

Developing Soft Skills and Personality
Prof. T. Ravichandran
Department of Humanities and Social Sciences
Indian Institute of Technology, Kanpur

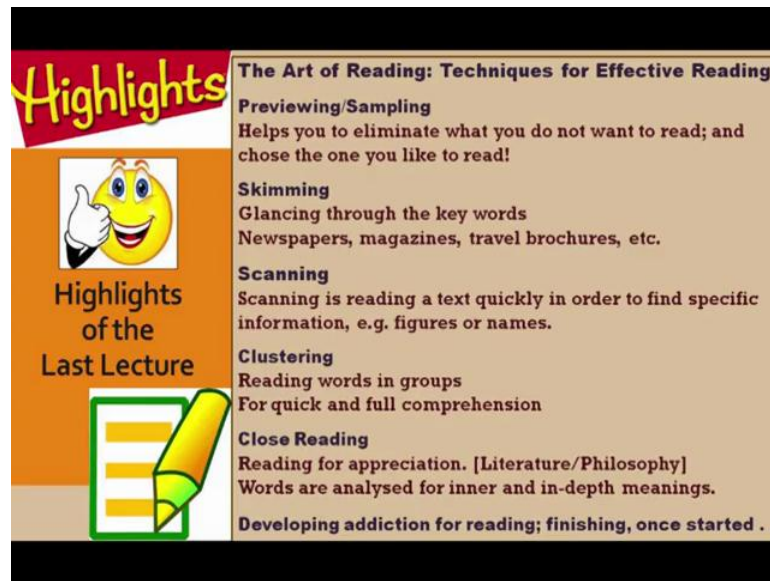
Lecture - 48
Human Relations: Developing Trust and Integrity

Hello everyone. Welcome back to my course on developing soft skills and personality, this is from IIT Kanpur. I am Ravichandran, from the Department of Humanities and Social Sciences. This is been given to you in the form of NPTEL mooc course, and this is the last week, week number 8, the last module, and the last lecture.

So, the moment I say, last lecture, I feel little bit sentimental, and overwhelmed to realize the fact that, just like yesterday, we started this, and then 8 weeks are passed so quickly, and then about 48 lectures have gone, so successfully, so other effectively, and so meaningfully, and we are at the last lecture, and what thoughts I have, on the last lecture, and we are going to conclude this course. I thought, what else other than to give you some more general suggestions, tips, on developing your life skills, in terms of human relations, and particularly in terms of developing trust, and integrity.

Before I start this, let me go back to our previous lecture, the seventh module, in which I focused on the art of reading, and taught you some techniques for effective reading. I particularly focused on some of the most important techniques that will help you to do effective reading.

(Refer Slide Time: 01:42)



Highlights

Highlights of the Last Lecture

The Art of Reading: Techniques for Effective Reading

Previewing/Sampling
Helps you to eliminate what you do not want to read; and chose the one you like to read!

Skimming
Glancing through the key words
Newspapers, magazines, travel brochures, etc.

Scanning
Scanning is reading a text quickly in order to find specific information, e.g. figures or names.

Clustering
Reading words in groups
For quick and full comprehension

Close Reading
Reading for appreciation. [Literature/Philosophy]
Words are analysed for inner and in-depth meanings.

Developing addiction for reading; finishing, once started . .

Starting with previewing and sampling, previewing helps you to eliminate what you do not want to read, and choose the one that you like to read. So, you can, especially is if long materials are there, and you do not have time to read so then, follow the techniques of reading only the first two paragraphs, and reading only the first and last sentences of remaining paragraphs, and reading only the last two paragraphs. But you also gather some general information, from other previewing possibilities such as the back flap, and the small tiny information about critical reviews, which are written on the book.

Then I talked about skimming. Skimming is glancing through the key words, very quickly, and trying to identify them. Usually the key words are hidden, in the topical sentences, and sometimes they are the core words, and if you remove it, the entire sentence will fall, it will not give any meaning. Skimming is very helpful in reading newspapers, magazines, travel brochures, any light reading stuff, or any book that you want to read, lightly, and understand what is the gist of that.

