

Indian Institute of Technology Kanpur

National Programme on Technology Enhanced Learning (NPTEL)

**Course Title
Enhancing Soft Skills And Personality**

**Lecture - 20
People Skills-5: Being Attractive-2**

**by...
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Hello my dear participants I am very happy to welcome you all back to my course on enhancing soft skills and personality particularly at this point.

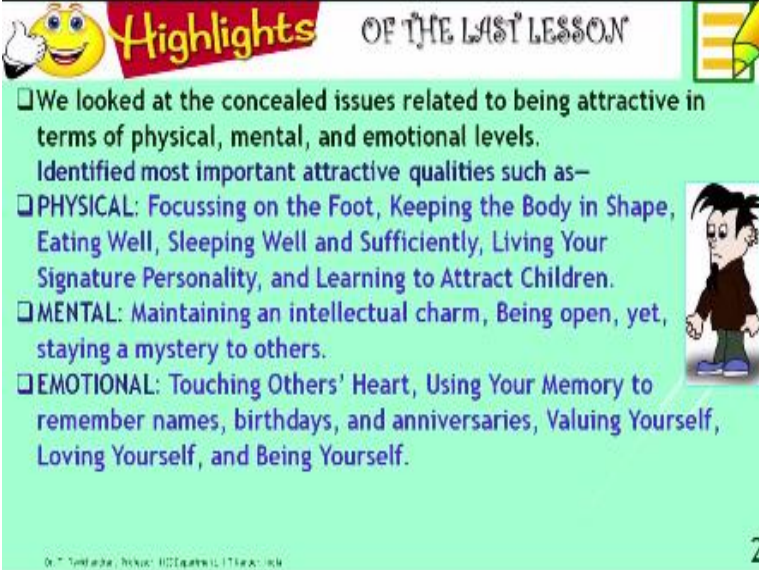
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Because we are on the fourth week and this is the 50-unit that is the last unit of fourth week which means you have completed off of the course so congratulations to you and then happy participation in the coming assignment also but this means that you have been doing a great deal in terms of discourse and just another off and then looking at your responses we are able to see

that you are able to grasp the course and you are with the course who you are liking it and hope you are able to being personal benefit out of it. Now this is people skills fifth unit and then particularly this the second part of being attracting and overall this is lesson number 20, so let us look at the highlights of what I did in the last lesson.

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Highlights OF THE LAST LESSON

- We looked at the concealed issues related to being attractive in terms of physical, mental, and emotional levels. Identified most important attractive qualities such as—
- **PHYSICAL:** Focussing on the Foot, Keeping the Body in Shape, Eating Well, Sleeping Well and Sufficiently, Living Your Signature Personality, and Learning to Attract Children.
- **MENTAL:** Maintaining an intellectual charm, Being open, yet, staying a mystery to others.
- **EMOTIONAL:** Touching Others' Heart, Using Your Memory to remember names, birthdays, and anniversaries, Valuing Yourself, Loving Yourself, and Being Yourself.

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In the last lesson we looked at the concealing issues related to being attractive in terms of physical mental and emotional levels and we identified most important attractive qualities such as in terms of physical level focusing on the foot instead of focusing on the face, keeping the body in shape by doing regular exercise and then by maintaining proper diet and then in terms of that eating very which means eating rich food not junk food and eating in proper time and sleeping well in time and sleeping sufficiently.

In terms of seven to nine hours and not keeping yourself awake during the devil server that is three o'clock midnight or early in the morning. Now the next important aspect that I discussed was to develop your unique signal right and then leave that signature personality such as the uniqueness that you will remember in terms of great personalities like Charlie Chaplin or Mahatma Gandhi or even mother Teresa so immediately you will remember her white color a

tear and then whatever comes to your mind like Jawaharlal Nehru the jacket immediately the rose is love for children so develop boat is unique in you and try to make that manifested in terms of developing your personality and that becomes the signature personality, so develop that and overall I said that in terms of the physical level you should also learn to attract the children so if you are able to attract the children which is not that easy unless you are a genuine person.


You will not be able to do that at the mental level I focus on things like maintaining an intellectual charm by being able to engage people with lot of interesting ideas especially good thoughts which you have collected from books various sources and which you are willing to share it with others and being open it staying a mystery to others keeping certain things a bit mysterious so that people keep guessing about your own drill drive why you are interested in doing certain things which normally other peoples are shying away from and so on.

And the emotional level you need to touch others ha so the connection has to be at the level of thought and then I said that you should use your memory to remember names birthdays and anniversaries and then you should learn to value yourself so that you will be valued by others you should love yourself so that others we start loving you and overall I said just be yourself so do not imitate others do not try to impress others do not indulge in any attention seeking behavior people will be attracted to you if you learn to be self-contained, calm and composed.



