

Indian Institute of Technology Kanpur

National Programme on Technology Enhanced Learning (NPTEL)

**Course Title
Enhancing Soft Skills And Personality**

**Lecture - 16
People Skills-1: What Makes Others Dislike You?**

**by...
Prof. T. Ravichandran
Dept. of Humanities and Social Sciences**

Hello everyone I am very happy to welcome you back for the fourth week lessons.

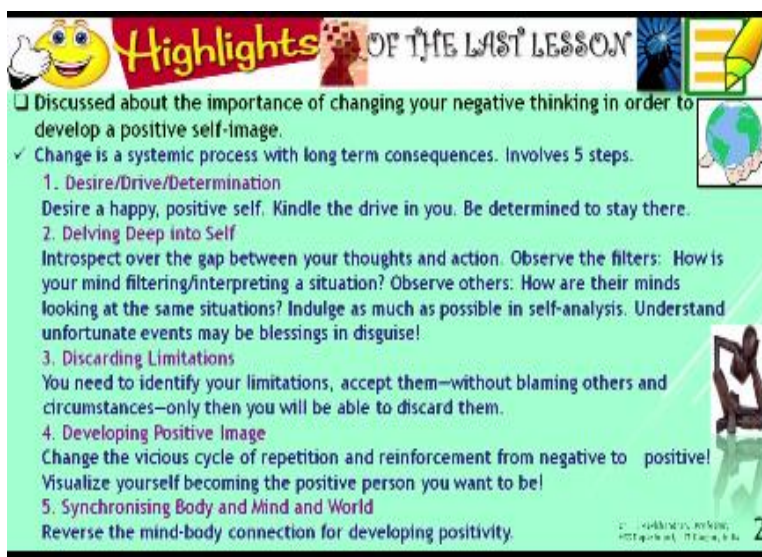
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This is the first unique for my course on enhancing soft skills and personality. And this is in total lesson number 16. This lesson is titled as people skills the first one on people skills what makes others dislike you if you remember the introduction to the course I have been telling that soft

skills is nothing but people skills. But today I want to look exclusively on those people skills which are relevant in maintaining human relationships and particularly the tribes which make people dislike you. And before we start let me take a quick look at what we did in the previous one highlights of the last lesson.

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Highlights OF THE LAST LESSON

- Discussed about the importance of changing your negative thinking in order to develop a positive self-image.
- ✓ Change is a systemic process with long term consequences. Involves 5 steps.
 1. **Desire/Drive/Determination**
Desire a happy, positive self. Kindle the drive in you. Be determined to stay there.
 2. **Delving Deep into Self**
Introspect over the gap between your thoughts and action. 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. Understand unfortunate events may be blessings in disguise!
 3. **Discarding Limitations**
You need to identify your limitations, accept them—without blaming others and circumstances—only then you will be able to discard them.
 4. **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!
 5. **Synchronising Body and Mind and World**
Reverse the mind-body connection for developing positivity

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HIT@people.in, 77 Façade, 6 Bldg. 2

In the last lesson I discussed about the importance of changing your negative thinking in order to develop a positive self-image. Change I said cannot come overnight it is a systemic process with long-term consequences and it involves at least five steps. Such as one desire dry determination you need to desire to have a very happy positive face. And you need to Kindle the drive in you and once you Kindle and start the journey you need to be determined to stay there. Secondly you have to dig deep into yourself that is you need to do a lot of introspection and self analysis. Our thoughts are the ones which are controlling our behavior and there is a lot of connection between thoughts and our actions.

However what we think is not something that we execute all the time and there is a huge gap between what we think and what they do. So what happened in between our action and our thoughts? How do we see the world and there is this external and internal world the internal

world if the one that we have conceived for ourselves and kept in our mind. And surprisingly we use lot of filters we interpret that world for ourselves and keep dating site and most of the times we live in that inside world inside reality only.

We do not even bother about what is happening outside. The baby use filters to see reality is more important and we need to observe those filters. How is that our mind featuring interpreting a situation is it similar to rest of the people or is it different are all people feeling positive about the situation about which my mind is interpreting in a negative manner. Observe others and see how they react and if you react differently so then you need to introspect deep and change the behavior that is making you react differently. Understand unfortunate events which you think or unfortunate and you curse other people on circumstances maybe blessings in disguise.

So I discussed a long conversational story between God and the person of the story to illustrate this point that unfortunate events are not really unfortunate they are planned disguised blessings. The third step if after identifying our limitations we need to discard, now before we discard that is throw out the limitations from our system. We need to first accept them that those limitations are our limitations our faults our mistakes without blaming others we need to take full responsibility without blaming any environment or circumstances. They have to own ourselves as a responsible and only then we will be able to discard them.

