

Indian Institute of Technology Kanpur

National Programme on Technology Enhanced Learning (NPTEL)

**Course Title
Enhancing Soft Skills And Personality**

**Lecture - 30
Managing Money**

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

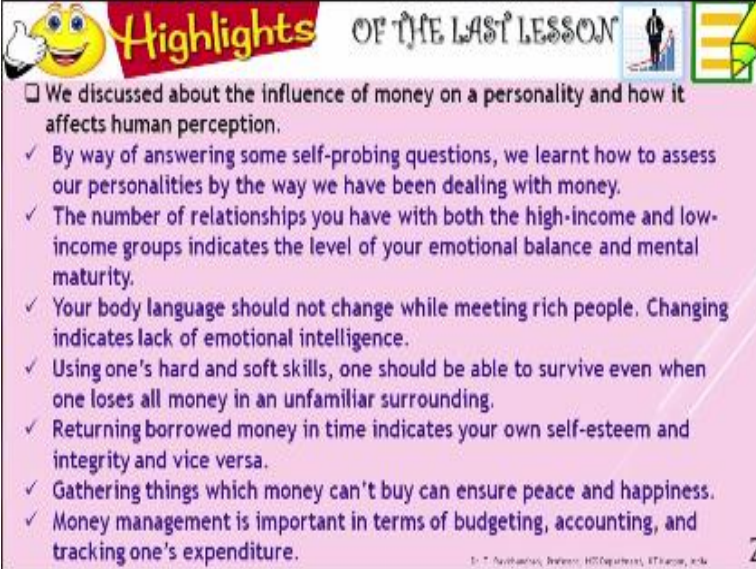
Hello hi welcome back to my course on enhancing soft skills and personality.

(Refer Slide Time: 00:17)



This unit is on managing money this is the sixth week on the last unit number five lesson number 30 so with this I am happy to tell you that you will be completing about forty five percent of the course that is three-fourth of the course will be over only 10 more lectures will be remaining so I hope you have been enjoying doing this course let us take a quick look at what we did it in the previous lecture.

(Refer Slide Time: 00:51)



Highlights OF THE LAST LESSON

- We discussed about the influence of money on a personality and how it affects human perception.
- ✓ By way of answering some self-probing questions, we learnt how to assess our personalities by the way we have been dealing with money.
- ✓ The number of relationships you have with both the high-income and low-income groups indicates the level of your emotional balance and mental maturity.
- ✓ Your body language should not change while meeting rich people. Changing indicates lack of emotional intelligence.
- ✓ Using one's hard and soft skills, one should be able to survive even when one loses all money in an unfamiliar surrounding.
- ✓ Returning borrowed money in time indicates your own self-esteem and integrity and vice versa.
- ✓ Gathering things which money can't buy can ensure peace and happiness.
- ✓ Money management is important in terms of budgeting, accounting, and tracking one's expenditure.

2

We discussed above the influence of money on a personality and how it affects human perception I said that money has become an integral part of human personality and people perceive the way we deal with money or what money does to us in terms of our body language the very talk to people the way we change our body language with regard to people with low income and high income and all that.

So by the way of answering some self probing questions we learned how to assess our personalities by the way you have been dealing with money the number of relationships for example you have it both high income and low income group indicates the level of your emotional balance and mental maturity that is the level of your EQ that is emotional quotient as well as sq spiritual quotient or spiritual intelligence that indicates the way in which you are dealing with these two groups of people and your body language should not change it should be normal even while making rich people or poor people.

Changing of body language indicates lack of emotional intelligence it is your own insecurities and sometimes it is also reflecting your greedy nature to be seen with rich people however those which people are not going to assess you in terms of your personality as a very integrated

personality using one's hard skills as well as soft skills one should be able to survive even when one loses all money in an unfamiliar surrounding so if one relies on oneself once inner resources there is no need to panic even if you are losing money in very strange and unfamiliar surroundings in terms of borrowing returning money returning money in time indicates your own self esteem and integrity and vice versa the opposite.

It indicates your low esteem and lack of integrity if you are not returning money in time not returning without frequent reminders or getting used to abuses by people who have blended money and thinking that you are cheating them all are indicating your low level of self esteem gathering things which money cannot buy can really ensure peace and happiness such as help such as genuine love etc...



Money management in terms of all these generally probing discoveries is very important and in terms of budgeting accounting and tracking once expenditure you need to know how you can manage your money so in this lesson let us try to gain some more insights about how you can manage money but at the same time how you can build your wealth how you can establish yourself as a person and then how you can make yourself buildable instead of believing in some lottery or inheriting some well from your parents or ancestors.

