

Indian Institute of Technology Kanpur

National Programme on Technology Enhanced Learning (NPTEL)

**Course Title
Enhancing Soft Skills And Personality**

**Lecture - 19
People Skills – 4 Being Attractive - 1**

**by...
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Hello hi welcome back to my coachman enhancing soft skills and personality I am Ravi Chandran giving you this course on the impotent MOOC platform from IIT Kanpur.

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Department of humanities and social sciences this is the fourth week and we are on the fourth unit and this is the fourth lesson that we are going to talk about people skills and this time I am going to introduce being attractive as the title of this lesson. Now you might be wondering like having not discussed enough about being attractive when I discussed about likeability the answer is yes

and no and if you ask like once we become attractive automatically if you follow all the types of being likable again the answer is yes or no, yes you may become attractive but no because there are certain subtle qualities that you still need to develop to become attractive to develop that charisma to develop the chunk.

That actually goes beyond what I discussed in terms of likeability as specific triads, now in this lesson as well as in the next one let us look at those aspects that we generally make a human being attractive and before I start let me give you a quick highlight of what we did in the last lesson.

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Highlights OF THE LAST LESSON

☐ Focussed on People Skills, specifically, the traits that make people like you. Identified most important qualities that make others like you such as—Keeping Promises, Being Frank and Open, Using Sweet Words, Talking in Low Tone, Maintaining Direct Eye Contact, Being Strong and Showing Strength of Character, Being Punctual, Being Attentive, Giving Equal Importance to All, Being Balanced and Open-Minded, Being Humble, Standing By One's Principles and Values, Being Humorous, Being Bold and Decisive, Being Quick to Respond, Showing Enthusiasm, Being Patient & Unbiased, Being Steady, Being Tolerant, Being Reasonable, Letting Others Free, Caring for Personal Hygiene, Possessing Pleasant Social Etiquette, Respecting the Private Space of Others, Leaving Others with a Good Feeling!

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In the last one as you shall be focused on the people skills for this particular week and specifically the drives that make people like you and I identified most important qualities that make others like you such as keeping promises being frank and open using sweet words instead of using abusive words talking in low tone instead of shouting or speaking in a high tone maintaining direct eye contact instead of flickering instead of wave I contact and then being strong and showing strength of character being punctual instead of going late being attentive

giving your full focus to the other person who is sitting in front of you giving equal importance to all instead of showing discrimination to people in terms of race religion or looks etc.


Being balanced and open minded being open to receive ideas not being rigid minded being humble instead of showing proud and pompous nature standing by one's principles and values is something that people like being humorous occasionally showing a light-hearted side in you so that also makes people like you being bold and this issue that is your ability to make firm decisions quick decisions and also be bold in following the decision being quick to respond if you have to respond to someone either as a superior or even at the same level if you have to give response to an email or written back a call.

If you give a quick response people generally like you showing enthusiasm in terms of talking to people in terms of relating you with others being patient and unbiased being steady instead of being fickle minded temperamentally changing like a chameleon being tolerant that is instead of getting irritated or annoyed so quickly giving a long rope to people who annoy you rather being reasonable interest being illogical letting others free instead of trying to control and teach them in the name of love in the name of affection.

So instead of controlling you should set them free and if they really belong to you they will come back to you apart from that I also discussed about caring for personal hygiene possessing Pleasant social etiquette and respecting the private space of further and last but not the least I said that when Jew or in contact with someone you should always lead the other person with a good feeling and it the good feeling that will make people to come back to you to relate to you again and again.

Now let us come to the core issue of this lesson today's lesson is how to attract others now while normally people think that having good looks.

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HOW TO ATTRACT OTHERS?

- ❖ While normally people think that having good looks, being humorous, dressing up nicely, looking cultured makes one attractive, real attraction happens at a deeper, subtle level.
- ❖ In this lesson, let us look at the concealed issues related to being attractive in terms of physical, mental, and emotional levels.