And the next stage is developing positive image now after purifying ourselves introspection self-analysis discarding mistakes false limitations. It is time to develop the positive image now the positive image can be developed by reinforcing and repeating positive traits in us. To do that you need to visualize becoming a positive person that you want to be. I explained how you can visualize whatever you want to be whether it is a person as a public speaker or as a great writer you visualize. The way you want it to be and then you keep that visualization in all colorful manners in your mind.

And then work towards it and to fit the stages synchronizing your body and mind and world often it appears that body and mind appear to be discordant but actually they are very well connected. Which is very clear in situations like fight or flight where the mind is also afraid

when there is a physical impending danger? But we can also reverse the mind to feel happy by putting our body in breathing environment suggest going for a walk in a park, calming ourselves meditating. And at the same time we can also have happy thoughts in our mind and then make our body feel enthusiastic and energetic both are possible.

And once you are able to connect the body and the mind in all positivity we should next connect this with the external reality from which we are distancing ourselves and keeping our own inner reality in a much insulated manner. Try to synchronize this inner reality with the external without Laura filters and try to see the real as it is. Do not take only things which are favorable to you and avoid things which are appearing to criticize your behavior. But take everything what and all and then accept them develop your positive image.

So that was the overall message that I gave in the last lesson now in this one as I said we are going to look at the skills which you need to keep people around you, because soft skills or nothing but those skills that will help you to have a very good binding with the people around you. Who are responsible for your success or happiness now in order to keep the people around you the previous one I said do lot of self-analysis introspection. Now this is an expansion of identifying those limitations false in you which you need to overcome. Now some of you do not know that you have lots of false.

In fact when I was making a slight research on how many dislikeable qualities I can find inhuman beings, I thought maybe I will identify 10, I thought I may end up with 20. But I was surprised and mildly shocked to know that up to 40 qualities I found which people normally dislike in others. These are qualities that I researched I asked people I interviewed some and based on my own experience I identified and gathered them and put for you. What should you do know when I am discussing these points for which people actually dislike you. Now try to identify how many you have and try to eliminate them once like you realize that you have these qualities.


Some of you may have just ten of them some of you have 20 of them some of you may have even more than 40 even there are certain rights which I might have missed mentioning here. But

it only means that you need to have this awareness and you need to pay attention to them in terms of eliminating them. And in the next lesson I will inform you as how you can actually replace them with good thoughts, good qualities, good rights and make people actually attracted towards you. Know why this topic first you need to understand the attraction distraction principally how it works.

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THE ATTRACTION/REPULSION (DISTRACTION) PRINCIPLE

- ❖ Human beings are like magnets. They attract others due to certain qualities and they repel/distract others due to some unlikable traits.
- ❖ People often complain:
 - "I don't understand why people don't like me?!"
 - "People always hate me!"
 - "Nobody likes me!" Some even commit suicide!
- But seldom do they introspect and analyse the qualities in them which repel them from others.
- ❖ In this lesson, we will look at the most detested qualities in human beings. In the next lesson, we will see how we can overcome them by replacing them with the most attractive qualities!



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Human beings are like magnets, not only like magnets literally you know that we have lot of magnetic energy within us around us in the field around us we have lot of it. So figuratively also we attract others due to certain qualities in us and they get rippled okay. Or they feel rippled from us due to sudden unlikeable right inner. So the attraction repulsion is happening because of attractive qualities as well as qualities which others find very represent loathsome hate for you know. When I talk to people and then when you ask people who are generally unhappy and then generally who have lots of complaints.

They often say that I do not understand why people do not like me I always know this bad for people but I do not know people are ungrateful. They do not even like me people always hate me nobody likes me and some people with this talk that there is nobody to like them even commit

suicide. What a precious waste of life but freedom do the introspect and analyze the qualities in them which replace them from others. If only they were given a chance to introspect on those qualities which repel them from others.

Perhaps there was a possibility of redemption and they could have changed themselves and make people like them. Now in this lesson as I said at the outset we will look at the most detested qualities inhuman beings in the next lesson. We will see how we can overcome them by replacing them in the most attractive qualities.

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WHY SHOULD YOU ELIMINATE HATEFUL TRAITS IN YOU?

- ❖ Human beings are social animals.
We all need emotional fulfilment and constant support from the society for our upliftment.
- ❖ We cannot survive for a long time without reassurance from others.
- ❖ Our happiness quotient depends on the number of people who like us and are willing to help us without expecting anything in return.
- ❖ We cannot force people to like us. People will automatically like us if we are able to eliminate hateful qualities in us.
- ❖ It will be extra bonus if we are able to add likeable traits in us. Then, we will have more people gravitating towards us!



