

**Indian Institute of Technology Kanpur**

**National Programme on Technology Enhanced Learning (NPTEL)**

**Course Title  
Enhancing Soft Skills And Personality**

**Lecture - 14  
Channelizing Positive Emotions-1: Gaining Power from  
Positive Thinking-1**

**by...  
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Dept. of Humanities and Social Sciences**

Hello everyone welcome back to my course on enhancing soft skills and personality. This is the third the fourth unit and lesson number 14.

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In this unit I am going to introduce to you one very important concept and a concept that will be very important in terms of developing your personality, enhancing your personality, developing soft skills and then trying to change you in a overall sense. It is about channelizing positive

emotions in the last lesson I talked about negative emotions particularly about anger, but from this lesson onwards will focus on positive emotions.

I will tell you why I am spending more time on positive emotions as we start the lesson. But there will be special focus on gaining power from positive thinking how can you gain power from positive thinking you gain lot of physical power by going to the gym, by doing lot of exercise, by jogging, by developing your muscle can you really develop your brain muscle and then develop lot of power from that by using positive thinking.

That is the lesson about before I start as usual let us take a quick highlight of what I did in the last lesson, in the last lesson overall I was dealing with managing negative emotions and with specific reference to controlling anger. Anger I consider that as the most important one because it contains other negative emotions such as jealousy, irritability, rage all contained in what I am trying to call us anger even it leads to grief okay.

So I was just looking at anger is the most important one in which we need to focus in terms of building your personality that is suitable for corporate as well as personal life. Why did we focus on negative emotions and water negative emotions how do you understand negative emotions, negative emotions stirrup back feelings into so emotion actually is from the French word *imvoir* which meant stirring up.

So negative emotions actually stood up back feelings in you such as grief, hate, jealousy, anger etc no one wonders why cannot I have these feelings they are coming naturally to me yes of course, they are naturally and then it is also natural to have these emotions in a very meaningful context. For example a very close friend passed away in an accident and then you attend the funeral ceremony you are so grieved his wife and children or grieved.

So you express grief absolutely no problem, but then you are feeling so brief, because your friend actually got the job and then you did not get the job you became a loser, and then you keep on indulging in self-pity and then you are completely in a state of grief and then you become depressed and you want to commit suicide. Now this is dangerous so emotions in the

right manner even if it is negative if you express in the right context it is acceptable in the natural sense.

But if it is exceeding the limit and exceeding the context then it becomes harmful what happens when it exceeds the limit. It will definitely distort once thinking, it really make you go into the delusive belief that your emotion is right and justified at that moment. And this delusion corrodes your thinking capacity at all your ability to discriminate, your ability to see what is right what is wrong, and to separate the good from the bad.

So that sense of discrimination, that spiritual intelligence that is lost. And that will lead to complete destruction of the person however great he or she might be it will lead to very great destruction and total annihilation of personality combined with humiliation. Quoting from Aristotle I was trying to convince you that getting angry is easy, but showing it in the right manner is difficult in the appropriate way in order to show anger you need to have lot of patience and practice.

And then you need to first learn how to vent out your feelings that would come in a very aggressive manner and then you can show anger in an assertive manner if required. But my main objective in the previous lesson was to tell you that manage anger do not let it go out of your control and do not regret for having acted in an angry manner and you regret for it throughout your life, so do not do that.

Now the other interesting thing that I was trying to convey in the previous lesson was that if you are right. So most of the times when you are angry you think that you are right, you come out with that kind of self-righteous feeling. But if you are right actually you need not get angry at all you only have two reason it out with other people you only have to tell them inclined simple terms you only have to logically assert your position just be assertive you do not have to be aggressive and people will understand that you are right.

However if you are not right, so then you have no right to express your anger if you know that you are feeling in secured and then you are not right in demanding something, and if you think

that by showing your anger and then getting angry with people you will be able to bully them and then get things from them then you have no right to express that. It is important to control your anger before people who are weaker, who are vulnerable, who are your subordinates.

