

Indian Institute of Technology Kanpur

National Programme on Technology Enhanced Learning (NPTEL)

**Course Title
Enhancing Soft Skills And Personality**

**Lecture - 15
Channelizing Positive Emotions-2: Gaining Power from
Positive Thinking-2**

**by...
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Hello everyone welcome back to my course on enhancing soft skills and personality and welcome back again to this very energizing and exciting lesson on channelizing positive emotions and gaining power.

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From positive thinking I am happy that we are going to complete the third week this is the 50-unit and this is lesson 15 so on the whole you will be completing the 15th lesson and then you will be giving the third assignment so in case you have not thought of giving it I would strongly recommend that even if you are not interested in getting the certificate or writing the final exam

thinking makes you accept your sorrow and it will also make you live a very happy healthy satisfied fulfilling and meaningful life, now I said that I not focused more on negative thinking especially with regard to controlling anger I spent only one unit I said because the aim of the course is to share positivity and energize the participants and the focus is particularly on positive thinking and there is so much negativity that is been floated to you through media through people around you so I do not want to spend more on negative thinking how ever in this unit I will still tell you how to kill this negative energy.

And convert that into positive energy why because again remember from the last one it is important to have positive energy positive thinking fourth fluxes and success biggest success and failure with a negative attitude attracts more failure positive mental attitude attracts opportunities for success well negative mental attitude ripples those opportunities while positive mental attitude will find a way to do things to achieve your goals it is negative mental attitude that will refuse to take the first step even.

When the way is clear and the way is fit it is through doubt and negative thinking the journey will not commence at all as Henry Ford rightly pointed out whether you think you can or you think you cannot you are right so whether you are positive in your outlook or whether you are negative in your outlook the world unfolds according to your mental attitude negative thinking deprives you of self-development and keeps you in perennial vacuity in this context I quoted from Brucelee who believes that most people have avoid that is actually constituted by negative thinking.

And they are too busy investing their vital creative energy in their own negative projections of themselves instead of focusing on creating a positive personality of their own now I also concluded with another thought about maracas and suggested that you should start believing in miracles and once you start believing in miracles you will begin to see them around with that thought will move to this lesson. Now the lesson again continues with the previous thinking about gaining power by being a positive person in terms of your mental attitude but the question the fundamental question that you will be asking me is that how can I change my negative thinking it is something.

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HOW TO CHANGE YOUR NEGATIVE THINKING?

- ❑ Change cannot happen overnight!
- ❑ Your negative thinking comes to you spontaneously, habitually!
- ❑ You need to change the internalised habits of a life-time!

The slide features several illustrations: a red silhouette of a head with a yellow square on the forehead; a black silhouette of a head with a white square on the forehead; a red silhouette of a head with a yellow square on the forehead; a red silhouette of a head with a white square on the forehead and a thought bubble containing the word 'Think'; a red silhouette of a head with a white square on the forehead and several question marks around it; a red silhouette of a head with a white square on the forehead and several question marks around it; and a black silhouette of a head with a white square on the forehead and a blue starburst effect.

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That comes to me very spontaneously every time I am in a group people know that I am the negative thinker I do not know why I am so pessimistic oh I am so skeptical why I am doubting things all the time but it comes to me so naturally and it is there all the time and it is killing me and I know I am aware of it but I am different I made up this way do not you think so and can we really change this thinking you know the first thing is change cannot happen overnight it is something that you have developed.

Over a long period of time and you cannot expect to change your negative thinking just overnight just by watching this one single video you will not become a very highly positive person tomorrow morning because negative thinking comes to you so spontaneously so habitually so naturally that you do not even think that it is negative thinking unless somebody tells that do not talk like that so you are just throwing your wet blanket you are dampening our enthusiastic spirits unless somebody tells you.

You do not even realize that you are thinking negatively but if at all you want to change you need to change the internalized habit of a lifetime the habits have come to you through your own thoughts which are delving deeply in your mind most of them have been fossilized we have

frozen now they have become like icebergs they are moving freely for some time now they have become so strong and stabilized now you need to break that ice how can you do that are that steps yes of course what are the steps that you need to follow I would suggest that follow these five steps and you will be able to change your negativity the first one is to create that burning desire combined with the dry.