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You may ask me why you should eliminate hateful traits you why cannot I have all the hateful traits me. I do not care about others I can leave an isolated life okay. So that comes actually out of one- egoistic tendency in you. But what you need to understand is that as human beings we are all social animals. They all need emotional fulfillment in fact we are also emotional animals and we need constant support from the society for our placement and growth. Without society supporting us it is not possible for individual growth. Always the individual and the society is in a dynamic and kind of synchronic process.

They are always in this synthetic mode English there is a given take from both sides. So we cannot survive for a long time without reassurance from others. So that is why the highest punishment that is given to people is putting them in jail camp where they are completely isolated they are put in solitary confinement. Where they cannot talk to any human beings and do not be able to survive for a long time without emotional support from others. In fact our happiness quotient depends on the number of people who like us and are willing to help us without expecting anything in return.

If people like you if people know that you are genuine people will be willing to help you support you be with you irrespective of the money pot that is involved in it. However you should also understand that we cannot force people to like us. Some people think that I will throw money on people I will give party after party I will give lot of gifts. So all the material things people might be appearing to be attracted towards you. But not actually towards your personality but it stores the material gifts that you have been giving them.

And people will automatically like us if you are able to eliminate all hateful qualities in us otherwise despite the material benefits you are bestowing on people. They end up hating you sooner or later they will leave you. It will be extra bonus if you are able to add likable traits in us. And then we will have more people deviating towards us. So on the one hand even if you are able to eliminate all this hateful traits that I am going to identify for you just now. Then also people will start liking you.

But in addition to that in the next lesson we are going to discuss about likeable right and if you are able to emulate those traits inculcate some of those characteristics in you. So there is nothing like people gravitating towards you and liking to be in your company.

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IDENTIFYING DISLIKEABLE TRAITS

- ❖ **Showing Egoistic/Egocentric/Egotistic tendency:** “Ego” means “I” – keeping “I” in all the talk. Wanting to be at the centre stage. Being self-centred. Not being able to empathise with others’ point of view. Always boasting about oneself and one’s achievements. Talking repeatedly, endlessly about oneself. Never bothering to listen to others!
- ❖ **Being Aggressive/Arrogant:** Pushing their agenda. Unpleasantly Proud. Domineering.
- ❖ **Being Negative/Pessimistic/Cynical:** There is always something positive in everything that happens. Being negative shows lack of faith in oneself and others. Pessimists will never let any good thing happen nor will let any one take any good initiative.
- ❖ **Being Critical of Others:** Always finding some fault with others. Nit-picking (overly critical).
- ❖ **Never Appreciating Others:** Not praising even deserving achievements.
- ❖ **Never Giving Credit to Others:** In fact, they take credit for others’ work.

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Now let us identify the dislikeable right the first one. Showing egoistic egocentric egotistic tendency ego means I so egoistic is keeping all the time I in all the talk egocentric is wanting to be at the center stage all the time. And keeping people at the margin pushing others and demanding the center space all the time egotistical is all the time boasting about oneself. So overall it is about being self-centered and not being able to empathize with others point of view. Always boasting about oneself and one's achievements but never listening to others and talking repeatedly endlessly about oneself.

Never bothering to listen to others so that is the score of egocentric self-centered nature that actually replaced people. Next being aggressive arrogant we have spent quite some time distinguishing between assertiveness and aggressiveness. But with aggressiveness arrogance also comes and these people always push their agenda. They are very unpleasantly proud domineering dictating terms and combat me they would like to get it at all costs by any means. The next right is being negative pessimistic clinical.

Now one should know that there is always something positive in everything that happens. But when one possesses negativity it shows lack of faith in oneself and others. So the pessimist will

never let any good thing happen nor will let anyone take any good initiative. There will be all this cynical they will be always doubtful. They will always prevent somebody doing any good thing neither they will do nor they will allow others to do. So they will not leave and let others sleep they will not leave themselves they will not let others live happily also.