Now let us start with the idea philosophy of becoming wealthy and it is important that you should become very first that is the first thing and if you ask the question.

(Refer Slide Time: 04:17)

BECOME WEALTHY, FIRST!

- ❖ How do people normally become rich?
- ❖ The fortunate ones have inherited, won lottery, found a hidden treasure, incurred huge profit through shares, and then learnt how to retain the wealth.
- ❖ However, many first generation millionaires have created their wealth through their grit, work, and by applying themselves in whatever chosen field.
- ❖ To become rich, you should be thrifty and learn simple ways to manage your money.

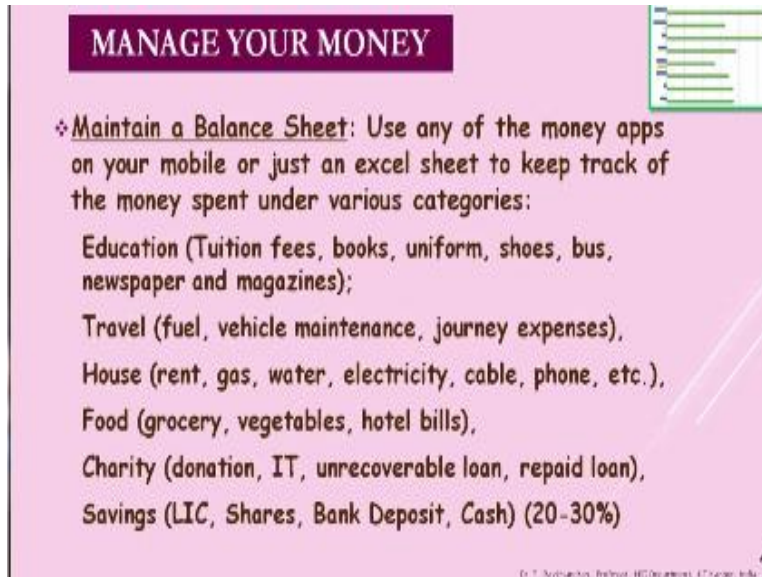


3

How do normally people become rich so the fortunate one have actually inherited from their parents grandparents or they have won lottery or they even found the hidden treasure or sometimes they incurred huge profit through shares in their investment and then they learned how to retain the way it is not just getting this they also learnt how they should be retaining it however if you go for the first generation millionaires almost all of them have created their wealth through their great work and by applying themselves in whatever chosen field.

So you should be thrifty and learn simple ways to manage your money let us look at some simple ways of managing your money the first and foremost thing is to maintain a balance sheet a balance sheet in which you are able to note your income and expenditure now these days you can use any money apps.

(Refer Slide Time: 05:21)



MANAGE YOUR MONEY

❖ Maintain a Balance Sheet: Use any of the money apps on your mobile or just an excel sheet to keep track of the money spent under various categories:

- Education (Tuition fees, books, uniform, shoes, bus, newspaper and magazines);
- Travel (fuel, vehicle maintenance, journey expenses),
- House (rent, gas, water, electricity, cable, phone, etc.),
- Food (grocery, vegetables, hotel bills),
- Charity (donation, IT, unrecoverable loan, repaid loan),
- Savings (LIC, Shares, Bank Deposit, Cash) (20-30%)

4

© T. N. Srinivasan, Professor, IIT Guwahati, 47 pages, 10/10/14

Which are on your mobile phone or you can use it on your computer or on your I Pad or even if you take your diary and then make some lines and then note expenditure and income or you simply use something like an excel sheet to keep track of the money spent that is fine identify the categories like the basic categories that I have identified would include education which might mean tuition fees books uniform shoes bus feed newspaper and magazines and any kind of subscription that you pay in terms of developing knowledge travel.

So it could be the fuel that you use for your vehicle the vehicle maintenance service and then change of tires or repair and generally the journeys that you might be undertaking and the expenses which are incurred during the journey house itself occupies in terms of maintenance and other things lots of expenditure, so it goes in the form of rent gas water electricity cable phone etc.

So now keep track of how much you are spending in all these things make a note every time you spend food is another major category in which you spend money like grocery vegetables even hotel bills when you go for eating outside or when you call for a party how do you spend money and all that charity this includes donation that you might begin or even the tax that you pay the


money that never returns to you unrecoverable loan you gave money to somebody that person passed away and the loan that you keep repaying the loan amount that goes.