And then you are with yourself if you are comfortable with yourself you should know that others will find you attractive and they will be comfortable with you also know the most interesting aspect about attracting others and having looked at the concealed issues related to being attractive.

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HOW TO ATTRACT OTHERS?



❖ Having looked at the concealed issues related to being attractive in terms of physical, mental, and emotional levels, in this lesson, we will focus on the spiritual level.



Dr. T. Tondarajaperumal, Professor, IIT Madras, India

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In terms of physical mental emotional levels in this lesson we will focus on the spiritual level.

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IDENTIFYING ATTRACTABLE TRAITS: SPIRITUAL

- ❖ **Practice Mindfulness:** Be emotionally balanced and learn to live in the present moment—this means neither feeling anxious about an unknown future nor getting bogged down with a depressive past.
- ❖ **Read:** *The Power of Now: A Guide to Spiritual Enlightenment* by Eckhart Tolle. According to the book, only the present moment is important. Desperate attempts to control past influences and future anxieties will give only pain. Instead, one needs to relax in the NOW.

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Now in terms of identifying attractable traits at a spiritual level first I will say practice mindfulness what is meant by mindfulness being full of your mind at the moment where you are present this means you should be emotionally balanced and you should learn to live in the present moment we should neither feel anxious about an unknown future that future should not intimidate you nor get bogged down with a depressive past you should read the book by Eckhart Tolle the power of now a guide to spiritual enlightenment.

Now this book the power of now tells you that only the present moment is important and you are desperate attempts to control past thinking that you can control your life the author says an illusion and when you try to control future anxieties others trying to control past influences or trying to control it future anxieties will give only paying.

Instead what the author and the book tries to teach you is to learn how to relax in the now and live fully mindful in the present so that is the most important spiritual try that if you are able to develop when you are able to shield yourself insulate yourself from the pressures of the past and the anxieties of the future and if you are able to focus on the present moment to the task at hand as they say when you see Purdy you just focus on sipping the tea do not keep the mind elsewhere

even when you drink the water enjoy drinking the water so that will make you healthy charismatic, charming and very attractive to others.

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IDENTIFYING ATTRACTABLE TRAITS: SPIRITUAL

❖ **Make Deeper Connections:** Connect to people at a deeper, spiritual level. Motivate them to operate at a high level of aspiration that causes self-awareness and leads to self-actualisation. Address their innermost fears and worries. Offer solace. Encourage them to acquire those qualities that money cannot buy for them like—*Respect, Trust, Loyalty, True Friends, Genuine Love, Care and Concern, Inner Peace, Sweet Dreams, Happy Memories.*

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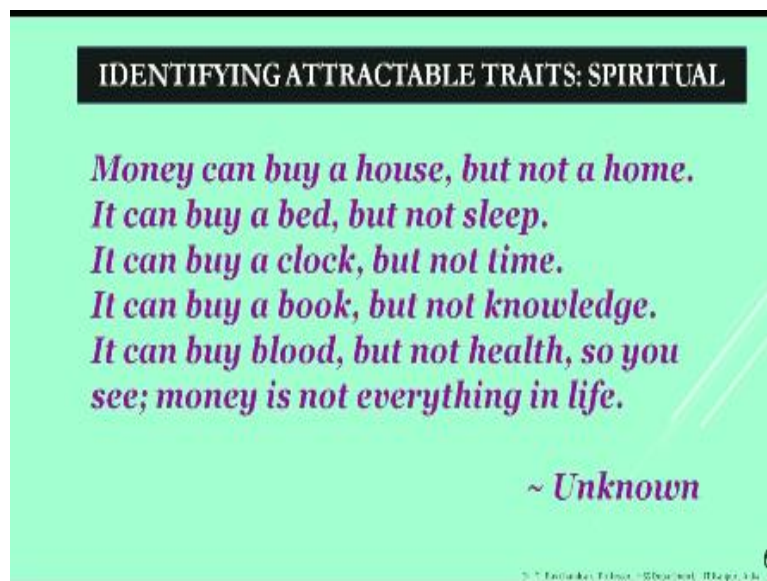
Now at the spiritual level it should also make deeper connections apart from touching people at the emotional level try to connect to people at a deeper spiritual level now motivate them to operate at a high level of aspiration that causes self-awareness and leads to self-actualization many people work at a very normal mundane level you try to motivate you try to alleviate their lifestyle you try to uplift them you try to make them realize that there is higher level of aspirations.