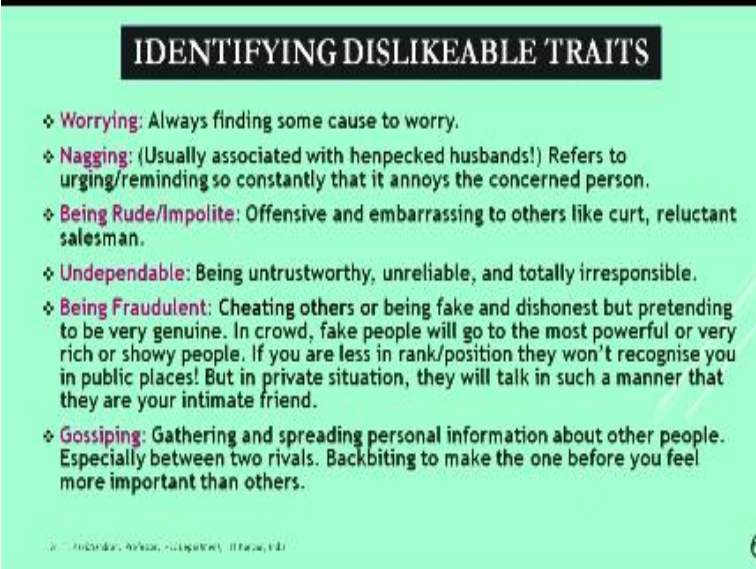
So that and they will share their negative energy with others and make others feel negative also people will try to avoid if they know that you are all the time pessimistic and cynical. And especially when they want to start a new endeavor they would not come to you asking for suggestions because they know that you are going to say no. They are going to be negative the other tried that people generally do not like in others is. Being critical of others there are some people who are always finding fault with others.

Some are two nits picking that is overly critical even small things they will criticize. Instead of looking at some positive rights in others their mind will always look at the negative ones and their eyes are always critical. And everywhere they will find this and not only they will find it they will also point it out to others. Combined with this is this tendency of never appreciating others this comes because of lot of other things that I said before being self-centered and not trying to appreciate others is because there may be overly critical of others.

But overall for whatever reason it maybe they do not price others even when they really deserve some kind of appreciation. They do not do that and next especially it happens in case of colleague's boss never giving credit to others in teamwork when you do something. So somebody else did something on your behalf it is important that you need to give credit to that person even at the cost of losing your face it does not matter. And if you are the team leader if you are the boss you need to give credit to the entire team.

But what happens in reality these bosses dis managers these leaders actually take the credit for others work. They did not do it but then they take the credit of others work the next negative trite.

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IDENTIFYING DISLIKEABLE TRAITS

- ❖ **Worrying:** Always finding some cause to worry.
- ❖ **Nagging:** (Usually associated with henpecked husbands!) Refers to urging/reminding so constantly that it annoys the concerned person.
- ❖ **Being Rude/Impolite:** Offensive and embarrassing to others like curt, reluctant salesman.
- ❖ **Undependable:** Being untrustworthy, unreliable, and totally irresponsible.
- ❖ **Being Fraudulent:** Cheating others or being fake and dishonest but pretending to be very genuine. In crowd, fake people will go to the most powerful or very rich or showy people. If you are less in rank/position they won't recognise you in public places! But in private situation, they will talk in such a manner that they are your intimate friend.
- ❖ **Gossiping:** Gathering and spreading personal information about other people. Especially between two rivals. Backbiting to make the one before you feel more important than others.

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That people dislike in others is this quality of worrying. Sometimes it is fine that life is bad and then you worry about it. But then these warriors they are constant warriors. And even if there is a good cause for happy they say no but what about this and you say oh but cannot you see this, this should make you happy no, no, no. But what about this situation is it not making me unhappy all the time worrying not only worrying themselves making others worried also about these people it is very important if you have this trait. You should read the book that I have mentioned at the end of this lesson.

How to stop worrying and start living by Dale Carnegie it is a must read book. If you are this constant worrying type because you need to stop this worry because it can kill you it can give you acidity. It can give you cancer if you look at the top five reasons for getting cancer number two is worrying just worrying. So you have to be very careful with this tendency and then this one classic kind of a book that hikes you to overcome this. Now slightly combined with worry is this nagging type in a very funny manner usually nagging is associated with henpecked husbands.

Whose wife are supposed to nag them but overall nagging refers to urging reminding constantly know a hint for the voices enough. So even if you suggest somebody to do something most of the times they do it. But you keep on telling it 10 x 20 times and you keep on reminding again and again to the extent that you annoy this person. And then even you probe the person to get angry with you. So that nagging is something people do not like the other trait is being group or impolite this often goes with this aggressive and arrogant people but even the doubt that sometimes people can be very rude very offensive and embarrassing to others like the curt reluctant salesman.

Sometimes you go for buying something and the salesman is not interested in showing that to you or let us say it is a very expensive thing. And he thinks that you are a localized person and you are a poor guy. And you will not be able to avoid it so he has a kind of attitude in which he becomes very offensive and rude. So that not only in case of salesman with anybody grooviness people do not like, the next thing that people do not like is being undependable. That is being untrustworthy unreliable and totally irresponsible. Once people realize that they cannot trust you especially in crucial moments.