Skimming helps. Scanning will help you, if you want to read a text quickly, in order to find specific information, such as, some figures, or some times, or some age, or the year, scanning will help you to do it very quickly. But next important reading technique that I taught you was about, clustering while you read, because most of us are developed

reading in a very rotten manner, by reading word by word, or reading letter by letter, and not letting our reading progress, in a rapid manner because of this habit. We need to kill this habit, by trying to use our eyes, attract the words in groups.

Now, if you can do that, attract the words in groups, as I gave you some illustrative examples, it will help you to get quick, and full comprehension of, whatever you are trying to read, whether it is light or hot, whether it is long or small.

However, you would not become a really professional leader; you will not become the most powerful reader, unless you also try to do something about close reading, at least in some novels that you read, or some serious philosophical books that you read, where you should read for appreciation, not only for just gathering information, and knowledge. There is a line from T S Eliot that says April is the cruelest month.

Now, the first line from the famous poem, waste land indicates, for a close reader, why this April, which is supposed to be spring, and then birds, every flower, they are all in, all in full blossom. Why is he saying that, this is a cruelest month? So, it gives you more chance for thinking further, and you understand that he is trying portrait something happen during the world wars, and then he is trying to bring the aftermath of that. So, even that April is mixing, later he says that the memory with desire. So, people who are dead and gone, and then roots are coming out of that. So, there is this burial, and then resurrection. So, this kind of theme is brought out.

So, he starts loading his poem in the first sentence itself. George Orwell in 1984, the clock will strike 13 at the beginning of the novel. Now 13, striking 13, instead of 12, is something that recalls our intention immediately. Why is it striking 13? Instead of 12, when you think deeply, and when you go through the text further, you understand that 13 happens only in marry time army zones, where they use this clock, 13, 14, 15, so instead of saying 1 o clock, or 1 pm, or am.

Now, only when army or military is using this kind of clock, in the first line itself, the writer is trying to indicate that, expect the dictatorial setup from my novel. It is about

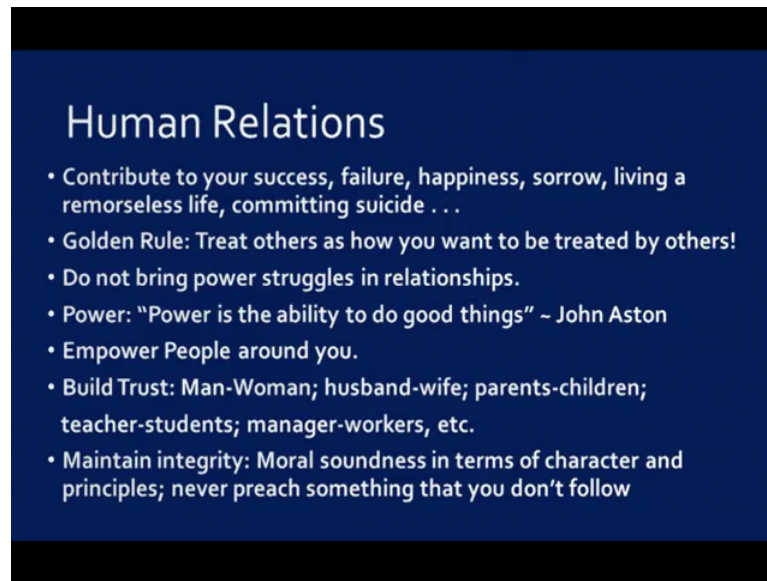
totalitarian society. It is about a society that is completely dominated by military setup, and where there is no freedom of speech.

Now, you see, how he is indicating just by the word 13. So, in order to appreciate, in order to know, what it means, in order to go for an inner and in-depth meanings, you need to do close reading. In fact, in order to do close reading initially, you can also read critical materials available on some of these books, that you are interested in reading. Either you read the critical materials first, and go to these novels or read the novels and then read the materials. Both ways, it will enhance your reading, and ability to appreciate this literature, or philosophical materials. At the end of it, I suggested that, if at all you want to develop one healthy addiction that should be for reading. So, read 24x7, anything, but at least focus reading for 3 hours in a day. So, that is going to make you really a knowledgeable, wise person, a learned person, and a scholar and elitist's scholar.

So, try to develop this reading habit. TV is not going to help you, or watching anything on video is not going to help you. Even this program, we are giving it on video, because, just to remove the distance, but ideally speaking, you will learn more, if your, if your able to read corresponding topics, at your own patience, all that, all though we are made it as a very self-contained videos.