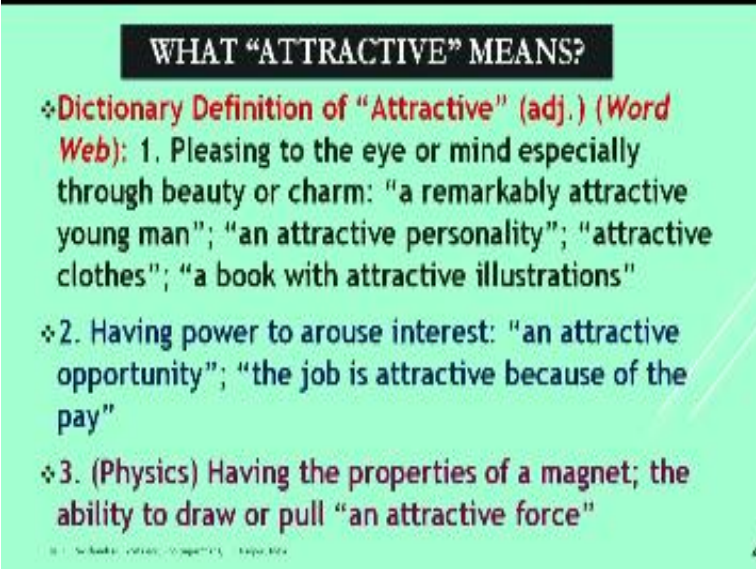
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Looking handsome looking beautiful or being humorous that is cracking a joke and making people laugh or dressing up nicely, looking cultured makes fun attractive overall innocence this aspects make one attractive but the real attraction happens at a deeper subtle level that is why is it so that people who look. So attractive or disliked by many people why it there is somebody is who is so beautiful but people detest this person.

So you will be surprised to know that it is not this cosmetic level of attraction but there is something that goes deeper and we need to know what is it operating at the deeper level, in this lesson let us look at the concealed issues the hidden issues related to being attractive in terms of physical mental and emotional levels in the next lesson I will focus only on the spiritual level the level at which people relate to you and find you attractive at a spiritual level.

Now before we start let us look at a simple dictionary definition of what attractive means.

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WHAT "ATTRACTIVE" MEANS?

- ❖ **Dictionary Definition of "Attractive" (adj.) (Word Web):** 1. Pleasing to the eye or mind especially through beauty or charm: "a remarkably attractive young man"; "an attractive personality"; "attractive clothes"; "a book with attractive illustrations"
- ❖ 2. Having power to arouse interest: "an attractive opportunity"; "the job is attractive because of the pay"
- ❖ 3. (Physics) Having the properties of a magnet; the ability to draw or pull "an attractive force"

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So attractive is an adjective and it tries to define somebody who is looking attractive and if you look at the online source [Wartburg dictionary](#) it gives three meanings and we can use them to describe people at three different levels the first painting pleasing to the eye or mind especially through beauty or charm. So that is the physical attractive level and it says example like a remarkably attractive young man and attractive personality attractive clothes a book with attractive illustrations.

Now the second one something that should concern us implies that having power to arouse interests such as an attractive opportunity the job is attractive because of the pay, so the power so what gives you that power. And the third one the way generally it is used in physics having the properties of a magnet the ability to draw or pull an attractive force now the way I want you to understand attractiveness is a three-fold way of looking at what is attractive that is considering giving contingency to the physical aspect first but going beyond that and then understanding attractiveness as a kind of power and at the same time as a kind of ability to draw or pull.

Now if you are able to understand that then you will know that what is it that is going to make people pulled towards you what is it that they give you the power to arouse interest in you so let

us look at them as I said in terms of physical aspect first so let's identify the attractable traits focusing on the physically first now normally many people think that faces what others look first.

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IDENTIFYING ATTRACTABLE TRAITS: PHYSICAL

- ❖ **Focus on the Foot!** Many people think that face is what others look at first. But psychologists agree with the fact that people look at the feet of others first! So, it is important to wear clean, neat, polished, appropriate footwear/shoes.
- ❖ **Keep the Body in Shape!** Having a majestic, confident, graceful walk; keeping a fit structure and healthy physique—all maintained well by regular exercise makes one attractive.

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But contrary to this belief you should focus on the foot why should you focus on the foot because psychologists agree with the fact that people look at the foot of others first, so it is important to wear clean neat polished footwear or shoes and then it should also be appropriate, appropriate in the sense that when your drift for a formal occasion let us say you are wearing full suit so you should go with shoes it should not be the slippers that you will be wearing in both rooms or at home and very unclean and looking tidy.