So slowly they will be drawn from you it is associated with the next dislikable equality that I am going to discuss that is being fraudulent. You must have heard the term fake people nobody likes fake people the pretentious type the fraudulent ones who are fake people. Fake people or dishonest but pretend to be very genuine people they put the guys as if they are very genuine very concerned very sincere. But actually they are dishonest people in crowd they will go to the most powerful or very rich or showing people. And in social gatherings let us say you are in less position or in a less rank.

And you see these fake people in the social gatherings they will not even come to you but they will not even recognize you in public places. And they will always go to the ones who are very powerful who are high in rank or in position. It is one important one by which you can identify these people but in private situation they will talk in such a manner that they are your intimate friend very close to you. But when it comes to outside sometimes they do not even want to be

associated with you. They act as if you are not even their friend so they are really fake people and like you need to discard them.

But if you have this thing you should understand that people do not like this quality associated with this is also this gossiping tendency but do people who gossip do. They gather and spread personal information about other people they will talk to one person they gather all personal information. And they will share it with the other one which this person does not like often their rivals or enemies. So sharing one information with the other one very personal and backbiting. So saying bad things about the other person before this one to make this one feel very important I am only loyal to you. I am saying all bad things about that person to you but you should rail inspect this person will also go and tell the other person all bad things about you to him.

So you should not be deluded into the belief that this person is trying to be very genuine and only bringing all gossip to you, you also is part of the gossip that this person is gathering for others information. So you have to be careful with this right also the other dislikeable tried making false promises.

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IDENTIFYING DISLIKEABLE TRAITS

- ❖ **Making False Promises:** Or, never keeping promises, though will swear on God or child to make a convincing promise.
- ❖ **Cheating/Manipulating:** Trying to use people for their personal benefits. In the long run, manipulators and cheaters will be found and disliked profusely.
- ❖ **Using Abusive Language/Cursing** as a habit, even when it is not required. People not only like sweet voice but also sweetness in word choice!
- ❖ **Shouting** at people frequently and unnecessarily.
- ❖ **Talking in a Loud Tone:** While it helps in histrionics, to speak loud in demanding situations, people generally feel comfortable and open up with soft-spoken characters.
- ❖ **Shifting Glances:** Dishonest people avoid direct eye-contact. They keep shifting their glances to look for better people.

Dr. T. Subramanian, Assistant Professor, IIT Madras

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Or never keeping promises. Though these people will swear on God or child to make a convincing promise they will swear on anything okay. They will put their hand on fire where you do all these promises but we just forget it or they ignore it. They do not do at the time they promise and get some money from you or get some benefit from you. But their promise stands good only for that moment combined they this is the next dislikable tribe that is cheating or manipulating. Now some people think that other people are meant for using only.

In fact you can use anything but not people. So trying to use people for their personal benefits by manipulating by cheating thinking that they do not know that their others are being manipulated but in the long run manipulators and cheaters will be found and dislike profusely. The next dislikeable trait is using abusive language or cursing as a habit. Even when it is not required now people not only like sweet voice but also sweetness in birth choice. So when you use abusive language people will automatically try to leave you.

So if shouting and shouting at people frequently and unnecessarily just to show that your boss just to show that you are superior or just to show that you want to dominate. Whatever it is that shouting is detested similarly talking in a low tone normally you need to speak in a tone that is audible to the person who is next to you. There is no need to amplify your voice so that people in the next room can also hear you. Now this will help in histrionics that is if you are acting or delivering some dialogue. That is fine and there are some situations where you need to speak in loud voice that is also okay.

But people generally feel comfortably and open up with soft-spoken characters those were soft-spoken. People generally feel that they are more mature than mellowed than the ones who are load-in speaking in raising their voice under trait for identifying the fake people. If they are shifting glances dishonest people will avoid direct eye contact they keep shifting their glances to look for better people. And then if they see somebody better coming or all they will just leave you on the load and then go and talk to the other person.

So this shifting glances not maintaining direct eye contact will indicate that the person is not genuine and it will create dislike in relationships.

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IDENTIFYING DISLIKEABLE TRAITS

- ❖ **Indulging in Self-Pity:** Occasionally people can sympathise with your plight and do something to encourage you. Give emotional support. But they will run away from you if you demand help from others constantly.
- ❖ **Never Keeping Time:** People don't like to be kept waiting and hate others who don't know the value of their time!
- ❖ **Being Inattentive:** Not paying attention to what is being said. Getting distracted very quickly.
- ❖ **Ridiculing/ Condescending/Being Sarcastic:** In a way to humiliate others, especially by making fun in terms of their body constitution, or stereotyping in terms of race, colour, caste, religion, language, nationality, etc.
- ❖ **Knowing-It-All:** Being close-minded and prejudiced.
- ❖ **Exhibiting Holier Than Thou Attitude:** These people think that they are always better than others.