But apart from this, do not be satisfied with this. Try to read on your own, develop interest in reading anything. The next golden rule, I left in conclusion is that, if you read anything, what are that interest you, what are you start reading, try to finish it, do not leave it in the middle. So, that is another key for success. That is about reading, it is a very fundamental skill, you need to develop, and then enhance, and use it effectively in order to promote your other soft skills, which are again related with communication, such as writing, speaking, even listening.

(Refer Slide Time: 09:01)



Now, so much so, about the previous one, let us look at this module, where my focus is on human relations, and here, I just want you to recall some of the points, with which I started before, but I just want to highlight certain other aspects of human relations. At the beginning itself I told you, human relations, are the ones that are going to contribute to your success, as well as failure. Its people around you, who will give you success, and its people around you, who will contribute your failure, it is your happiness or sorrow, both are contributed by human relations. Living a remorseless life, that is living a very harmonious life without any regret, are even deciding to commit suicide that again is depending on your human relations. The moment your human relationship fails, you think of committing suicide, in marital relationship people go for divorce.

Now, all our failure in terms of human relations, you should remember that, it is very important to maintain this. One golden rule, that can help you to maintain good human relations, is that you should always remember to treat others, as how you wanted to treat by those people, others in general. So, if you want others to respect you, you should respect them, if you want others to love you, you should love them, if you want others to sympathize with you, show compassion to you, you should sympathize, you should show compassion. If you want others to help you in critical situations, you should offer help in the first instance.

So, this is the mutual, cause and effect kind of thing that works in human relations and always treats others, if you want others to treat you with dignity, and you do not want them harm your self-respect, reciprocal give the same thing to others, and in any relationships, do not bring power struggles. If at all you bring, understand that, it will be leading to a win-lose situation, and then if you think you will win, you will always lose in human relationship, if you think you win your boss, but you again lose your job, if you think that you win over your wife, but then it can lead to divorce, if you think that you won your son or daughter, again it can lead to further communication gap, and break up of relationships.

So, it has to be win-win in terms of human relations. So, do not use power struggles. Power, if at all you need to use, remember what John Aston has to say, power is the ability to, to do good things, use power if you are in a powerful position. Sometimes the position itself gives you some power, if your a senior student, the position is giving you power, if you are a husband, its giving you power, if you are a wife, it also giving you power, if you are mother, its giving you power, use this power, to empower people around you. So, if you are at the level of hierarchy, try to build up those, who are at the lower level, in terms of giving support, in terms of empowering them. Often, in terms of man women relationships, trust is not built. So, that leads to so many problems.

Once a man and women decided to live as husband and wife in the same home, secrets are kept, secrets are kept in mobile phones. So, husband cannot see wifes phone, and vice versa. Financial transaction are hidden from each other, money is not kept in the common place, where both can use it whenever they need it. Talks, such as your money my money comes, you use your money for that, I will use my money for this, who are to ask me when I am using my money to buy that expensive gift, who are you to stop me to do that. So, the moment this kind of talk comes, when it is something that has to be built commonly in trust. So, fiction will come. In fact, in, again in, this relationships, one of the key ways to check whether the relationship is stable or not, is to see, how they are talking about money, how they are free with money. Can the money be kept safely in a place, where the children do not steel money from the fathers, or father's pocket, or mothers hand bag, the children do not cheat, or the wife is not taking money from

husband's pocket, or the husband is afraid to give ATM pin to the wife, these are levels of trust.

Now, once you want to build trust. So, you have to trust, and the trust is something that, you have to give first, you have to be trust worthy, so that you can actually make the other person also trust worthy. This should happen between parents and children. So, they should be able to trust each other. Children should realize that, after all, parents are doing certain things with the best of intentions, and parent should realize that, children are their children, they will not commit mistakes, and they may be ethically correct, instead of their doubts and suspicions. Teachers and students again, relationship has to be maintained, in terms of trust.