So people first look at that and form their impression so the shoes are the footwear whatever you wear the slippers if they are attractive somehow psychologically it is creating an impression that you are attractive this very strange very surprising but then people say that this is one first impression that people form although it looks a little bit funny but it seems to be true. So focus on the foot before you start focusing on your face and then while you focus on the face you should remember that it's not the face that is actually giving you the attractiveness it's the entire body.

So you have to keep the body in shape let us say a walk if it is majestic if it is confident if it is graceful, so all the time people look at this and then even by the way you walk if you walk in a graceful manner. So it automatically arouses interests compared to somebody walking in a slouching manner looking down with depressive thoughts feeling shy to look at people walking in a kind of withdrawn fashion.


Now this will actually not attract the people similarly in terms of keeping the body in shape you have to keep a fit structure and healthy physique because it is like that will attract the people and it will you charm to the face also, now all of these can be maintained vary by regular exercise so only by making regular exercise and then either it can be like whatever you do for about 45minutes and then that can be a normal walking or jogging or cycling or swimming and then occasionally gym activities are playing some rigorous sports in the weekend.

So that will keep you fit so keep the body in shape so that is the physical you can make yourself attractive. And the next two important points are you should eat well and you should sleep ready now why it is important that you should eat well because if you keep yourself nourished with rich food.

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IDENTIFYING ATTRACTABLE TRAITS: PHYSICAL

- ❖ **Eat Well!** Keep yourself nourished with rich, nutritious food (fresh fruits and vegetables in plenty) which will keep your skin glow and face fresh. Avoid junk food that will make your face oily and look dull.
- ❖ **Sleep Well!** There is great truth in the proverb: "Early to bed and early to rise makes a man healthy, wealthy and wise." But, whether you sleep early or late, it is important that you sleep sufficiently well—7 to 9 hours—depending on your body. Resting between 2 and 4 a. m. is a must! Only by sleeping and letting the body replenish, you can look fresh, bright and attractive!



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That food itself will keep your skin glow and make your face look afresh so when you eat lot of fruits and vegetables and then if you can drink fresh juice now all we give glow to the skin and it will give a natural attractive glow to your face a solicitor entire physic and you should avoid junk food that will make your face oily and look dying so this is a simple one so you should eat way and you should eat properly in the sense that you should not skip your morning breakfast and then you should eat your lunch moderately and you should try to eat your dinner by the time the Sun set.

So let us say around 6 - 6.30 if you are able to finish it and then start your breakfast yearly so nothing like that if you can maintain that kind of violence in your eating habit and so with sleeping there is a great truth in the proverb early to bed and early to rise makes a man healthy wealthy and wise, now nowadays going to lot of interferences from media watching TV late night going for late-night movies or just working on office late night or just catching up with friends on social network whatsapp our Face book three o'clock four o'clock and then people just forget that they are to sleep.

So whether you sleep early or late what is important is that you should sleep sufficiently well that is seven to nine hours depending on your body some people who are keeping themselves fit who do yoga regularly who are doing exercise regularly they are even used to just six of us but intense sleep and they are able to manage but those who have disturbed the sleep they say that at least seven eight or nine hours depending on your body condition.

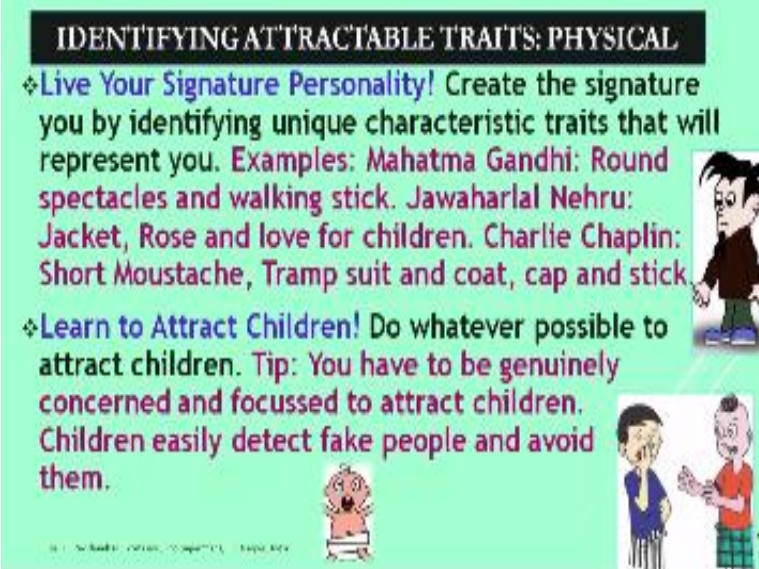
Now the next important thing is resting between 2am and 4 a.m. in the morning that is three o'clock as I normally say is the devil time is the time that you should be completely at rest the mind should be completely at rest and that is a must and only by sleeping on letting the body replenish you can look fresh bright and attractive. So sleep is the hidden aspect as far as the physical aspect of making you attractive is concerned if you sleep very you will look weary you look good.