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Another interesting quality that people do not like in others is too much of indulgence in self-pity now occasionally people can sympathize with your plight and do something to encourage you, give emotional support. But they will run away from you if you demand help from others constantly the other thing that I talked even in terms of managing time. People dislike those who never keep time people do not like to be kept waiting and hate others who do not know the value of their time. So you should be punctual and while talking people do not like if people are inattentive.

So being inattentive is the next quality they dislike what it means not paying attention to what is being said getting distracted losing focus and getting distracted so quickly. And people have to ask again and again are you listening to me or did you follow what I said oh yeah I remember I remember. So this that getting this factor and coming back only when you are shaken is something that people do not like the next backed trait people do not like in others is ridiculing

condescending and being sarcastic. All are similar tried but doing all these things in a way to humiliate others.

Especially by making fun in terms of their body Constitution like making fun of somebody who is tall saying that you are like a palm tree or somebody who is fat somebody who is short and giving all nicknames or stereotyping people in terms of grace color cost religion language nationality etcetera. And ridiculing or looking down on them that is condescending or being very sarcastic making caustic remarks in a very funny manner. Now all these things will immediately ripple people and then there is all this type of people who are not liked.

Who appear to show that they are knowing it all or they are called as this know-it-all types now whatever you say they will say yeah I know it I know it I know it before you tell me in this thing. So what it indicates is they are close minded and they are prejudiced so they are not actually even giving credit giving contingency to any new information that you are bringing to them. It is the rigidity of thinking that is stopping them.


And people do not like this rigid minded people. The next dislikable trait is excavating holier-than-thou attitude. Now such people think that they are always better than others, for example let us say in terms of food a bit whether it could be vegetarian or non-vegetarian thing. The one trying to tell who you do not need this food. So as if like or saying it oh you eat this food so making them feels that you are doing something very criminal something wrong. So you are doing this so I do not do such things.

So I am holier I am far superior in terms of my values compared to you. So showing that attitude people would like to leave you. And then normally there are occasions you should be serious but if you are dead serious all the time.

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IDENTIFYING DISLIKEABLE TRAITS

- ❖ **Being Dead Serious:** Lacking good sense of/for humour.
- ❖ **Being Indecisive:** Taking too much time to decide even trivial things and wasting others' time.
- ❖ **Being Slow and Lazy:** Giving a slow and lazy response.
- ❖ **Showing Apathy:** Not showing interest in anything!
- ❖ **Being Judgemental & Impatient:** They run into conclusions very quickly without even experiencing truth.
- ❖ **Being Moody:** Temperamental, mercurial and chameleon-like. Others are not sure when they will get angry and when they will be pleased.
- ❖ **Getting Angry:** Nobody likes an angry person, especially the one who never realizes or acknowledges or makes amends.



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Lacking in good sense of humor or sense for human whether you are able to crack jokes and make other laugh or at least you should be able to laugh when others are telling jokes. Even when it is a humorous situation if you keep your face very serious and poker. So people will not like to be in your company because you are not making that entire conversation enliven by your participation. The other trait that people do not like in others is being indecisive. Taking too much time to decide even trivial things and wasting others time asking somebody can I do this or not and then the other person spends about one hour to think about it and give very valuable suggestion.

And then saying no, no, no if I do this that will happen so I will not do this What about this then again the person spends a lot of time to research on that and then comes out with another solution again saying that no, no, no I do not think I will do this. Now being indecisive notable to decide even on very trivial things similar to this is being slow and lazy very slow in responding to something and when people are expecting that you will say yes or no by just sending any SMS okay are just calling and saying something.

And you take one or two months to respond to that and generally being lazy if something that people do not like. Another dislikeable quality is showing apathy, apathy is lack of feeling for anything so not showing interesting anything so would you like to have coffee no I do not like coffee would you like to have tea I do not like tea also would you like to have ice cream I hate ice creams. Now you ask anything they will keep on saying I do not like this I do not like this now why would somebody like this person. If you do not like anything in the world apathy is something that is disliked another.

The next dislikeable quality is if a person is being judgmental and impatient what do they do when they are judgmental. They will run into conclusions so quickly without even experiencing truth without even listening without something. They will just immediately think that Oh this person is bad guy. And this one is good that is again wrong judgmental assessment and in patients comes with it they are not patient to assess facts. The next dislikeable quality is being moody some people are temperamentally mercurial and chameleon-like.