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STEPS INVOLVED IN CHANGING NEGATIVITY

1. Desire/Drive/Determination
2. Delving Deep into Self
3. Discarding Limitations
4. Developing Positive Image
5. Synchronizing Body and Mind and World

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And then reinforced with determination that you should change your negative thinking so once you desire that you should become a positive thinking person that is the first step as I have been telling before you cannot take a horse to the ball and make it drink what I mean to say you can only take the horse to the pond but you cannot make it drink the same way I can only tell you that follow these steps and you will be able to change your negativity but unless you are willing to start with the first step of desiring to change you will not be able to go to the next one.

The next step is delving deep into self introspecting on your own thinking deep diving into your secrets of the innermost corners of your mind looking at the gray areas looking at the dark areas throwing light on them eliminating them and then slowly removing all the dark things the inner corners recesses in our mind which are actually pulling us down followed by discarding

limitations so when you identify this dark areas the weaknesses false you should learn how to discard them throw them out and the next stage becomes easy in one sense not easy in another sense that is developing positive image easy because already you have discarded all negative thoughts difficult because this is a journey that has to become lifelong and you need to continually proceed in this positive image and the direction that you have chosen in terms of positivity.

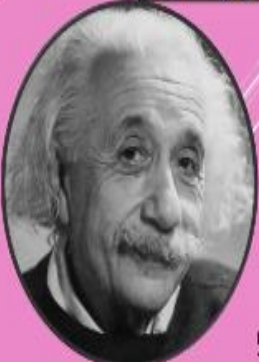

And to chrome all at the end of it you need to synchronize your body and mind and world to some of you they appear to be different I will explain when I reach the final stage the first point the first step desire have the drive and move with determination desire a happy positive face feel that you should have this positivity you should kindle the driving you to move with positive people and live a positive life style first identify the positive people and then feel that you should associate with them.

Now the really positive people do two things one they try to energize you if you are even negative they try to change you and make you positive but when they realize you are so determined to be negative and you are so strong in your fossilized thoughts and your with your fixed mindset and you cannot be grown out of that kind of fossilized to thinking they will move away from you. So it is important that if you want to be with this positive group you need to change your mindset of being negative and then slowly move towards a positive lifestyle and be determined to live that path despite obstacles so there will be lots of things that will come on your way.

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DESIRE/DRIVE/DETERMINATION

- ✓ Desire a happy, positive self.
- ✓ Kindle the drive in you to move with positive people and live a positive life-style.
- ✓ Be determined to live that path despite obstacles.



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That will try to discourage you but move ahead the next stage is delving deep into self now you cannot control your mind without controlling your negative thoughts.

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DELVING DEEP INTO SELF

- ✓ You cannot control your mind, without controlling your negative thoughts.
- ✓ Distance yourself from you as an agent and your mind as the instigator to initiate action.
- ✓ Introspect over the gap between your thoughts and action.
- ✓ Understand the difference between external and internal reality. See how much you live in your own internal reality. In fact, you will realize there is no external reality at all!
- ✓ Watch your thoughts: Are they making you stronger or weaker?
- ✓ Observe the filters: How is your mind filtering/interpreting a situation?
- ✓ Observe others: How are their minds looking at the same situations?
- ✓ Indulge as much as possible in self-analysis: Identify your limitations, weaknesses, faults, mistakes.
- ✓ Many people choose to live an animal/robot life without introspection.
- ✓ Watch how your thoughts unfold from beginning of the day (unfortunate or lucky?)



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So you need to control the thoughts and then you can control the mind and when you control the mind will be able to channelize positive emotions and gain power out of your positivity to do this you should distance yourself from you as an agent from your mind at the instigator to initiate action that is see yourself as a separate person from what your mind is doing to you as an individual and your body and your emotion what is it that your mind doing this separate yourself and then observe to do this you need to meditate or concentrate in a very calm place.

Or even fit in a place and then just no do not what is your mind doing in terms of processing certain thoughts and then what is it making you do introspect over the gap between your thoughts and action so in a piece of paper you just write dots what did you think and what did you do a simple thing like you wanted to go to the temple but what did you do a friend call you for a movie and you went to the movie now what happened why the gap happen in between your thoughts and action.

Just keep analyzing that the next important thing is understand the difference between external and internal reality now what is external reality and internal reality external reality is the world around us internal reality is how we perceive that world inside us now see how much you live in

your own internal reality so how much you see yourself in terms of the world that is inside you and in fact you will realize that there is no external reality at all the time whatever is seeing as objects around you the world around you if not the one that you are actually internalizing but you are using some features you are using some thoughts that tip seep through the filters and you are using the thought to control your mind and then you create your own inner world and you live in the inner world.