So keep that in mind eat well sleep well and then other important aspects with regard to physically tried that will make you attractive if you look at all great personalities.

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IDENTIFYING ATTRACTABLE TRAITS: PHYSICAL

- ❖ **Live Your Signature Personality!** Create the signature you by identifying unique characteristic traits that will represent you. **Examples: Mahatma Gandhi: Round spectacles and walking stick. Jawaharlal Nehru: Jacket, Rose and love for children. Charlie Chaplin: Short Moustache, Tramp suit and coat, cap and stick**
- ❖ **Learn to Attract Children!** Do whatever possible to attract children. **Tip: You have to be genuinely concerned and focussed to attract children. Children easily detect fake people and avoid them.**



They will be creating a kind of signature personality and you should live your signature personality what do I mean by this create the signature you by identifying unique characteristic traits that will represent you this means identify something that will typify you your looks the thing that you wear the dress that you wear the shoes that you were whatever it may be. So that should be immediately recording to others mind your face your figure now look at some good examples the moment I say Mahatma Gandhi.

So you remember his round spectacles and walking stick the moment if I say Jawaharlal Nehru immediately nearest jacket, so now the term itself has become a kind of name for the kind of jacket that he was wearing, the rows that he was fond of and the love that he had for children we even have his birthday commemorated as children's day. So these are things immediately you will identify with Pandit Jawaharlal Nehru.

Now look at another famous comic personality like Charlie Chaplin, so immediately you will remember that short mustache so which also was popularized by Hitler and then the Tramp suit and coat is capped and stick. So immediately you only know that or this is Charlie Chaplin even

if people will put the mustache the cap under stick, so you will understand that ok you are trying to represent him.

So identify this unique characteristic which will make you develop the signature personality and then try to highlight that in you so leave that signature personality that is something that really makes people attracted towards you because they know that you have identified what is unique in you. The next one it is a test for you learn to attract children now do whatever possible to attach children the tip here is you have to be genuinely concerned and focused to attract children easily detect fake people and avoid them.

So it is not that easy to attach children unless you are good-hearted unless you are open unless you are genuinely giving them the warmth they want unless you pay them sufficient attention they will not be attracted towards you ok so a testing developing your skills to make you attractive is to make you likable by the children around you so and then if you start generally liking children it's a way to develop your candidness openness and your own genuine nature.

Now let us look at two important try that one person needs to develop if one wants to become attractive in terms of the mental level.

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IDENTIFYING ATTRACTABLE TRAITS: MENTAL

- ❖ **Maintain an Intellectual Charm!** Connect to people at an intellectual level. Have engaging ideas for discussion. Get new ideas by reading a lot. Keep nurturing good thoughts and be open to share and receive them. Be receptive for noble thoughts as mentioned in *Rig Veda*: "Let noble thoughts come to us from all sides."
- ❖ **Be Open, Yet, Be a Mystery to Others!** The Danish Philosopher Søren Kierkegaard says: "One must be a mystery to oneself and to others!" While you keep introspecting about yourself, keep others guessing about what motivates you, what keeps you smiling all the time, what is your purpose of life, why are you helpful, why can't you be manipulative like others, etc.

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Now at the mental level you should maintain intellectual Sean what do I mean by this you should connect to people at an intellectual level so you should have engaging ideas for discussion to do this you should be reading a lot you should read good books which provoke your philosophical thinking books which try to broke your fervor for literature. So good thoughts noble thoughts and then keep nurturing good thoughts from all the materials that you've been reading.

And then open to share and receive them perceptive as mentioned in Rig Veda let noble thoughts come to us from all sides we open to noble thoughts coming to you from all sides collect them accumulate them and then share them also wherever it is required. So that will give you that intellectual charm. The next one in terms of mental level of attractiveness you need to develop is yet, be open it be a mystery to others this sounds contradictory on the one hand try to remain open that is frank candid as it was discussed as a likeable quality.