Manager and workers, it is very important that trust has to be built both sides, manager as well as workers. Along with that, you should also try to maintain integrity. Integrity is to do with your character, to do with your ability to keep things morally right, wrong, to do with your emotional intelligence; it is to do with your spiritual competence. As it is said that, when money is lost, or when wealth is lost, nothing is lost, because you can always regain wealth, but when health is lost, something is lost, and when character is lost, everything is lost. To build up a character, to build that character with integrity, and add trust to it, sometimes takes years, it takes 10 years 20 years 30 years to build relationship, and that build that with integrity and trust, but you can break it in a fraction of second.

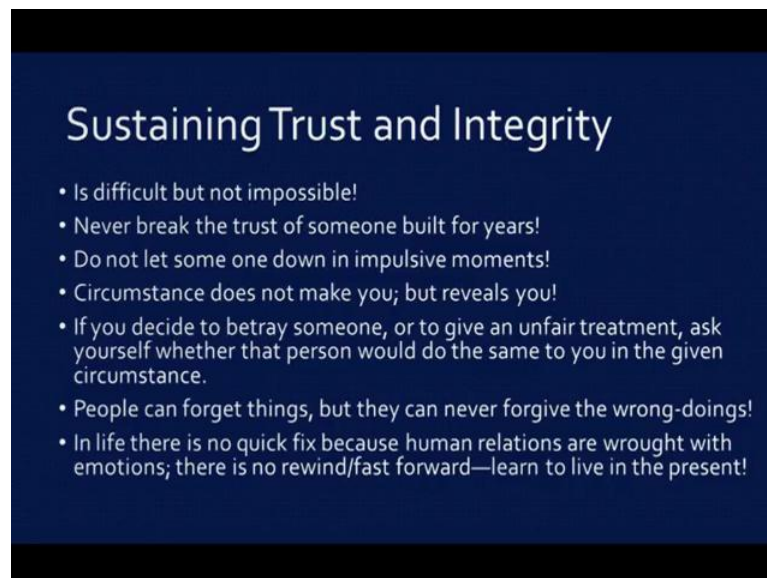
So, while building integrity, it means moral soundness, in terms of character and principles, but never preaches something that you do not follow. If you are drinking at home, or if you are drinking outside, you cannot tell your children, or your wife, that they should not drink, because you know that it is a bad thing, and you are doing it for yourself. If you are smoking, you cannot tell anybody that you stop smoking. I remember an incident with the Mahatma Gandhi, that all of you might know. The mother went to Gandhi, and then she said, that her son is eating so much of sweets. So, Gandhi said that if you tell him, he will stop it. So, Gandhi just told her, that could you come after 3 days. So, she said fine, she came after 3 days, and then Gandhi said, please stop eating excessive sweets, its not good for you, sugar as such, its not good. So, the son said OK,

but the mother was surprised, she asked Gandhiji you could have said this 3 days before, why did you take this 3 days time to say the simple thing that you are telling now.

So, Gandhiji said that, 3 days before, I was found of sweets. I was not able to resist sweets, and I was taking lot of sugar, and before I tell him this, I wanted to strengthen my character, I wanted to try, whether I am able to stop eating these sweets. Now at least 3 days, I have stopped completely, I have the moral fiber, moral strength, to tell him that he should stop eating it. See how integrity is built, its built in principles and character, moral soundness, and they are all inter linked together, and when you do not preach, what you do not practice.

If you really want somebody to, practice something good, so you do that, and you do not have to tell anybody, and you set the example, you are the model, and people will be inspired. So, that is the best way to set an example.

(Refer Slide Time: 18:27)



How to sustain this trust and integrity? Once you try to develop and build it, it looks like, seems to be quite difficult, but it is not impossible. Keep certain more norms in mind, never break the trust of someone built for years, whether you are representing a company, the companies develop goodwill, whether your representing a family, whether

you are representing friends, weather you are in peer groups, you are representing some colleagues, never break the trust of someone build for years, whatever money, whatever benefit, you will get, its not worth breaking the trust.

Because when you break the trust, you are not only damaging that person, you are not only demoralizing, you are not only disappointing, causing frustration to the person, making that person upset, you are not only hurting that person, but eventually you will realize, there is something in you, has diminished. It has reduced, you fall lower in your own expectations, and that esteem level as gone low, and you realize that you did a mistake. And then there is no way to make amendments, you are trying to do your best. That is why you should not let someone down in impulsive moments, impulsively, you get carried away by something, you want to do something, and at the cost of letting down somebody, with whom you are built up trust.