So what you should do is you should watch your thoughts and what are they doing are they making you stronger or weaker so some thoughts come to you and they make you feel very strong but if you are a negative thinker any thought that comes to you always makes you think pessimistic in a negative manner and it would make you feel very gloomy and observe the filters how is your mind filtering interpreting a situation is it always interpreting it in a positive manner or a negative manner.

Now to know this observe others and see how are their minds looking at the same situation if your wisdom and then the same situation so how do you look at it and how do others look at it so if you look at it in a negative manner and when all others are looking at it in a positive manner you should realize that it is item that you need to change the thinking you should indulge as much as possible in self analysis analyze yourself identify your limitations what are the shortcomings what are your weaknesses.

What are your faults what are your mistakes overall what are those aspects triads and you which are contributing to your negativity, now you may ask are all people doing this of course not many people are not concerned about self analysis many people are not concerned about changing themselves from being a negative personality into your positive one and many people choose to live a very normal mundane animal kind of existence and run their life like a robot like a machine that gets up at a time eat something runs to work and then sleeps at a time.

And then enjoy certain things at a time and then dies at a time so no introspection no thinking but if you want to change your life you need to introspect you need to analyze particularly identify the limitations and watch how your thoughts unfold from the beginning of the day as soon as you



get up let us say it rains heavily outside you think oh, it is spoiled how I be able to catch that bus or my car will not be able to start because the battery will not work if it rains heavily so it is a bad day so how do you interpret the beginning of the day itself do you see that as a very unfortunate day or do you see that as a lucky day now let us look at another interesting anecdote that happened between God and the narrator who calls himself as me in the conversation it is about a person who complains and seek clarifications to God as why God put.

So many unfortunate unlucky events in his one day and god's explanation to that is quite startling let us look at the conversation this is available in the internet and then gets circulated in whatsapp and face book and some of you might have read this also one version is available on the net and if you want to read it I have given the reference at they but let us look at it and see how I am relating this to the lesson that we are discussing in terms of meaning positive power.

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AN UNFORTUNATE DAY. . . A CONVERSATION WITH GOD!

Me (in a tizzy) : God, can I ask you something?
GOD: Sure.
Me: Promise you won't get mad?
GOD: I promise.
Me (frustrated): Why did you let so much stuff happen to me today?
GOD: What do you mean?
Me: Well I woke up late.
GOD: Yes.
Me: My car took forever to start.
GOD: Okay.
Me (growling): At lunch, they made my sandwich wrong, and I had to wait.
GOD: Hmmmm.
Me: On the way home, my phone went dead, just as I picked up a call.
GOD: All right
Me (loudly): And to top it all off, when I got home, I just wanted to soak my feet in my foot massager and relax, but it wouldn't work. Nothing went right today! Why did you do that?
GOD: Well let me see . . . the death angel was at your bed this morning and I had to send one of the other angels to battle him for your life. I let you sleep through that.
Me (surprised): Oh!



Source: <https://davidwalker.com/2012/03/12/conversation-with-god/>

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And unfortunately there is a conversation with God me in a tizzy God can I ask you something God sure me promise you would not get mad I promise in a frustrated tone why did you let so much stuff happen to me today meaning that why did you make my day so bad and God what do you mean well I woke up late yes my car took forever to start okay at lunch they might my

sandwich wrong and I had to wait on the way home my phone went dead just as I picked up a call that was an important call alright and to top it all off when I got home I just wanted to soak my feet in my foot massager and relax but it would not work nothing went right today why did you do that God well let me see the Death Angel was at your bed this morning and I had to send one of other angels to battle him for your life I let you sleep through that oh, God says I did not let your car starts because there was a drunk driver on your route.

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AN UNFORTUNATE DAY. . . A CONVERSATION WITH GOD!

GOD: I didn't let your car start because there was a drunk driver on your route that might have hit you if you were on the road.
Me (ashamed):

GOD: The first person who made your sandwich today was sick and I didn't want you to catch what they have, I knew you couldn't afford to miss work.
Me (embarrassed): Oh.

GOD: Your phone went dead because the person that was calling was going to give a false witness about what you said on that call, I didn't even let you talk to them so you would be covered.
Me (softly): I see God.



GOD: Oh and that foot massager, it had a short that was going to throw out all of the power in your house tonight. I didn't think you wanted to be in the dark.
Me: I'm sorry God.

GOD: Don't be sorry, just learn to trust me . . . In all things, the good and the bad.
Me: I WILL trust you God.

GOD: And don't doubt that my plan for your day is always better than your plan.
Me: I won't God. And let me just tell you God, thank you for everything today.
GOD: You're welcome child. It was just another day being your God and I love looking children.