One can have instead of getting bogged down with what is mundane and what is being get caught in this kind of rat race so if you slightly lead them to self-actualization and cost them self-awareness they will try to connect to you as a spiritual level and try to address their innermost fears and worries by sharing your innermost fears and worries and that is how you will connect and you can offer solace comfort.

Make them feel that that is something normal with all human beings and increase them to acquire those qualities that money cannot buy for them this is how you can actually connect with them spiritually encouraging them to acquire those qualities that money cannot buy for them and remember when you encourage you first try to emulate those qualities such as respect so money cannot buy trust loyalty, true friends and genuine, love care and concern, inner peace whatever money you are willing to spend you cannot give that inner peace sweet dreams there is rich business people to keep saying that they get only nightmares so they stop getting sweet dreams and happy memories.

Again people who look apparently materialistically successfully often they regret their life because they say that they do not cherish they do not have any happy memories.

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Look at this unknown knock out that typifies things which you cannot by using money what money can buy and where it is limited, what are the limitations of money and why you should try to connect people at a spiritual level, money can buy a house but not a home it can buy a bed but not sleep it can buy a clock but not time, it can buy a book but not knowledge, it can by blood

but not health so you see money is not everything in life. The next important and attractive trait that you should develop at a spiritual level if you should help without expectations.

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IDENTIFYING ATTRACTABLE TRAITS: SPIRITUAL

- ❖ **Help Without Expectations:** Help others without expecting anything in return. It's the ultimate quality that makes you very attractive! **Story of the hunchback: "The evil you do, remains with you! The good you do, comes back to you!"**
- ❖ **Pay It Forward:** Return the good that someone did for you to someone else. Instead of paying back to the original benefactor, return it to someone needy. [Watch the movie: *Pay It Forward* (2000)]

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You should help others without expecting anything in return and it's the ultimate quality that will make you very attractive, when people know that you are a person who is just helping and expecting nothing in return and you are doing without expecting anything in return people will find you the most attractive in this context I would like to tell you a story a very interesting story which appealed to me and definitely will appeal to you in terms of helping others and doing something without any expectation and it also tells you issue with the message that the Eagle you do remains with you the good you do comes back to you.

What is the story just a story of a hunchback so hunched like you know a person who is not able to stand direct so he always walks with this hunch back and he is a beggar so he is not able to work so he is actually getting things from other people and living by what he gets as arms and every day he happened to pass by one house where there is a lady a mother and then she makes some bread for the family and she leaves one set on the window so that the person who is passing by that window pane so he can just take from the window and the person happens to be

this hunchback and every time he is taking the bread from the house he says this thing the evil you do remains with you the good you do comes back to you.

Now every day the lady listens to this and she slowly she starts feeling irritated and annoyed and she feels that every day I am giving this person one set of bread and then without showing any gratitude this person says this tome and then it does not sound good so he is ungrateful fellow and I should teach him a lesson thinking so the lady thinks that what is the use of this person living, so rather she should give poison okay she instead of putting only butter and jam she thinks that she will add some poison that will kill the person immediately so she mixes poison on that day and then puts butter and jam over it conceals it and then she just plans to keep it in the window.

Now the time she is planning to keep and then she has taken it and she is about to it there her hands thoughts slightly rumoring she feels that what am I doing this person is just annoying me and then I mean going to just giving the biggest punishment and what right I have to do this so this is real evil thinking of killing him so for a moment she thinks and then she throws that thinking that how did I get this thought and she throws that in the kitchen and then in the burner and then it gets burnt.

Now this mother only son in a fit of moment in a coral with her in a bit of coral with her he gets angry and then he runs away from the home and each day she is expecting that her lovely son would return he will forgive her and then he would come back and this person has not come for a long time. Now suddenly this day when she thought of giving that poisonous bread to the hunchback beggar the Sun appears at her doorstep and he is very lean and thin and he is wearing shabby clothes and he looks as if she was about to die but surviving somehow and then the sin says mother it is a miracle that I am here because I would have died the few miles away from the home.

But I saw a hunchback and then he was having a set of bread and then I asked him to spare that to me because I was hungry and I thought I would die without eating anything and then the hunchback beggar said that my need was higher than his need and then he happily shared that

with me now I ate it and because I ate it I was able to walk little further and reach our home listening to this the mother shuddered with the torque that what would have happened if she had kept that poisonous bread for the Hunchback and that bread would have been given to her own son and her own son would have died on the spot.

So and then she remembers the truth in the statement the hunchback was making that the evil you do remains with you the good you do comes back to you, so if she had poisoned it at son would have died but she did the good thing of not poisoning and giving another fresh bread piece to the Hunchback the good thing that she did her son came back safely and alive. Now as a concluding thought in terms of connecting to people spiritually and maintaining that spiritual connection I would like to tell you that you should pay it forward it is not a new thought of mine but it becomes so popular and become highly philosophic and even has become a kind of idiom what does it mean pay it forward.