And remember as I have said before, circumstance does not make you; you cannot say that because of the circumstance, I became a victim. Circumstance actually reveals you; it brings inner in you, at crucial moments. That is why; in interviews they have this situation reaction test. They will put you in stress, they will create very tough circumstance, by which, and they can bring the best or the worst in you. So, when circumstances compelling you to act, in an aberrant manner, in an abnormal manner, in which you would not do, just ask yourself, especially if you are deciding to betray someone, if you are deciding to give someone a unfair treatment, ask yourselves, whether that person would do the same to you, in the given circumstance.

If the person would do the same to you, in the given circumstance, in a sense, you are justified in doing, although I will not say that, you can still can have the lame excuse, but if you know, for 200 percent sure that, that person is not going to react to you, in that manner at all, the way you are going to react now, then you are completely unjustified, in giving that undeserved treatment to the person, and that is not going to leave you, because that person at that moment is in vulnerable situation, and you are actually exploiting that; Fyodor Dostoevsky in crime and punishment.

It is a very interesting revelation about human oppression, and suppression. So, there is a, there is an innocent person, who is tortured, victimized, by a another evil person, but that innocent person, is beaten tortured, victimized, thinks in his mind, that why this guy is beating me, and then I am helpless, and there is no one to help me, and the author says that, even that thought, that when he is thinking, that he is attacking me in my vulnerable moment, and that thought itself, he says, can harm the other person, who is trying to oppress, in terms of vulnerable situations. So, keep that in mind, and overall, human nature is like, that the people become generous, people will forget things, then, but then they can never forgive the wrong doings, that you might have done for them. So, even they may patch up, and then they may continue with that. So, that is why you have to be extremely careful, in committing certain misdeeds, especially in terms of relationship, that is to do with trust and integrity.

Remember again, life there is no quick fix, like you have the quick fix for any broken things, and even there, it will be written, it can fix everything, except broken hearts. That is the - add for that. So, broken hearts, and especially when you are responsible for that, it cannot fix the, no glue can fix it, because heart is such an emotional content thing, which cannot be fixed with some external agents. Human relations are brought with emotions, and then emotions are not like, materials, that can be fixed or replaced at our own whims and fancies.

In life also, there is no rewind or fast forward button you. You cannot think that I, I will hurt this person now, but I will go back and then sort out everything, no, you cannot go back to the moment, and then rechange it, you cannot also think that I will fast forward, I will go to some future time, and I will change everything, I will make amends for all these things. You need to realize that the present is crucial, and you need to learn to live in the present, and a this moment if you are true to yourselves, and then if you are able to integrate you with the people around you, your past will go without any trouble, it will not chase you, and your future will take you without any sense of anxiety.

(Refer Slide Time: 24:49)

Treating others . . .

- **Expectations/unfulfilled ambitions/frustrations**
Father-son car story
- **Respecting Elders**
Gandhi
Story: Dog's Plate
Story: Old people Orphanage home



About treating others, let me tell you that, two, three, things in terms of relationships, which are very crucial. The one that parents have with their children, and the once their children have with their parents. As many of you liked the stories that I have been telling, I would like to end this module, again by telling you two or three stories. The first story is to illustrate, that sometimes parents have lot of expectations. The father wanted to become an IAS officer, but then even after fourth fifth attempt, he could not become. The father wanted to become an engineer, the father wanted to become a doctor, the father wanted to crack JE, and then become all India number 10 or something, but the father or the mother could not become, or could not live up to their expectations, and they have their unfulfilled ambitions, and frustrations. They have no right to thrust those unfulfilled ambitions and frustration, on their children, and they have to leave the children, to grow, and develop, as per their ambitions, their desires, and their inner wishes.

So, this was about, father and son, they were going in a car, and then the son said, that father, try to overtake this car. The father tried, and then he said that, son its like, its a BMW, then our car is small old model car, it cannot beat this car. Father try this one no, and then he tries so fast, then he realizes that, that is an Audi, and it is not possible for you to dare. Father you try this one also. So, they tried, father tries, and then he says I cannot overtake this. Four, five cars the son said, he could not overtake, and then the son

said, father, when you realize that, your car is made up in such a manner, that it can go only with the speed, and it cannot overtake other cars, which are built in such a manner, that they can go in high speed, why do you compare me with others, then you say that I am slow in reading, and when you compare that, your neighbor son is faster in reading and picking up skills.