{In Twin Tower attack people who had sickness, missed their train, held up in traffic jam, suffered from shoe pinch, etc., were really blessed and fortunate!}

Source: <https://davidwalker.com/2012/03/12/conversation-with-god/>



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That might have hit you if you were on the road so the person feels very ashamed and God continues the first person who made you a sandwich today was sick and I did not want you to catch what they have I knew you could not afford to miss work the person feels embarrassed oh god. You have phone went dead because the person that was calling was going to give a false witness about what you said on the call I did not even let you talk to them so you would be covered I see God oh, and that foot massager it had a short that was going to throw all of the power in your house.

Tonight I did not think you wanted to be in the dark at night I am sorry God do not be sorry just learn to trust me in all things the good and the bad I will trust you got and do not doubt that my

plan for your day is always better than your plan I would not got and let me just tell you God thank you for everything today you are welcome child it was just another day being your God and I love looking after my children now some of you may not believe in God some of you may not believe in this story some of you may not believe that all coincidences will have a grand design and somebody like God sitting as a supercomputer trying to operate.

That that is fine but the point I am trying to make here is most of the unfortunate things that I have been given to us if only we believe that there may be something positive out of it which we may not be able to see it at that point of time but we will be able to see that sooner or later we do not need a god to come and explain to us like this but then we will definitely see that somebody will come and tell us what happened on the road what happened through this thing yesterday and slowly we will uncover things.

Which we appeared to us as something that was very mysterious now again the point is if you are able to dress that and have faith instead of doubting instead of feeling frustrated instead of feeling bitter at every even which you think was cost only for you and your unfortunate to experience that event if only you show faith if only you trust if only you believe in the goodness of the design you will become positive now some real incidences which happened when the twin tower in the US was demolished by the terrorists.

The famous the notoriously famous 911 event he will be surprised to know the blessed people are not the ones who went to the office in time and then started working in time they were all the time since here and then they were so dedicated to Hulk but the Blessed wants are the people who had some cold or cough or some kind of thickness that morning and had to apply for leave the blessed people are the ones who just missed the train. The blessed are the ones who got their taxi late the blessed or the ones whose cause.

Did not start the day the blessed are the ones who were caught in the traffic jam those are very interesting case about one person who decided to come back if office is so near from his home and he generally walks but he decided to come back because his new shoes were pinching so he was feeling the pain he got irritated and he just wanted to change the show's to the world one so

he came back home change the shoes and buy the thing he came out so the tower was demolished so the really blessed and the fortunate you will know only in the long run so do not curse yourself for the events which are shaped which are planned for you for the day face them courageously accept them as part of your life experience and face them the positive frame of mind and that is the one that will help you to change yourself.


Now in the introspection you should identify the false limitation shortcomings and then you should discard the limitations you should throw away your fault the day you change will be the day you will identify your limitations.

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DISCARDING LIMITATIONS

- ✓ The day you change will be the day you will identify your limitations and accept them—without blaming others and circumstances!
- Willing to own full responsibility.
- Ready to face reality.
- ✓ Empathising with others—stop looking at world only from your selfish point!
- ✓ Stopping all bad habits.
- ✓ Note down your reasons for grief; change your behaviour.
- ✓ A negative person finds problems in every solution!
- ✓ Do not be a prisoner of your own mind!

“I myself am hell; nobody’s here”— Robert Lowell.



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And accept them now how do you do that you will do that without blaming others or without blaming the circumstances and if you are willing to room full responsibility for any event any consequence and if you are willing to face the reality in all situations whether good or adverse so then only will be able to overcome your limitations and most important of all you should be able to empathize with others we all watch the world with our own colored glasses some use green some use yellow and different colors and when you look at a bird when you look at some object.

You see it from that colored glasses a reality is something that is missing all the ways in which we are looking at the objects we use plain glass but the baby receive reality is not that playing it is always distorted so it is important that you need to look into others glasses and how they are perceiving reality before you get into conflict with those people the moment you learn how to empathize conflicts will not be there only positivity will be generated and good relationships will be enhanced and the most important of all you need to stop all bad habits.

We had spent quite sometime in the previous course about stopping bad habits on developing good habits interesting stories were stored so just go back and then take a quick revision about habit of lessons but here I would say that just you have to stop all bad habits and then when you are identifying the falls and limitations and then identify what kind of thoughts are making you sorrowful what is giving you reasons for your grief. Now change that particular behavior that is trying to make you sorrow.