So that is under another category that you cannot recover and the most important is savings whether it is in LIC or shares or bank deposit or cash normally they say that at least twenty to thirty percent minimum of your salary should be going to this part that is your savings but the voice invest even more in terms of savings but if you are able to do this if you know where your sprint and then if you are able to keep a track on how this money is going and which category is actually making you spend more and if you are able to reduce okay and then say.

So actually slowly and gradually you will be becoming richer and richer and then there are other tips like on the path of accumulating rate.

(Refer Slide Time: 08:05)

MANAGE YOUR MONEY



❖ There is enough in this world to fulfil your NEED, but not your GREED!

There are enough ways of earning money decently to fulfil your need even if it keeps increasing.

But your greed can never be fulfilled. People lose their lifetime earning owing to their greed. During the Gold Rush in California, many people who left their homes in search of gold never returned, and their family members died in utter poverty.

Many fraudulent e-mails, advertisements lure people by appealing to their greed.

5

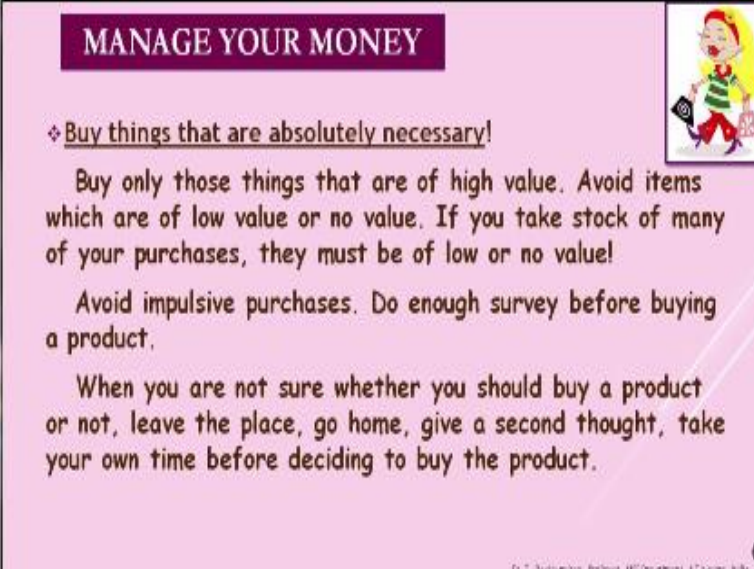
There is enough in this world to fulfill your need but not your greed so there are in a phase of earning money decently to fulfill your need even if it keeps increasing so our needs keep increasing depending upon the growth of the family under requirements of the family members and the people around us so it needs keep increasing but there are ways in which you can make

decent money but if you are greedy then your Greek can never be fulfilled people lose that life time earnings going to the greed so many examples are there like their entire money saved in bank so they invest in some land that comes for low price finally they find out that they got treated for the documents are false and then during the famous gold rush in California for example many people out of their greed they left in search of gold but they never returned.

And the family members died in utter poverty and today in this electronic world where we are surrounded by electronic gadgets so many fraudulent emails advertisements do people by appealing to their greed so saying that you will be getting this just send your account number and other details and people send our code number and other details and the entire money is just washed away to some other account and just because they were foolish to believe that somebody else is going to give so much money for them for nothing.

So just out of Greek people lose funny so for need there are always ways of improving and you should always focus on need and then if the greedy tendency comes you need to curtail that and then today again we are living in this virtual world where desire has been given to us through advertisements and images and we believe that we need to buy things which we actually do not need.

(Refer Slide Time: 10:09)



MANAGE YOUR MONEY

❖ Buy things that are absolutely necessary!

Buy only those things that are of high value. Avoid items which are of low value or no value. If you take stock of many of your purchases, they must be of low or no value!

Avoid impulsive purchases. Do enough survey before buying a product.

When you are not sure whether you should buy a product or not, leave the place, go home, give a second thought, take your own time before deciding to buy the product.

6

And the thing happens when we go to a mall or some shopping center so we look at that we just go for window shopping but then we are getting the appeal of the item so much and then we are tempted to buy so buy things that are absolutely necessary that is another way to become rich so by only those things that are of high value high value things are those things which you cannot live without they are the most indispensable ones and avoid items which are of low value or no value.

So low value is like you can do without them but still you have them no value is you can actually do without some decorative pieces for example you just hang it somewhere and then it keeps accumulating dust and then nobody even sees that nobody even appreciates it you just got some fancy and then you purchased it and then it is just lying on some corner.