Dont you realize that, I made up in a particular way, then the father realized his mistake, and then he said sorry. But that is something that is illustrated to all parents, and its a eye opener, that we should realize that, there is a constitution, composition, there is a genetic makeup, there is a environmental brought up, all are contributing to the child's mind set, its not fair to impose the parents mind set, to the children, and then not to cause them frustration, or not to make them feel nervous, I told you this story.

But the next is from the parent side, especially when they become elders. This is one soft skill alone, I would say, that will determine, your EQSQ level, and that will determine your so many other soft skills and personality developments, in terms of all exemplary qualities that you can, with regard to respecting elders, the way you treat elders, the way you treat senior citizens, the respect you have, the love you have for them, further, when I was reading Gandhiji's, My Experiment With the Truth, one thing that struck about Gandhiji's personality was that, it was said that, he was always blind to the fault of elders, he was always blind to the fault of elders, that was coming out of his love and respect for them. So, if elders made a mistake, he was just blind, he was not complaining he was not even pointing out to them.

But in todays world you know, so they there is all are complaining with each other, and even if a elder makes a mistake, out of poor memory. So, the younger people who are around, they get very angry, they are annoyed, they shout at the person, and they make the person so nervous. Again I remember a story, where the daughter is so annoyed, and then shouts at the mother, for not able to sign that check properly, not able to hold a pen. So, the mother says, can you hold my hand; I will be able to put the signature. The daughter gets annoyed, and she says, that how many times I have to do that, do not you know that you can do that easily, and then the mother says politely, that daughter, when

you started learning, hundreds of times I have held your hand, and then I never said anything to you.

So, often like, the children forget how they were groomed, trained, by their own parents, when they reach a level, where they become independent. When they become much popular, and much successful than their parents, when they are able to earn ten times the money than their parents, hundred times more reputation by their parents, then sometimes arrogance, haughtiness, comes to them.

This is the story of one such son, who became very haughty and arrogant, and then he like thought, that he has done much better than his father, and he wanted his father to realize, that he is at the mercy of his son. So, did not even allow to his father to come inside and sit very often, and mostly kept him outside of his huge posh bungalow, and there is a small place where will be sleeping, and he will be shivering in cold. And he had a pet dog, and the dog was also tied just next to the father, and what he will do is, he will first give food to the dog, and dog finishes eating the food, then he takes the same plate, and then he puts food for his father in the same plate, and he gives it. Just to show him, that he can insult him, and then father cannot do anything about it now, but the father dint say anything. So, he just because he was in a vulnerable situation, and there was nobody to give him food, and then he was eating it.

The grandson used to see this, every time the father comes, he give the food to the dog, and he will use the same plate, and then put food for his father and then give it to the father. One day, he came out and saw that the father has died, he passed away. So, he took him to the cremation ground, they did all the last rights, and then he came back home. When he came back home, and then, he was cleaning everything, and then for the dog, he came and then he kept a new plate for the dog. And he was about to throw the old plate, and that time the son came and he took the old plate, that dog was eating, in which the, the sons grandfather was also using it. So, he took it, and then he, he wanted to keep it with him, the father was surprised, then he asked the son why are you taking this plate, it is a useless plate, and then, we will throw it.

To which the son said, when you grow old, how will I give you food; I think I have to give you food using this plate, right? I hope you got the moral of the story, what you do to others; this is what you will get from others, at a later stage. The case of the son, who insulted his father, his son, who is the grandson, actually thought that, this is the way to treat elder people, and he learnt it from his father. So, he thought that, he has to use the same plate that dog eats, to give food to your parents, when they become old. And he thinks that is what he should do to his father also, and this is something, as I was telling, that this indelible mark, it cannot be removed from your mind, you, you cannot change what the child thinks by looking at your behavior, by using any number of words, the child is not going to change the his or her mind.