A negative person finds problems in every solutions find out whether you are that kind of person somebody is spending so much time taking great pains to find solutions some complex problems and you just go there and find out thousands of problems in the solutions what it actually means is you are caught in your own thoughts which are chaining you and do not be a prisoner of your own mind a famous poet Robert Lowell makes a very interesting statement he says that I myself and my enemy nobody else.

So it is my thoughts my thinking those are enemy to me nobody else and if anything good or bad happens to me it is coming because of my torch not because of anybody else now once you are able to discard those limitations the next stage is developing positive image now how can you do this you can do this by changing this vicious cycle of repetition and reinforcement from negative to positive let me explain now in any negative thoughts the negative thoughts stay permanently in you they get perpetuated by your act of repetition.

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DEVELOPING POSITIVE IMAGE

- ✓ Change the vicious cycle of repetition and reinforcement from negative to positive!
- ✓ Visualize yourself becoming the positive person you want to be!
- ✓ Derive new strength, new calmness, & new personality!



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You keep on repeating you keep on doing the same thing again and again and not only you keep on doing the same thing you reinforce you add extra negative tried to that and then you get caught in the vicious cycle a small example like a person who has this bad habit of drinking so every time he will tell his wife okay this evening I will not drink so while he passes by the wine shop automatically he feels gravity towards that shop and then orders for something gives whatever money is there in the pocket.

Drinks and yes promised also his wife studies come back home in time and every day he misses this everyday he drinks every day he goes late now this gets reinforced day after day week after week month after month year after year so then the reinforcement happens and the habit becomes fossilized it becomes very difficult to change but so is a positive habit if only one day you want to change so instead of going in that direction if only you decide to change the direction you will be able to skip that negative habit one day.

And then repeat keep the habit next day following day and then reinforce in days in months in years so even the positive thinking can be repeated and reinforced remember one of the strategies for overcoming bad habits I mentioned that replace a bad habit with a good habit so if you are

able to replace that so for example cigarette smoking not only stopping that every time you feel like smoking a cigarette so you eat a carrot or you eat some nuts something that is healthy and replace that with something that is unhealthy so that is how you will be able to feed and reinforce the positive cycle also in that stage a very important aspect if visualization you should be able to visualize the positive person you want to be.

Let us say that you want to become very famous public speaker now you have to sit alone meditate concentrate or just close your eyes if you think that these words are very bombastic words and high-sounding words just sit calmly and create a blank space in your mind and in the space you feel your thoughts of you standing before the mic speaking very confidently and getting a very standing ovation at the end of the speech now keep visualizing this you only your confidence image on positive image.

And people asking you questions and you are able to deal with that very efficiently very confidently so that visualization add it with lot of colorful dots a person whom you are dying to speak maybe of the opposite sex is coming and congratulating you feel so elated now add all these colorful thoughts initially you are begging for giving a talk now people are willing to give you huge amount of money lot of free works now visualize put all this color into your visualization.

And then keep that thought in your mind again and again now when you keep this thought that is your goal and visualize that in a positive manner you will be able to derive new strength the new calmness compared to your previous nervousness fretfulness and cheerfulness you will develop the calmness and overall you will develop a new personality that is slowly moving towards making a positive view from both inside and outside when I say inside and outside the last stage that you need to reach is a stage in which you need to synchronize your body and mind and the world.

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SYNCHRONIZING BODY AND MIND AND WORLD

- ✓ Mind-Body connection is evident from fight-flight response.
- ✓ Reverse fearful response to joyful one by music, dancing, cycling, etc.
- ✓ Thoughts also change our body language: Change yours from depressed to cheerful.
- ✓ Fear for cockroach, dog, stage fright—all are linked to one fear: Death. Reconcile with it!



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Now our mind and body are connected although people think that they are separate this can be illustrated very simply when you look at your response in situations where you have to come out with the fight-or-flight response so on night you are alone and dogs are just chasing and barking at you now you have to a the fight and if there are many dogs you know you cannot fight so flight you have to run fast so this kind of fight or flight situation your mind immediately stimulates this hormone called adrenaline.

And make you run faster so the mind-body synchronization is there but the world is something that is given to you by your mind and then it makes your body react that is if your mind thinks that something is bad and then tells your body also it is bad if it thinks that it is good it also tells your body that it is good but for creating this positive personality you need to synchronize all three that is your mind has to think but your thoughts are pure and good and you need to express that to emulate that positive personality and body.