So morning they are happy afternoon they are sad evening they are in depression next day they are in the heights of ecstasy. Now people are not sure when these people will get angry and when they will be pleased. Suddenly they just share a joke and then they get angry or they sulk and they feel that you have offended. So it is very difficult to deal with people who are moody and then they do not even share they become unapproachable when they are moody and it is like they will try to negate relationships during that time even very important relationships.

So being moody is another trait that people generally do not like getting angry is another important trait. That people dislike which they spend lots of time in the lesson on managing anger sufficient to tell you that nobody likes an angry person. Especially the one who never realizes or acknowledges or makes almonds other dislikeable trait.

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IDENTIFYING DISLIKEABLE TRAITS

- ❖ **Showing Favouritism:** Being partial, showing respect to some. Giving different treatment to different people.
- ❖ **Being Illogical:** Being blind in defending some even if they are wrong because of vested interests.
- ❖ **Controlling others' life:** Trying to control the lives of others by forcing them to accept one's own decisions.
- ❖ **Not Caring for Personal Hygiene:** Smelling badly; looking lousy; dirty and uncut nails, not wiping running nose; picking nose before others, etc.
- ❖ **Possessing Unpleasant Social Etiquette:** Eating food noisily, leaving plenty of food on plate, having poor table manners, etc.
- ❖ **Disregarding the Private Space of Others:** Invading one's private space forcibly. Showing power or abusing vulnerability.
- ❖ **Leaving Others with a Bad Feeling!** At the end of their meeting, they leave you with a bad, intimidated, insecure, uncomfortable feeling and you wonder why you met this person and regret over the meeting.

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Showing favoritism like being partial and giving some benefit to somebody and not giving the same benefit to others especially if you are a principal or a boss or a higher authority. And similarly showing respect to some whether you are a boss or anybody showing respect to select people and treating some with disrespect. And giving differential treatment to people so that is overall amounting to showing favoritism which people detest in others. Being illogical is another dislikeable trait what do these people do generally you cannot reason them out the other thing is they are being blind in defending some people.

Even if they are wrong because of vested interests, so you cannot convince them with the reason that somebody is wrong because these people like them so blindly they will defend these people. The other bad quality in some people is trying to control others life especially by forcing them to accept one's own decisions. How do they control others they will decide what other should be the time they should sleep what they should do when they should have children. When they should get married when they should go for a job what car they should be driving what should they should be wearing.

So there are sometimes control freaks they are so much obsessed with controlling others. Now people would always like to run away from this control freaks the last few rights that I want to discuss are related to personal hygiene and social etiquette. Which I may spend some time on separate lessons but very quickly to tell you what is it that they do not like in others not caring for personal hygiene such as smelling badly garlic smell coming from the mouth. And then a lot of bad smell emanating from armpits or bad smell coming from the hair looking lousy dirty and uncut nice running nose but not doing anything. And you always see some mucus on the upper part of the lip.

And sometimes it even enters into the mouth and then they do not bother and it nice others to even look at that kind of thing picking nose in public and so on. So not caring for personal hygiene generally people will try to tell politely through indirect means but after some time they would like to keep away from this kind of people. Similarly possessing unpleasant social etiquette also requests people such as eating food noisily or leaving plenty of food on plate especially when it is expensive. And you go on order so much especially on somebody else's money and then you just throw that.

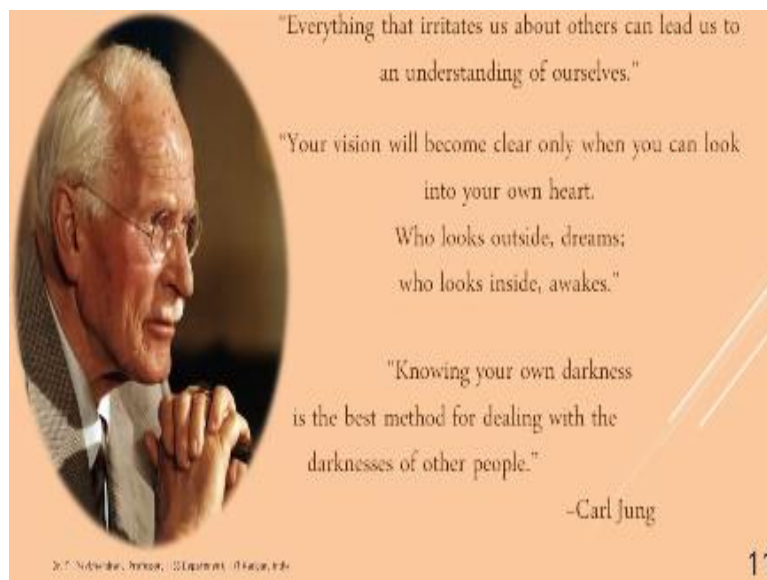
And having other poor table- etcetera another tried that people do not like in others when they disregard the private space of others. So in the previous course we discussed something about the private space where there is this of distance you should maintain. Now going and sitting close to the others especially it may be the opposite sex without their permission. Reaching the level of touching them without their permission and forcibly and sometimes trying to show power or abusing the vulnerability of the subordinates.