Let me tell you another interesting story, before I come to concluding thoughts, of this course. This is the scenario where, a very again a rich posh businessman has come to leave his father, in an old orphanage home. That is because his wife has been torturing him, the wife does not like keeping his father at home. And they had enough arguments, and so many quarrels, and the father himself thought that he can leave, better go somewhere, and then he suggested to the son, son also said then, then I will put you in or orphanage home, but do not tell them, by mistake, that I am your son. So, then people will think I am such a rich guy, and then it will create bad reputation to me, and at the same time he said that, you, when you go there, I will leave you and come back, and you tell them, that I am just your neighbor trying to help you, and then your abandoned by other people. So, you are an orphan now. So, the father did not mind anything, he said like at least you leave me in the home. So, the son comes, and then he is picking one or two bags of his cloth, and there is phone call from his wife asking, have you left him, have you left him, why are you so late. So, come back quickly, we have to go for a movie, we have to do some shopping and all. So, leave, leave that old fellow, and come quickly.

So, he went and then the father went inside, and then while going, the father was touched by the owner of that orphanage, and then he greeted him very nicely, and that orphanage owner was talking to him, as if they are very good close friends. He was asking him something and all that, and then he went inside. So, the son was taking the baggage, and

then he went and he kept it, and came out, and then he was curious, how is this orphanage owner might know his father.

So, went and asked him, like, sir how do you know this person, then he asked like, what is your relationship and all that, and he was trying to hide that he is actually his father, and all that, but the other person said, whatever it is, since you asked it, although this person did not want me to tell you this, but since you asked, I would like to tell you. So, this person came about 40 years before, and then he did not have any child, and he took a child from this orphanage for growing, as his only son, and then he grow him up with lot of love and affection. I do not know what happened to that son now, but then somebody like you has come and dropped him here.

So; obviously, you can understand, that the son was actually an orphan, whom the father took from this orphanage home, later the son grow up, and then became so arrogant and so cruel, that he dint even realize, that he could have had this kind of background, then he came, and then he, to leave him in this orphanage.

So, these are just stories to tell you, that treat others, especially if you are treating elders, just try to show them respect, and give them the respect, they actually deserve.

(Refer Slide Time: 38:48)

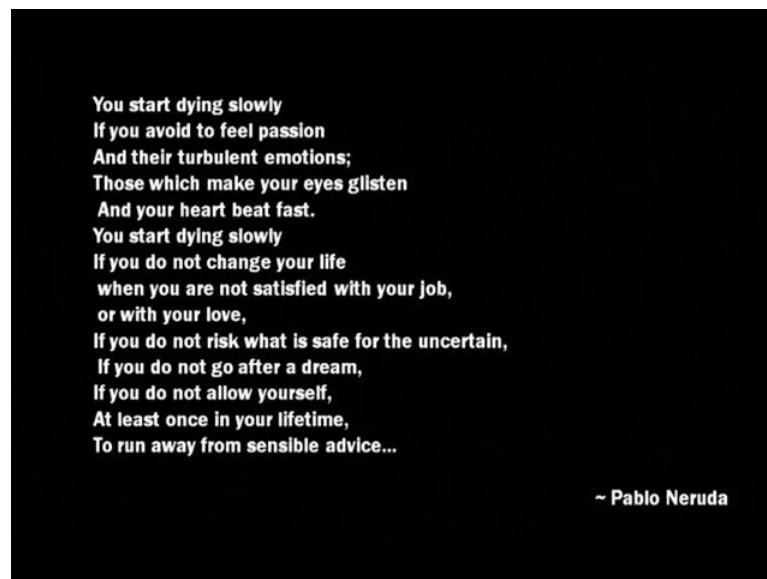
Summing Up: Concluding Thoughts . . . You start dying slowly . . .

**You start dying slowly
if you do not travel,
if you do not read,
If you do not listen to the sounds of life,
If you do not appreciate yourself.
You start dying slowly
When you kill your self-esteem;
When you do not let others help you.
You start dying slowly
If you become a slave of your habits,
Walking everyday on the same paths...
If you do not change your routine,
If you do not wear different colours
Or you do not speak to those you don't know.**

Now, as a concluding thought, I thought that instead of summing up the entire course, I am just going to read out a poem, by very famous poet, and then, first let me read it quickly and then explain to you, and that is a kind of, gist of what I have been doing in this 48 lectures, and this is my concluding thoughts, and if you realize the, the importance of this poem, then I would have actually taught my course effectively.