Will do that and interpret the world in that positive manner so it is a kind of feedback when you show positiveness the world will also look towards you in a positive manner so synchronize these things which sometimes look discordant in your life I will try to reverse fearful response to

joyful one now the fearful response will give you nervousness but you can reverse that just like the fearful one will make you lower your head but the joyful one will make you feel cheerful so just listening to music dancing, cycling etc. When you do that on your body it changes your mind okay so you can understand the connection so you like for example you are very gloomy somebody is putting very cheerful music.

So after some time your mind will also change or somebody drags you for a dancing and you really said the end of the dancing your gloominess has just evaporated so thoughts also change our body language when you think low you slouch but when you think a high so you become confident you walk erect so if you are thoughts are depressed your body language will also exhibit depressive nurse luminous to others but if you make your thoughts cheerful your body language will also express cheerfulness.

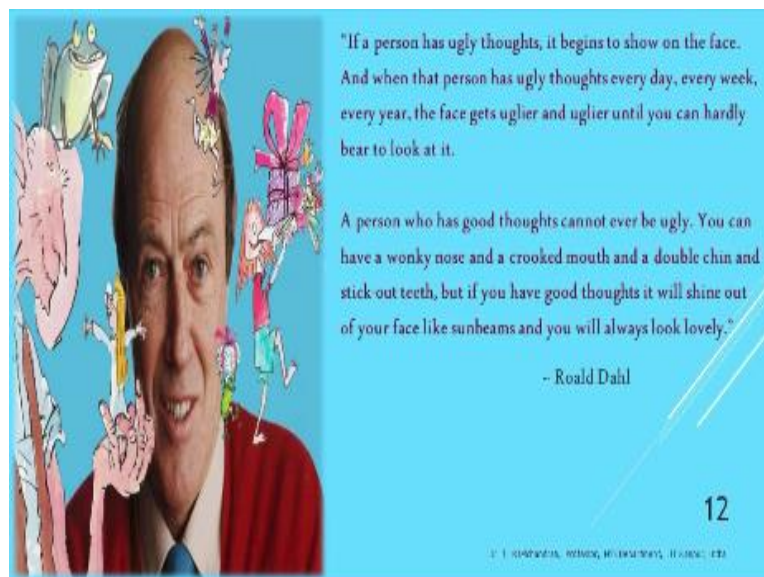
And as you know this cheerfulness happiness positivity is contagious you will also make your environment very cheerful and energetic now fear whether you fear for cockroach or dog or stage fright or any kind of fear psychologists say that they are all associated to only one thing that is death let us say you think that you are afraid of dog but actually your fear is if the dog will bite me and then if I get the disease and then if I die if no medicines work effectively and then I die so what will happen.

So stage fright so instead of giving that presentation in a very effective manner the fear is that what will happen if I fail if I fail everybody will humiliate me they will throw me out of the job or they will not give me the job and because they do not do this I will lose job I will have no money so I cannot live a happy life without money so I have to commit suicide or eventually I mean die now all are associated with death no reconcile with that there is no surety that next moment will be us the moment we are born we are going to die some day or other.

But fearing that that is coming to you in public speaking death is coming to you in the form of cockroach that is coming to you in the form of users that is coming to you in the almost mosquitoes will give you only negativity but if you think that no I become strong and then this mosquito bite will not kill me and even if it makes me vulnerable so I find this in which I can

make myself stronger and then work towards a very strong and powerful personality so reconcile with this notion of debt and then you will be able to think strong about yourself and you should synchronize your body mind and world I was a concluding thought I just want you to think too good positive thoughts one is from roll the house from him if you have good thoughts they will shine out of your face.

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Like sunbeams so you will be like sunbeams the good thoughts will come out and you will always look lovely what attracts you is the good thoughts is the inner most cheerfulness that will be seen out by people and that will attract you towards others and another one from Helen Keller keep your face to the sunshine and you cannot see a shadow which means that look at the most frightful or full positive thinking that is shown to you in the form of sunshine then you will not see any weakness any fearfulness any shadow will not be seen in your life for further reading the same three books which I have mentioned.

(Refer Slide Time: 41:14)



FOR FURTHER READING...

David N. Walker. "Conversation with God."
<https://davidnwalker.com/2012/03/12/conversation-with-god/>

 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.

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Apart from the conversation which I took from the internet if you want to read that you can read so thank you so much for watching this and then we have reached the conclusion of third we wish you all the best for writing this assignment in a very effective and successful manner assignments are again helping you to analyze yourself and develop yourself into a very positive personality wish you all success by developing a very positive personality thank you so much.

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