So that is something they disregard they dislike this disregard last but not the least one overall trait that people generally disliked in others is that. When you meet someone at the end of the meeting these are those people they leave us with a very bad feeling or some kind of intimidation we go out with some kind of nervousness fear we feel threatened. We feel insecure there is an uncomfortable feeling having met this person and we wonder why for instance we came and met this person we regret over the meeting.

So those people who leave you the disk back feeling or if you are among those people you should know that you will never be liked. For whatever reasons that you might be doing you may be the boss you want to threaten others you may be a teacher you want to threaten your students you are a manager and your kingdom data this. But if you really want to be liked so people do not like this bad feeling. And they will always remember the way they have been treated so they will forget other events in which you might have appeared to be good.

But then always when you leave them with this bad feeling that will remain in them and that will slowly make them dislike you. Now having said this do not jump into conclusion and then immediately try to identify this pricing somebody whom you hate.

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And you say that oh that person has all bad qualities and I do not have this one's. There are some revealing statements from call young which I want you to introspect read very carefully even meditate over these very thoughtful sayings from this psychiatrist and philosopher. He says everything that irritates us about others can lead us to an understanding of ourselves. So if you say but these are qualities that I do not light in others what young face is that those things can

lead us to an understanding of ourselves. These are traits we are seeing in others but we may possess those traits also.

And we are not acknowledging them we are like ostriches the ostrich will put its head inside the sand and think that it is out of danger from reality. So we close our eyes like that and we think that others are at fault so in fact that if you are irritated by some quality just be watchful whether you have that quality in you and you are irritating others with that same quality. Next piece is your vision will become clear only when you can look into your own heart who looks outside dreams who looks inside awakes. If you want that awakening to happen look inside and what should you look inside he faced again knowing your own darkness is the best method for dealing with the dark nesses of other people.

So darkness is the negative qualities the horrible cry sinners the detestable qualities in us he says that knowing your darkness first instead of taking the list that I have given you and then just identifying that somebody else is having all these things. First you make a checklist you just try to identify how many of these stripes or with me and if you are really honest and sincere you can take the checklist and show to others. So in this lesson I have been told that these are forty dislikable qualities you can ask your close friends you can ask your trusted friends.

And if you have the guts you can ask your enemies your rivals and give them the list and tell them to put a checklist of the 40 tell me honestly how many do I process because I seek to know my own darkness and I want to throw light on that and then I want to get some illumination. And I want to live in that light not in the darkness and by that you only be throwing light on your own self and then you will also identify the darkness on others. But at the same time you will try to throw more light by developing good qualities and by overcoming this dislikeable trait some interesting books that you can go through if you have time.

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FOR FURTHER READING. . .



Carl Jung. *Modern Man in Search of a Soul*.
Kegan Paul, 1933.

Dale Carnegie. *How to Stop Worrying and Start Living*. RHUK, 2004.

James Altucher. *Choose Yourself: Be Happy, Make Millions, Live the Dream*. CreateSpace Independent Publishing Platform, May 2013.

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Honest by Carl Jung modern man in search of a soul it is a collection of dealing with this kind of trait and human beings and Dale Carnegie's book which I mentioned already how to stop worrying and start living and James Altucher choose yourself be happy make millions leave the dream. So this for further reading and I thank you so much for watching this video I hope these rights if looked at carefully and then introspective properly and then if you can join this video self-analysis it will help you to know very war and how you can go to the next stage in your size the next stage is identifying this overcoming and trying to invite qualities which people like in us.

So we will meet in the next lesson in which I will discuss with you how to attract people and why some people are very attractive and charismatic and how you can become those people and attract others to you thanks again for watching this video.

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Prof. Satyaki Roy
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NPTEL Team
Sanjay Pal
Ashish Singh
Badal Pradhan
Tapobrata Das
Ram Chandra
Dilip Tripathi
Manoj Shrivastava
Padam Shukla
Sanjay Mishra
Shubham Rawat
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