Because those are the people who will not be able to retaliate and before people who can retaliate if you show your anger of course they will have the power to destroy you. But it is not good to show that before people who are vulnerable and in the second part of the lesson we were trying to look at okay, what happens in case I am not able to control my anger yeah true.

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**Highlights of THE LAST LESSON**

- ❑ Dealt with Managing Negative Emotions with specific reference to Controlling Anger.
- ✓ Negative emotions stir up bad feelings in you: grief, hate, jealousy, anger, etc.
- ✓ Natural to have these emotions in meaningful contexts; excessive form is harmful.
- ✓ Distorts one's thinking; deludes one into believing that one's emotion is right and justified.
- ✓ Delusion corrodes thinking capacity and discrimination—which destroys the person.
- ✓ Getting angry is easy, showing it in the right manner is difficult.
- ✓ If you are right, then, there is no need to express your anger; if you are not right, then you have no right to express your anger!
- ✓ It is important to control your anger before people who are weaker; your subordinates.
- ✓ While we cannot fully control our anger-triggers, we can control our responses from inside.
- ✓ Wise people learn how to control anger; only fools get subsumed by it!
- ✓ CONTROLLING ANGER: \* Postpone (10 mins); \* Keep hands folded or in pockets; \* Focus on consequences; \* Remember: You are 99.99 % wrong when you are angry; \* Take deep breath; \* Try to smile; Follow Lincoln's method; Exert/Treat yourself physically; \* Use silence; \* If uncontrolled, be responsible; \* Apologise/Forgive (strength); Use it creatively!
- ✓ BENEFITS: Healthy, happy & peaceful life; Become emotionally stable and highly dependable; people gravitate towards you; you will inspire others; become self-confident and positive in your outlook!

Dr. T. Prashanth, Professor, IIS Department, IIT Kharagpur, India

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Sometimes like anger is triggered by external sources and while you cannot fully control your anger the anger triggers you can actually control your responses from inside. So that is very important how you would respond to a situation that is causing you angry is very important the why is people, people who have learned from their experience they learn how to control anger and has quoted by Einstein only fools get subsumed by it, foolish any time to get angry. What are some quick tips for controlling anger that is what I discussed what is the concluding part postpone your anger at least by 10 minutes, keep hands folded or keep it inside your pockets, focus on the consequences when you are going to get angry.

And remember you are 99.99% wrong when you are angry, because your thinking is completely deluded into wrong illusory notions about your own self-righteousness. In terms of physical control take deep breath try to smile use laughter therapy or follow Lincoln's method where he used to vent his anger by writing it on a piece of paper, and then wait for some time to cool it off, he goes back and then throws that paper into the dustbin.

In terms of physically trying to control it try to exert you physically just by using a punching bag or playing a game like squash or any game that will vent out your pent-up emotions you can also treat yourself physically just by giving a very nice hot water bath or cool water depending upon the weather and your mood and your ability to cope up with the temperature. So that also are going for a swimming they are just taking a walk in a garden.

So these are other things that can actually alleviate you from the negative emotion and then make you feel somewhat positive. And then try to think in a level-headed manner the last important thing I mentioned was that you can use silence very effectively and especially if the relationships are meaningful silence itself is enough to express your anger okay. The other person would come forward and understand that.

So you are silent, because you are right in expressing your anger and you give sufficient time for the other person to come forward and understand and make them realize their mistake and then they would try to modify, adjust their behavior that irritated you or that made you feel angry. Now in case things go out of control what you should do is you should accept your responsibility you should not blame anybody you should be responsible.

So any consequences that happened also you take responsibility and in case you are the ones who broke the entire situation feel free to apologize feel free to say sorry. And in case somebody else did it and then is feeling really bad about it you forgive the person as pointed out by Mahatma Gandhi forgiveness is a strength it is not considered of weakness. Last but not the least I suggested that try to use anger in a creative manner painters who were very unhappy with the

world they painted the world in such a manner they disguise their anger but then they created masterpieces.