But at the same time do not open your selves too much you should also keep some kind of mysterious quality of both Liu to yourself and to others the Danish philosopher Søren Kierkegaard says quote from him, one must be a mystery to oneself unto others what does he mean by that? He says that well you keep introspecting about yourself you try to understand your

own assets and limitations and then you are trying to figure out what you want in your life but you keep working and keep others guessing about what motivates you what keeps you smiling all the time what is your purpose of life what makes you go about chasing your goals in a very happy final why are you high school why cannot you be manipulative like others etc make people wonder about you.

You do not have to explain things to them, so that is what is meant by that mystery is quality that you can maintain that will also make people attracted towards you. Now let us look at attractable tried in terms of the emotional level at the emotional level try to touch others heart.

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IDENTIFYING ATTRACTABLE TRAITS: EMOTIONAL

- ❖ **Touch Others' Heart:** Appeal to people's emotions. Connect with their innermost feelings. Be with them in their happy and sad moments. In your talk and action, contribute to as many "feel-good factors" as possible.
- ❖ **Use Your Memory:** (1) **Remember people's names.** Call them the way they want to be called. People want to be called by their names and like those who remember their names. Don't hesitate to ask them to repeat/pronounce. (2) **Remember to wish them on their birthdays, wedding anniversaries, etc.**

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Instead of maintaining superficial connections appeal to people's emotions try to connect with their innermost feelings be with them in their happy and sad moments and in your talk and action contribute to as many feel good factors as possible. So feel good factor whether it can be giving a small bouquet or complimenting or doing some thoughtful thing that makes others feel good so try to do this as many as possible.

So that it touches the heart of the other person and when you can touch the hearts of other people so you automatically become attractive this followed by your ability to use your memory to maintain contacts, so that would also make you attractive so you should use your memory how first remember people's names. So whether it is Dale Carnegie in how to win friends and influence people or any psychologist any buddy who talks about influencing people are maintaining good context they will all tell you that you should remember people's names.

And then call them the way they want to be called so somebody like let us say Gopala Krishna Kumar, now you need to know whether he would like to be called as Gopal or Gops or Krishna or Krish or just Kumar. So you ask him how he would like to be called and then if he says call me Krish, so you call this person Krish every time you meet this person and the person is going to like you immensely and that is to develop your attractive quality.

Because psychologically again people want to be called by their names and they like those who remember their names and when you call them the way they want them to be called you are making you much more attractive and likable and when you are introduced to someone for the first time especially in a party a lot of noise and activities going on you may not be able to remember the person immediately.

So do not hesitate to ask other people to repeat their name if required you can note that in your pocket note or a paper or you can note that in your contact list on your mobile and if you cannot get the pronunciation of the name you can ask the person to say how it should be pronounced and you can repeat it and ask whether you are pronouncing it correctly, because people do not like there it means to be mispronounced. So that also an item irritates them that will also make you to be disliked by them.

So unintentionally you should not be making this mistake and secondly how you can use your memory but remember them to wish them on special occasions such as birthdays even sending a small message or SMS or greeting card or what sir for face book or if you are in the town and if you have time if you can meet the man just give a small memento on the special occasions like

wedding anniversaries so again you become very attractive for them so because they know that you are valuing them in your life and they will start mailing you in their life.

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IDENTIFYING ATTRACTABLE TRAITS: EMOTIONAL

- ❖ **Value Yourself to be Valued by Others!** Know your self-worth. Understand that you are invaluable owing to your integrity, intelligence, and charity. When people know that you value yourself, they will find you attractive!
- ❖ **Love Yourself to be Loved by Others!** Learn to love yourself for both your assets and limitations. Love is not being weak; thinking that you will find someone to lean on or expecting a strong person to love and change you. Love is being strong enough to support another strong person in vulnerable moments.

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Now when I talk about value I should tell you that you should develop another important attractable right in terms of developing that emotional level you should learn to value yourself to be valued by others what does it mean you should first know your self-worth understand that you are invaluable going to your integrity intelligence and charity, charity is your kindness your ability to help others.