It simply means written the growth that someone this for you to someone else not to the person feels they look good for you so instead of staying back to the original benefactor return is to someone needy. Now in this context you should watch the movie pay it forward which was released in the year 2000 it is a very beautifully made movie it touches your soul your heart and you will make it connect to people at a spiritual level and you should start practicing this feed forward. Now to understand it fully I would say that you should watch the movie and enjoy it and feel that the spiritual connectivity but a very small story that is getting circulated in internet I would like to share it with you in terms of paying it forward this is the story.

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PAY IT FORWARD: STORY

A man was driving his scooter, when he saw an old lady, stranded on the side of the road. He saw that she needed help. So he stopped his scooter near her Mercedes car and got out.

He smiled, while he was approaching her, still she was worried, as nobody had stopped for hours. Moreover, he did not look safe, as his appearance was so poor and shabby. He could see, how frightened she was, so he tried to calm her: "I'm here to help you, don't worry. My name is Ankit."

The tire was flat, so he had to crawl under the car. While changing the tire, he got dirty and his hands were hurt.

When the job was done, she asked how much she owed him for his help. Ankit smiled. He said: "If you really want to pay me back, the next time you see someone, who needs help, give that person the needed assistance. And think of me."

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A man was driving a scooter when he saw an old lady stranded on the side of the road he saw that she needed help so he stopped his scooter near her must this car and got out so obviously he is very rich and this guy is very poor his mind when he was approaching her think she was worried as nobody had stopped forever and that area was not looking safe so and this guy is also not looking safe so his appearance was so poor and shabby so she was bit nervous, he could see how frightened she was so he tried to calm her he said I am here to help you do not worry my name is Ankit.

The tire was flat so he had to crawl under the car while changing the tire she got dirty and his hands were hurt when the job was done she asked how much she owned him for his help Ankit smiled, he said if you really want to pay me back the next time you see someone who needs help give the person the needed assistance and think of me.

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PAY IT FORWARD: STORY . . .

At the same evening, the lady stopped by a small cafe. That place looked dingy. Then she saw a waitress, nearly eight months pregnant, wiping her wet hair with a towel. The waitress had a sweet friendly smile, although she had spent on her feet the whole day. The lady wondered how someone, who has so little, can be so kind and giving to a stranger. Then she remembered Ankit. The lady had finished her meal and paid with a five hundred rupee note. The waitress went to get change and when she came back, the lady was gone. She left a note on the napkin: "You don't owe me anything. Somebody once helped me, just like now I'm helping you. If you really want to pay me back, do not let this chain of love end with you." The waitress found five more two thousand rupee notes under the napkin.

That night the waitress came home earlier. She was thinking about the lady and the money she left. She was wondering, how the lady could know, how much she and her husband needed it, especially now, when the baby will soon arrive. She knew that her husband worried about that, so she was glad to tell him good news. Then she kissed him and whispered, "Now everything will be all right. I love you, Ankit."

(adapted from <http://www.inspirationalstories.eu/stories/inspirational-stories-about-helping-others/>)

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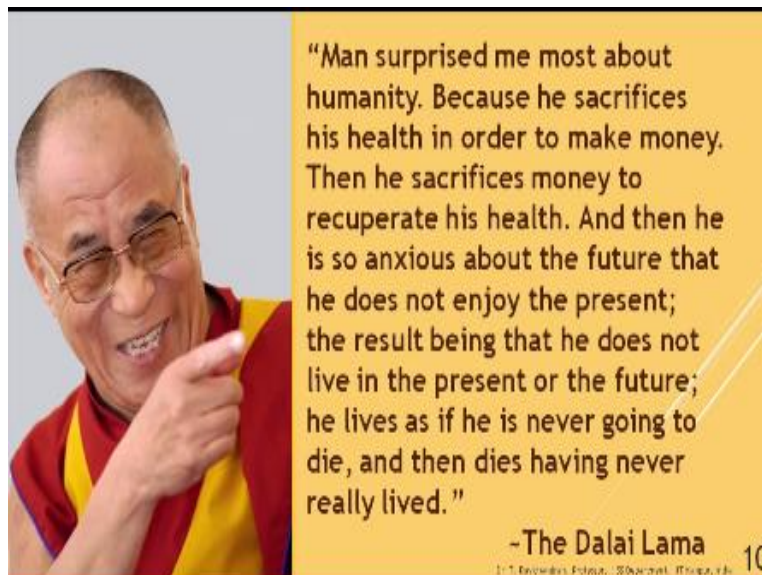
At the same evening the lady stopped by a small cafe that place looked dingy then she saw a waitress nearly eight months pregnant wiping her wet hair with the towel. The waitress had a sweet friendly smile also she had spent on her feet the whole day she was not showing the diagonal frustration on his face the lady wondered how come on who has so little can be so kind and giving to your stranger and then she remembered Ankit the lady had finished her meal and paid with a 500rupee note the waitress went to get change and when she came back the lady was God.