I mentioned writers like George Orwell and many others who expressed their anger in a very effective manner in the form of novels, the form of satyrs in place etc. So use it creatively use it to express your writing or any artistic talents so that will actually save you from anger at the same time it will also help the society to change for the better. I concluded by pointing out some benefits in terms of controlling anger once you are able to control your anger you will leave a very healthy, happy, and peaceful life.

You will become emotionally stable your emotional intelligence will be at the peak, because the crux of your emotional intelligence is your ability to control anger the most strongest feelings if you are able to control it you become highly dependable you become a resourceful person. And people gravitate towards you people feel comfortable staying with you people would like to work with you, people know that you will never get angry and you will never humiliate them, you will never let them down, and then you are very strong and emotionally dependable, and you can help them in any emotionally vulnerable situations.

And know what you will also start inspiring others and it will become self confident and positive in your outlook. Now positive positivity that is the thrust of this listen and you may ask there is so much to do in terms of negative thinking and why you are going for positive thinking. Let us look at positive thinking from a story many of you have appreciated the way I conduct these lessons give lectures on the videos by illustrating a point using stories.

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**A STORY ON POSITIVE THINKING**



Two men, suffering from terminal illness, occupied the same hospital room. One man was allowed to sit up in his bed for an hour each afternoon to help drain the fluid from his lungs. His bed was next to the room's only window. The other man had to spend all his time flat on his back. They talked for hours. . . .

Every afternoon when the man in the bed by the window could sit up, he would pass the time by describing to his roommate all the things he could see outside the window. His roommate began to live for those one-hour periods where his world would be broadened and enlivened by all the activity and colour of the world outside.

The man described of a beautiful park with a lovely lake. Ducks and swans played on the water while children sailed their model boats. Young lovers walked arm in arm amidst flowers of every colour and a fine view of the city skyline could be seen in the distance. As the man by the window described all this in exquisite detail, the man on the other side of the room would close his eyes and imagine the picturesque scene.

Dr. J. Bhaskaradas, Professor, PG Department, J J College, India

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In the previous course also you like to many of the stories that were told I hope you liked this story and you understand the importance of story in terms of positive thinking. It is about two men both men they were suffering from terminal illness the sense they are just come to the hospital to spend the last time there are nobody for them and they are just there to die. They occupied the same hospital room one man was allowed to sit up in his bed for an hour each afternoon to help drain the fluid from his lungs.

So otherwise both of these people are week all the time they are bedridden and they are lying on the bed. Now this person's bed was next to the roof only window the other man had to spend all his time flat on his back, but they talked forever because there was nothing else to do, they talk to each other, they were talking about the love life, they were talking about their family, they were talking about their childhood days, they were talking about the time they spent in army, they talked about their business, everything they talked for hours.

Every afternoon when the man in the bed by the window could sit up past time by describing to his roommate all the things he could see outside the window. So it is the afternoon time when he is just sitting up he looks outside the window and describes the scenery that is outside in contrast

to the dull monotonous hospital situation that is haunting them inside. Now his roommate began to live for those one-hour periods where if world would be broadened and enliven by all the activity and color of the world outside.

Remember both of them are just counting their last few days they are dying the man who is listening to the story, otherwise was very frustrated and then he was living a very hopeless kind of life. But whenever he listened to what this person was narrating from the outside world, so that made him gain some hope he became optimistic the outside world that was described by him was very beautiful and very positive and very optimistic.

What did the man described, the man described of a beautiful park with a lovely Lake ducks and swans played on the water, while children failed their model boats, young lovers walked omi norm, how much flowers of every color, the fine view of the city skyline could be seen in the distance. As the man by the window described all this in explicit detail the man on the other side of the room would close his eyes and imagine the pictures scene. So whenever he describes the other man was visualizing now days and weeks passed and they were slowly reaching their last few days.