So no value things by not adding it is not going to make any difference in your life and then the other important thing is you should avoid impulsive purchases like you go see something and then immediately you buy you need to do enough survey before buying a product especially slightly expensive and make comparison today on the net itself you will be able to make all

comparison and identify the place where you get for the best deal the product and the use your bargaining skills because you always save some money by making a good bargaining.


Most of the times people hesitate to ask for something but when you ask for slight is count concession you actually get it and when you are not sure whether you should buy a product or not so when you are confused after looking at a product leave the place immediately go home give a second thought and if you really feel that the next day after two days still you should go and buy the product it means that the product is indispensable and it is of high value otherwise you just ignore.

If these small simple it takes you will be able to give a thrifty life and then slowly move towards the path of becoming rich but apart from that let us understand that the becoming wealthy is actually a kind of mindset that you need to create and change your personality and develop required soft skills in terms of that when I say that you should be thrifty I do not mean to say that you should not have any aspirations to become wealthy.

(Refer Slide Time: 13:02)

BECOME WEALTHY, FIRST!

- ❖ When I say that you should be thrifty, I don't mean to say that you should not have any aspirations to become wealthy.
- ❖ As suggested in the book title of Robin Sharma, you should be like the "Monk who sold his Ferrari."
- ❖ First apply yourself, learn how to create your wealth.
- ❖ Then, create wealth to the extent possible just to know your self-worth—not for showing-off to others!
- ❖ After creating your wealth, develop the ability to live like a monk, with a detached attachment.
- ❖ Because wealth has an innate transient quality, it cannot remain stable forever with one person. So, detached attachment helps in maintaining balance irrespective of huge gain or loss.



Dr. P. Narayanan, Professor, IISc Bangalore, IT Sengul, India

7

As suggested in the book title of Robin Sharma you should be like the monk who sold his Ferrari what does it mean first you apply yourself you gain all knowledge that is possible apply yourself learn how to create your right and then create wealth to the extent possible just to know you are safe4th not to show off to others after creating your will develop the ability to live like a monk that is the detached attachment.




So whatever happens to your very core property may not affect you will not give you heart attack will not kill you now if you can have the kind of detached attachment money will actually follow you instead of you running after that so that philosophical attitude you need to develop in terms of becoming very first and then you need to understand that weight has an innate transient quality. So it cannot remain stable forever with one person so detached attachment hides in maintaining balance irrespective of huge gain or loss.

(Refer Slide Time: 14:18)

STEPS TO A WEALTHY LIFE

❖ Understand the Transient Nature of Wealth:
(Story: Father's ring: "Even this will pass away").
Moral: You can be a millionaire or a beggar in an instant.

"What have you lost that you cry for?
What did you bring, that you have lost?
What did you create that was destroyed?
What have you taken, has been from here.
What you gave has been given here.
You came here empty handed, and you will leave empty handed.
What is yours today, belonged to someone else yesterday
and will belong to someone else tomorrow."



~ The Bhagavad Gita 8
© T. Subraman, Author, IIG Occasional, IT Nagar, KKR

Now let us look at some steps to your very life the first one that I am trying to drive home the point is that understand the transient nature of way so there is a small story I would like to tell you in terms of understanding the transient nature of weight one person inherit so much wealth from his father and at the deathbed of his father the father actually gives him one dream okay and

then he says that just remember this ring whenever you are in a sorrowful situation and then that is the last word and then he dies.

So this person becomes so rich he does this export-import and earns lot of money and becomes one of the wealthiest persons in his country but it so happens most of the things that he was importing on a ship so there was a shipwreck and then those huge loss and then to the extent that he had to sell all his property and he was almost literally on the root and he was sitting on a bridge and he was completely hot broken and he wanted to commit suicide he wanted to just jump from the bridge and then there was a deep river and he wanted to kill himself.

But at that moment he remember what his father said he thought that his father said something about the ring and then he just takes the ring out and inside the ring it was written even this will pass away so when he read that even this will pass away instruct to him that even this situation where he thinks that money is completely lost and it has destroyed him they pass away that changed his mind set and then he again with the money that he salvaged from the items that were remaining again here started with a very humble beginning but applying himself by using all his skills.




So he again gathered wealth but he always kept that thing in mind that even this will pass away and he gained that wisdom at the crucial moment so the moral of the story with regard to the attitude you should have in terms of money is that it can be a millionaire or a bigger in an instant.

