encourage people to realise their true potential. In his one-and-a-half-hour long talk, Khera emphasised that one must master three skills in life: people skills, persuasion skills and prioritise skills. Elaborating upon people's skill he suggested, "We do not have problem with the work/business, we have problem with people, that we need to understand. And yes everyone should remember that we are hired for our skills but we are fired for our behaviour." On persuasion skills, Khera said, "We are

always rewarded for results not for efforts, therefore, we need to focus more on results. We judge ourselves by our intentions, but people judge us by our actions." Talking about the need to prioritise, Khera said, "Sometime, whatever is urgent is not important, and whatever is important is not urgent. That we need to find out what is important at a given time. If you ignore the important things in the life, it may become urgent one day."

Speaking on the occasion, FLO president Neeta Boochra said, "We all carry within us the wonders we seek. However, given the daily pressures of our busy lives we tend to forget to believe and achieve our true potential." Khera also emphasised on the difference between making money and earning money. According to



him, most of us want to "make" money but there are a few who want to "earn" money. He also highlighted that one should distinguish between pleasures in life and happiness in life.

"Pleasure is short time and it's attained with the outer world, happiness is something long term and comes within," he explained. In his concluding note, he mentioned that one could not motivate people but one could surely inspire them to motivate themselves.