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**A STORY ON POSITIVE THINKING . . .**

Days and weeks passed. One morning, the day nurse arrived to bring water for their baths only to find the lifeless body of the man by the window, who had died peacefully in his sleep. She was saddened and called the hospital attendants to take the body away. As soon as it seemed appropriate, the other man asked if he could be moved next to the window.

The nurse was happy to make the switch, and after making sure he was comfortable, she left him alone. Slowly, painfully, he propped himself up on one elbow to take his first look at the real world outside. He strained to slowly turn to look out the window beside the bed. . . .




It faced a blank wall!

The man asked the nurse what could have compelled his deceased roommate who had described such wonderful things outside this window.

The nurse responded that the man was blind and could not even see the wall. She said, "Perhaps he just wanted to encourage you."

(Adapted from <http://words4mind.blogspot.in/2008/05/story-of-two-patients-heart-touching.html>)

Dr. J. Prakash Babu, Professor, PG Department, J J College, India



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One morning the day nurse arrives to bring water for the bath only to find the lifeless body of the man by the window who had died peacefully in his sleep she was saddened and called the hospital attendants to take the body away. As soon as it seemed appropriate the other man asked if he could be moved next to the window, because he was longing to see what is there outside this window and there was only one window and he could not ask before, because the other person was already occupying that bed.


Now the nurse was happy to make this switch and after making sure he was comfortable she left him alone. Slowly, painfully he propped himself upon one elbow to take his first look at the real world outside he is trying to slowly turn to look out the window beside the bed and what was there outside that was so beautifully described by the other man who died just now. The window it faced a blank wall nothing the wall was just empty it was so close to the window you cannot see anything other than this one was just blank and empty.

The other man was just shattered was taken aback, so he asked the nurse what could have compelled his disease roommate who had described such wonderful things outside this window. The nurse responded that the man was blind and could not even see the wall this again very highly ironic the man could not even see the wall he was just blind. She said perhaps he just wanted to encourage you.

So the man was blind, his world is already dark, but he knew that there is another man who is frustrated and hopeless and he wanted to give him some hope, he wanted to tell him the beautiful things that life can offer him. So he created instilled lot of hope in this person just by describing a very beautiful scenery outside the world which was not there at all.

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**MORAL OF THE STORY . . .**



“There is tremendous happiness in making happy, despite our own situations”

“Shared grief is half the sorrow, but happiness when shared, is doubled”

“If you want to feel rich, just count all the things you have that money can’t buy”

“Today is a gift, that’s why it is called the present.”

Genuine happiness lies in compassion.

Negative thinking prevents you from accepting sorrow as part of your life and makes you live a miserable life; positive thinking makes you accept your sorrow and makes you live a happy, healthy, satisfying, fulfilling and meaningful life!

Dr. J. Hanumanth Rao, Professor, HCL Department, J J College, India

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What is the moral of the story some models that we can derive from this story one there is tremendous happiness in making others happy despite our own situations. So the person was blind but despite the fact he was blind he was able to pictures a beautiful world that made the other person live happily. The other moral shared grief is off the sorrow but happiness when shad is doubled.

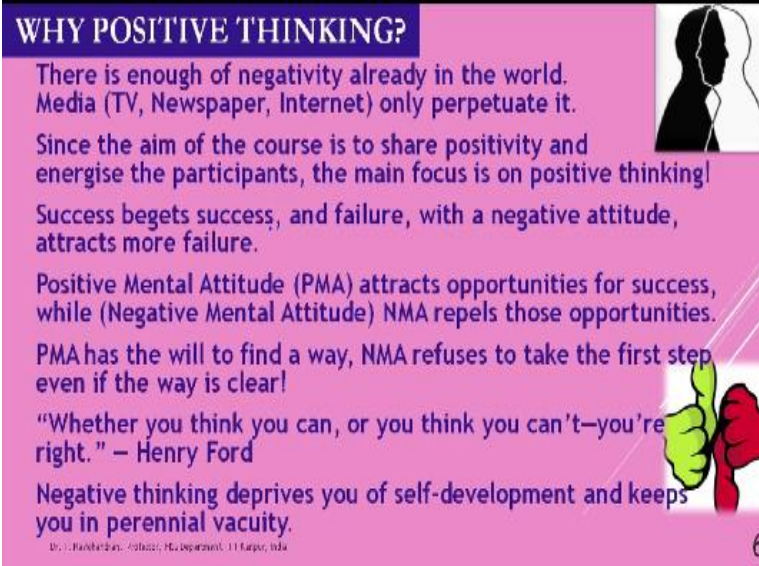
So to share your happiness double it, but if you want to reduce your sorrow so then again you share it. The next moral if you want to feel rich just count all the things you have that money cannot buy, so count all the things that money cannot buy and the more you have the more you can consider yourself rich. The other moral today is a gift that is why it is called the present so do not think about or worry about tomorrow live in the present.