She left a note on the napkin saying you do not owe me anything somebody wants helped me just like no I am helping you if you really want to pay me back do not let this stain of love end with you the waitress found five more two thousand rupee notes under the napkin that night the waitress came home earlier she was thinking about the lady and the money she left she was wondering how the lady could know how much she and her husband needed it especially, now and the baby will soon arrive so the husband is jobless and wife is just earning little money and they will need at least this 10,000 rupees even for a normal delivery of the baby and they were so worried us where they can get this money and they had already got enough loan and they were so concerned about that.

And she knew that her husband worried about that so she was glad to tell him good news that she has at least got the money, so that night then she kissed him and whispered now everything will be alright I love you I will get so you understand now that it is the same Ankit who helped the lady for changing the tire and the lady out of gratitude since Ankit refused to take her help immediately and said that you pay it forward she wanted to pay it forward to this lady who needy and she knows that she needs money for proper delivery and she kept the money for that purpose and that made this lady happy and then she brought it and then she told her husband with none other than the same person who helped the lady.

Now the group you do definitely comes back to you and pay it forward says you do it without even expecting it and then try to pay it forward just keep this love circle growing and if you are able to do that you will soon make the place a very lovable and spiritually connectable place. Now let us end this lesson with an interesting quote from the Dalai Lama when he was asked in an interview what is it that surprises him so much what aspect of the world or what thing in the world surprised him the most he said man and this is what he says he says man surprised me most about humanity.

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Because he sacrifices his health in order to make money then he sacrifices money to recuperate his health and then he so anxious about the future that he does not enjoy the present, the result being that he does not live in the present or the future he lives as if he is never going to die and then dies having never really lived this beautifully sums up the weeks thought in terms of making user is likable, in terms of avoiding yourself being totally dislikable by others and developing attractive qualities as a physical mental and emotional level and more than emotional level it is important to develop the spiritual connectivity in terms of being attractive.

And the summing up thought is that live in the moment and then develop things acquire things which money cannot buy and then pass on things paid forward in terms of goodness that again money cannot compensate, so with that thought I would like to tell you that apart from the materials which I mentioned in the previous lecture you should also take a look at this Eckhart Tolle book *The Power of Now*.

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The slide is titled "FOR FURTHER REFERENCE..." and features a collage of references. On the left is the movie poster for "Pay It Forward" starring Kevin Spacey, Helen Hunt, and Haley Joel Osment. To the right of the poster is a dark purple box with white text listing three websites: "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://listcrux.co/top-10-important-things-that-money-cant-buy/), and "13 Habits of Exceptionally Likeable People" (https://www.forbes.com/sites/travisbradberry/2015/01/27/13-habits-of-exceptionally-likeable-people/2/#5118d3d56fd3). Below this is a blue box with the text "Movie. Pay It Forward." To the right of that is a black box with white text for the book "Eckhart Tolle. The Power of Now: A Guide to Spiritual Enlightenment. New World Library, 2010". At the bottom right is the book cover for "THE POWER OF NOW" by Eckhart Tolle. A small icon of a person sitting at a laptop is in the top right corner. The slide number "11" is in the bottom right corner.

And watch the movie pay it forward so you can get it on DVD you can try to watch it from people who might have even got it copies ,stored it in the hard disk so collected from them find out where you can get a copy but watch the movie okay, and then you will really feel if you have

the virtual inclination in you, you would really feel that it is one movie that can change you also and in fact it is considered to be one of the top 10 movies that can actually change a person and many people have watched it experience the change in themselves. So interestingly this time I am saying that you can even watch a movie instead of all the time telling you that you read something, read something so try to watch this one I would not keep telling you to watch movies but this only one time being I am recommending.

Once again I thank you for being with me for this for weeks and then making me successfully complete half of the course and at this stage I hope that you are trying to experiencing the change you are trying to implement some of the lessons that have been taught to you and as I said unless you try to practice so you will not experience the change actually, let that change happen gradually but for the better in you and thank you so much for being with me and watching this video have a very nice day happy doing this assignment, thank you.

Acknowledgement

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