Let me read the poem, and then let me explain this to you very quickly, you start dying slowly, if you do not travel, if you do not read, if you do not listen to the sounds of life, if you do not appreciate yourself, you start dying slowly, when you kill your self-esteem, when you do not let others help you, you start dying slowly, if you become a slave of your habits, walking everyday on the same paths, if you do not change your routine, if you do not wear different colors, or you do not speak to those, you do not know, you start dying slowly.

(Refer Slide Time: 40:10)



If you avoid to feel passion, and their turbulent emotions, those which make your eyes glisten, and your heart beat fast, you start dying slowly, if you do not change your life, when your not satisfied with your job, or with your love, if you do not risk, what is safe for the uncertain, if you do not go after a dream, if you do not allow yourself, at least

once in your lifetime, to run away from sensible advice, you start dying slowly. It is from a very famous poet, Pablo Neruda.

Let me quickly explain to you, and how it is linked with our own course. You start dying slowly in the sense that, you do not live a meaningful life, you are gradually dying and becoming useless, if you do not travel, if you do not go out and see different people, if you do not read. So, it is literally and figuratively, amounting to a brain death, if you do not read, if you do not listen to the sounds of life. So, the sounds of life come from birds, environment, come from children, even come from old people, if you cannot listen to the sounds of life, come from friendship, good human relationship, if you do not appreciate yourself, if you all the time self-criticize, if you all the time keep low self-esteem about yourself, if you are, all the time jealous of somebody, because you cannot match up to others expectations, and you cannot increase your level, you start dying slowly, when you kill your self-esteem, when you do not let others help you, you start dying slowly.

So, sometimes you have to take help from others, instead of thinking that it is a weakness, by taking help you are also helping them to heal you, and you also empower, empowering them to help you, if you become a slave of your habits. So, go to our habits unit, the complete module for a week. So, if you if you are not able to change your bad habits, you will only become slave, and walking everyday on the same path. If you are if you are doing the same thing again and again, you are actually dying, if you do not change your routine, if you do not wear different colors.

Wear different colors, means not just dress, but trying different roles in your life, trying, taking different risks in your life, or you do not speak to those you do not know, that is, using your communication skills, developing your soft skills, meeting people of different culture, going to different regions, traveling. If you do not talk to different people, whom you are never seen before, the author says you start dying slowly, if you avoid to feel passion. So, some people are afraid of committing into human relations, and the turbulent emotions, some people avoid relations, fearing that it will hurt you, then again, he says those which makes your eyes glisten, sometimes you have to take sorrow, as normal thought of life, and your heart beat fast, you start dying slowly. If you do not change your life - life you should keep changing frequently, when you are not satisfied

with your job, for example, or with your life. So, there is no point in sticking to things, which is not satisfying you and causing you frustration, and then it is moment to change that. If you do not risk, what is safe for the uncertain, fearing that you are always in your comfortable zone, and you do not want to leave that.

So, then again, you are sort of dying gradually, if you do not go after your dream, what are you visualizing in your life, if you do not allow yourself, at least once in your life time, to run away from sensible advice, advice given by parents, advice given by teachers, advice given by bosses. So, lots of people are there to give you advice, but at least once, you should be able to think something, what is applicable to you, and your life, and to even avoid that kind of advice, and try to lead your own life, if you do not do it, you start dying slowly.

So, I leave you with this thought, whether you want to die slowly or live in a very fast paced life, actively, rigorously. So, take a role, re-look at our lessons, starting from the first one and till the last one. As I said, this poem very appropriately sums up, what are I have been trying to tell you. If you liked the entire course, I would like to request you to join the next course that we will start after this is fully completed. This will be slightly at a higher level that is enhancing your soft skills and personality. So, you have developed now, but you need to enhance, you need to hone your skills. So, that course will help you to do that, at a very professional level also.

And thank you, all of you, for watching all these videos, you have been very patient and very actively participating, and you have actually inspired me, to do all these lectures in a very interesting, and very useful manner, its all to your feedback, thank you so much, for your feedback, you can also send your feedback, as you been doing all the time.

So, I wish you all success. I am sure that these lectures will help you. Whenever you are in crisis even, look at some particular lectures that will try to help you. Keep writing to me and if I can help you in any possible form, I will try to help you also. Wish you all the best, all success, and thank you for watching all this videos, and this video in particular. See you in the next course, next lecture.

Thank you again. Have a very nice day.