The other model that I derived from this story is let genuine happiness lies in compassion genuine happiness lies in feeling for somebody else and trying to mitigate the pain of somebody trying to alleviate the pain of somebody. And in that compassion lies our genuine happiness. Negative thinking in this context makes you refuse to accept sorrow a live a miserable life, what

would happen if the man on the other side was given a chance to sit next to the window from day one he would have glanced at the empty wall and look at the blankness of the world outside.

And he could have died even much before this person. However positive thinking makes you accept your sorrow and make you ever happy, healthy, satisfied, fulfilling, and meaningful life.

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**WHY POSITIVE THINKING?**

There is enough of negativity already in the world. Media (TV, Newspaper, Internet) only perpetuate it.

Since the aim of the course is to share positivity and energise the participants, the main focus is on positive thinking!

Success begets success, and failure, with a negative attitude, attracts more failure.

Positive Mental Attitude (PMA) attracts opportunities for success, while (Negative Mental Attitude) NMA repels those opportunities.

PMA has the will to find a way, NMA refuses to take the first step even if the way is clear!

"Whether you think you can, or you think you can't—you're right." – Henry Ford

Negative thinking deprives you of self-development and keeps you in perennial vacuity.

Dr. J. Parthasarathy, Professor, PG Department, J.J. College, India

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The slide features a purple header with the title 'WHY POSITIVE THINKING?'. The main text is in white and yellow. On the right side, there is a silhouette of a human head in profile, and below it, a graphic of a hand with a green thumb pointing up and a red thumb pointing down. The slide number '6' is in the bottom right corner.

Now why positive thinking I raised the question at the beginning why not I spend 2, 3 lessons or negative thinking and why I have just come to positive thinking and spent only one lesson on negative thinking. In my opinion there is enough of negativity already in the world look around you the people around us are so negative they do not want us to do anything positive look at the media that has surrounded us in the form of TV, newspaper, internet.

They are only perpetuating this negativeness you could the newspaper watch the news they are all telling things which are completely negative and gloomy every time you see a murder, a suicide, a rape, something about a serial killer or corruption, betrayal. So everywhere you see negativity around you, but then race positive thinking. And the aim of the course is to share positivity and energy participants also.

So since the aim of the course is to share positivity and energize the participants. The main focus through this course is on positive thinking and we are exclusively going to spend some time in this and the next couple of lectures on positive thinking. How is it related to success positive thinking when success go hand in hand such as you know, we get success your success in one thing, success just starts chasing you and then it comes to you. And failure with a negative attitude attracts more failure.