Now you may not be a very big person you may not be a very rich person you may not have a very high background you are not born with a silver spoon doesn't matter but then you do not devalue because of these things you may be much better than those people who are born with a silver spoon and you may have developed your integrity intelligence skills and kindness which other people who are coming from very rich background might not have developed.

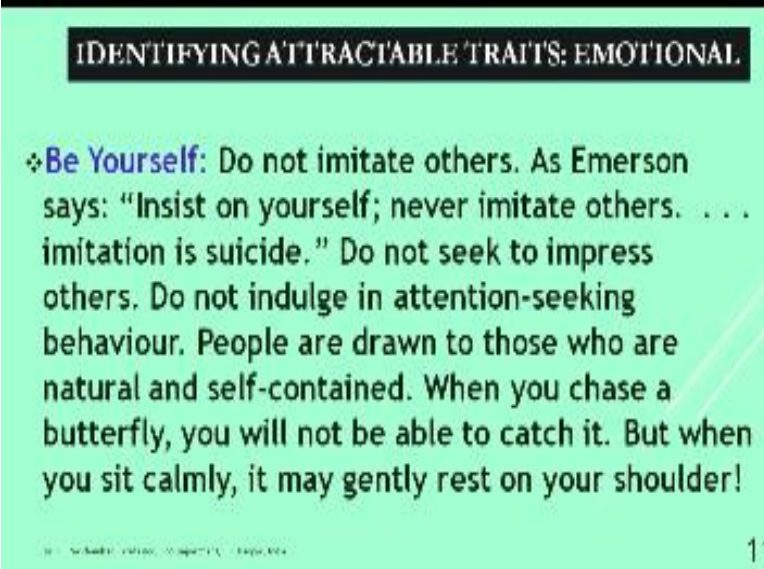
So you need to value yourself and people know that when you value yourself you become attractive they will automatically find you attractive the next point I want to make is in terms of

attractive old right at emotional level love yourself love yourself to be loud by others learn to love yourself in terms of both your efforts the good qualities that you have as well as the limitations the negative qualities that you have try to love both in you and accept both of them and love is not being weak now is not being weak and trying to lean on somebody expecting that a strong person to love you and change you.

So that is what a very infant level immature level now is being strong enough to support another strong person invulnerable moments if you really love someone you first make yourself strong and then give support to another person like you who is also strong enough but at the same time even strong people become vulnerable they become weak at occasions it's at that time you need to make the other person feel that you are in a team and then you are willing to help the other person that.

So you can show that you're loving yourself and you are loving the other person and then in terms of emotionally level finally I would like to conclude by saying that learn to be yourself start loving you loving you and just be you do not imitate others Emerson says insist on yourself never try to imitate others and he says that imitation is suicide when you try to live like others you are killing what is original injure and at the same time do not seek to impress others.

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IDENTIFYING ATTRACTABLE TRAITS: EMOTIONAL

❖ **Be Yourself:** Do not imitate others. As Emerson says: "Insist on yourself; never imitate others. . . . imitation is suicide." Do not seek to impress others. Do not indulge in attention-seeking behaviour. People are drawn to those who are natural and self-contained. When you chase a butterfly, you will not be able to catch it. But when you sit calmly, it may gently rest on your shoulder!

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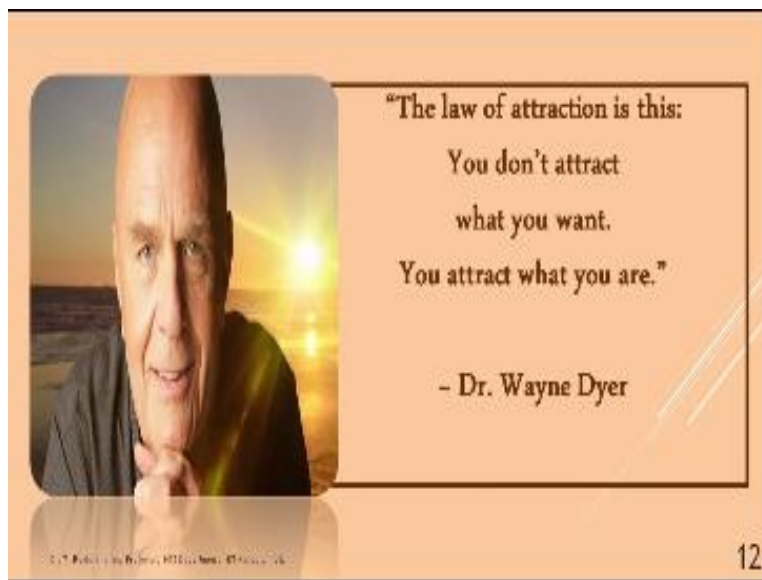
Do not try to behave in a manner that others will like you and do not indulge in attention seeking behavior if others are not noticing you do not have to do something funny or near to make those people pay attention towards you. However people are drawn to those who are naturally and self-contained if you do not indulge in attention seeking behavior or try to impress others people will find you attractive naturally.