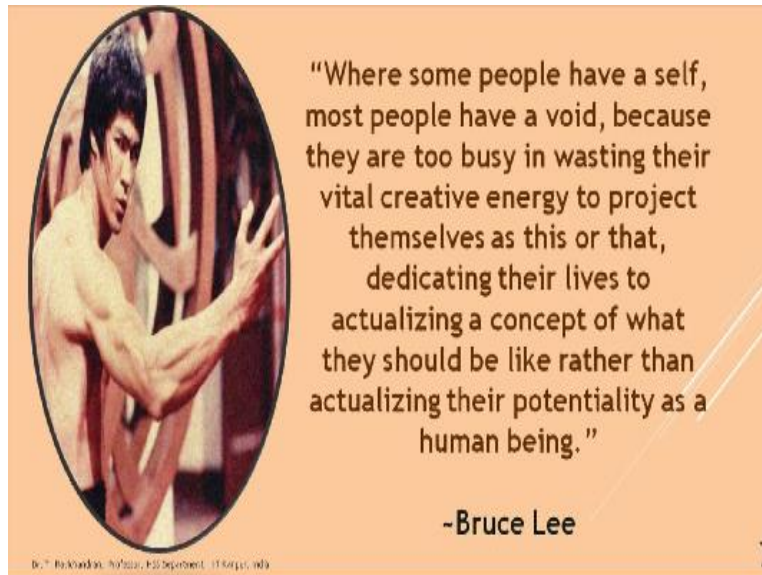
Remember in the lesson on growth mindset we understood that failure is important to develop your growth mindset, but to have the kind of attitude they need you need a positive attitude. But if you have a negative attitude then your failure will attract only more failure positive mental attitude or call it PMA a negative mental attitude call it NMA. So positive mental attitude attacks opportunities for success why negative mental attitude ripples those opportunities.

PMA has the will to find away NMA refuses to take the first step even if the way is clear in this context look at the quotation from Henry Ford who says whether you think you can or you think you cannot you are right. So whether you think positively that you can do that you can achieve that you can really be happy or you think negatively that you can do it you can achieve it you will always remain unhappy he says that in both case you are right.

It depends on what attitude you want to carry it out whether a negative or positive and accordingly you determine the consequences of your life. Overall negative thinking deprives you of self-development and keeps you in perennial vacuity. So when you are negatively thinking about you and your surroundings it will not let you actualize yourself the self actualization that much low and others talk about.

It will not make you reach your full potential forever you will try to fill up a vacuum and that vacuum will be remaining forever there is a void instead of developing yourself a very interesting quote from Bruce Lee.

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So the martial arts champion so he interest rates and writes in one of his letters that but some people have a safe most people have a void by self-healing the one that you have developed in a very positive friends about yourself most people have a void, because they are too busy in wasting the vital creative energy to project themselves as this or that, dedicating their lives to actualizing a concept of what they should be like rather than actualizing their potentiality as a human being.

So most of the negative thinking tries to build this void in terms of building a kind of image that will fulfill others negativity instead of focusing on oneself and actualizing one's own potentiality as a fully realized human being.

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Now as a concluding thought this believe in positivity because the quote from Leslie Cassidy when you start to believe in miracles you begin to see miracles all around you it is just the beginning of miracles in your life and start believing that.

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FOR FURTHER READING. . .

"Story of Two Patients- Heart Touching Story." <http://words4mind.blogspot.in/2008/05/story-of-two-patients-heart-touching.html>

 Napoleon Hill & William Clement Stone. *Success Through a Positive Mental Attitude*. (1960) Qford, 2012.

Napoleon Hill. *Think and Grow Rich*. Amazing Reads, 2014

Norman Vincent Peale. *The Power of Positive Thinking*. RHUK, 2016.

Dr. J. Prakash Babu, Professor, HRD Department, IIT Kharagpur, India

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For further reading if you want to read the full form of the story that I discussed with you the story of two patients there are so many versions available on the internet, but the one that I liked and from which I have derived the morals also or from this verse for mind dot blog spot in which you can refer to. There are three must read books whether you are going to read it now or you are going to read it later, but this is a very valuable one for your book collection for developing your personality one is from Napoleon Hill and William Clement Stone success through a positive mental attitude.

And the other one just by Napoleon Hill think and grow rich. The third and the most popular of all Norman Vincent Peale the power of positive thinking. I will get back to you in the next one with more suggestions from this books until then think positive and then work out miracles in your life happy staying with positivity thank you for watching this video.

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