And as it is said normally look at a butterfly when you chase a butterfly you will not be able to catch it will forever elude from you but when you sit calmly in the garden amidst so many butterflies one of them two of them three of them when they look at you sitting very calmly gently they may come and rest on your shoulder okay. So that is like when you chase for people they will always be elusive and they will be always alluding you but when you are focused on being yourself and when yourself contained and when you realize that you alone will be your best friend and you alone will survive you can be independent.

But at the same time being interdependent you are able to make two people and more than two happier. So in that sense you try to create a bond so that is where you seek others but not to impress others not to create this attention seeking behavior which will actually make people

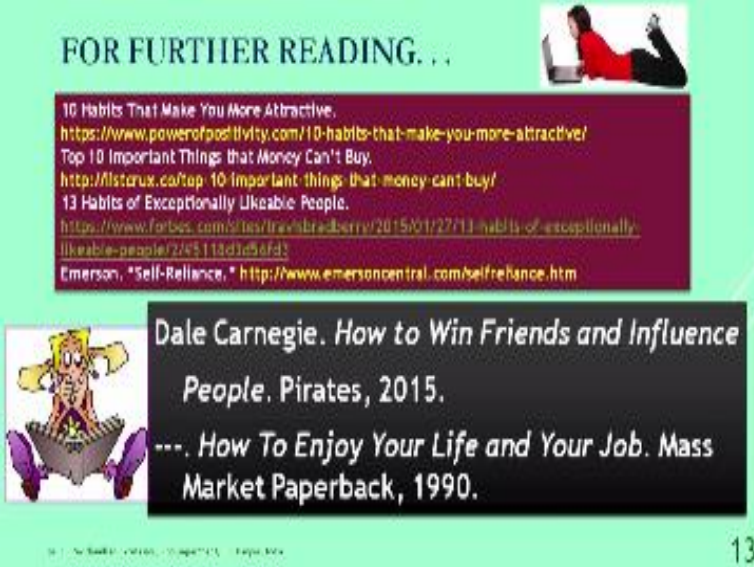
irritated about you, so do not do those things and just remember this butterfly analogy be quite and then the butterfly will come and sit on your shoulder in a very gentle manner I leave you with one interesting quote from dr. Wayne Dyer about the law of attraction koten kothesis the law of attraction is this you do not attract what you want your attract what you are you do not attract what you want.

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So if you want a truthful person to be your partner unless you are truthful you will not get one that is the message of this code. So to attract what you want so you have to make yourself attractively in such a manner that what you want will come automatically to you so that is about the law of attraction there are some interesting online articles which I have listed here about ten habits that make you more attractive top ten important things that money can buy thirteen habits of exceptionally likable people.

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FOR FURTHER READING. . .

10 Habits That Make You More Attractive.
<https://www.powerofpositivity.com/10-habits-that-make-you-more-attractive/>

Top 10 Important Things that Money Can't Buy.
<http://Mistorux.co/top-10-important-things-that-money-cant-buy/>

13 Habits of Exceptionally Likeable People.
<https://www.forbes.com/sites/travisbrauberry/2015/01/27/13-habits-of-exceptionally-likeable-people/2/43113d3d58fd3>

Emerson, "Self-Reliance," <http://www.emersoncentral.com/selfreliance.htm>

 Dale Carnegie. *How to Win Friends and Influence People*. Pirates, 2015.
---. *How To Enjoy Your Life and Your Job*. Mass Market Paperback, 1990.

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Now you can take a quick look at them and as well as the previous books that I have mentioned this is just like if you want to know more about this but if you are able to start following this very soon you will develop this attractive personality. In the next lesson I am going to talk about the spiritual level and I will come back with some interesting stories until then I say bye and thank you so much for watching this video.

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