(Refer Slide Time: 16:53)

STEPS TO A WEALTHY LIFE

❖ Understand the Transient Nature of Wealth:
(Story: Father's ring: "Even this will pass away").
Moral: You can be a millionaire or a beggar in an instant.

"What have you lost that you cry for?
What did you bring, that you have lost?
What did you create that was destroyed?
What have you taken, has been from here.
What you gave has been given here.
You came here empty handed, and you will leave empty handed.
What is yours today, belonged to someone else yesterday
and will belong to someone else tomorrow."



~ The Bhagavad Gita 8


So that should not actually affect you and then that should not destroy your personality I always remember this line from the Bhagavad Gita officially it is philosophically but it is more related to the attitude that you should have in terms of money it goes like this what have you lost that you cry for when you cry whatever you actually lost what did you bring because you did not bring anything when you were born that you have lost what did you create that was destroyed.

So everything you created was already there what have you taken has been come here you did not bring anything on your own and what you gave has been given here you came here empty-handed and you will leave empty-handed what is yours today belong to someone else yesterday and will belong to someone else tomorrow so if you understand this thing the transient nature of vague and things that are material we will be able to develop an attitude that will make you prepared for leaving a very wealthy life the next important point in fact this should be the first important point that is you should know health is wealth.

(Refer Slide Time: 18:23)


STEPS TO A WEALTHY LIFE

❖ **Health is Wealth:** Take care of your health.



Many have earned a fortune even after their 60s. You need to be healthy to snatch good opportunities till the ripe old age! As Dalai Lama says: "Man surprised me most about humanity. Because he sacrifices his health in order to make money. Then he sacrifices money to recuperate his health."

A person who seldom goes to hospital has enough opportunities to go to his bank!



Dr. T. Anandaraman, Director, IIS Odessa, 47, Suresh, India

You need to take care of your health and those people who think that oh I never got that break I did not get the chance in my life to become very rich many people have earned a fortune even after their 60s some people are earned a huge amount of money after the retirement so you need to be healthy to snatch good opportunities till the ripe old age so you cannot think that at the age of 30 I did not get a good break so you should not die at the age of 40 because you developed some kind of sickness and you are not able to sustain in a very healthy manner.


And again I would like to recall the codes from the Dalai Lama which we discussed in a previous lesson particularly the part where he talks about health and he says mind surprised me most about humanity because he sacrifices his health in order to make money then he sacrifices money to recuperate his health so a person who seldom goes to hospital has enough opportunities to go to his bank so try to minimize by going to the hospital in terms of treating the illness.

So then you will be able to spend more time on creating your wealth and going to bank for saving the wealth.

(Refer Slide Time: 19:55)

STEPS TO A WEALTHY LIFE

- ❖ Wealth is not just money, gold, and land: Understand that wealth is more than the possession you have in the form of money, gold, and land.
- ❖ Real wealth lies in the physical, mental, emotional and spiritual resources you create for yourself and the people around you.
- ❖ The people around you could be your siblings, children, friends, colleagues, students, neighbours & countrymen.
- ❖ When you make yourself a resourceful person by gathering information and knowledge, by gaining wisdom and common sense, and by developing hard and soft skills, money will chase you.



10

Dr. T. Rameshbabu, Assistant Professor, IISD Department, FT Scopus, India


Now you should also understand wealth is not just money or gold or diamonds and the land that accumulate so it is not just the material wealth that you need to collect understand that wealth is more than the possession you have in the form of money gold and land. Real wealth lies in the physical mental emotional and spiritual resources you create for yourself and the people around you the people around you could be your sibling's children friend's colleague's student's neighbors and countrymen.

Now these people were in your life when you make yourself a resourceful person by gathering information and knowledge gaining wisdom and common sense and developing hard that is technically as well as soft skills money will chase you but it is not that you are gathering these resources for yourself but you need to keep the people around to develop their talents and potentials and they will never feel insecure for lack of money so this goes more for your children or people who depend on you if you can help them to tap the potentials identify their talents.

(Refer Slide Time: 21:17)

STEPS TO A WEALTHY LIFE

- ❖ Develop Indispensability: When you help people around you to develop their talents and potentials, they will never feel insecure for lack of money.
- ❖ In fact, job insecurity is felt only when one's real potentials are unrealized. If you perform like any other average person, you will never be promoted!
- ❖ As M. R. Kopmeyer says: Your only job security is your indispensability. To create your own wealth, you have to be irreplaceable, wherever you are and whatever you do!
- ❖ Investing in yourself and developing core competence at work and establishing your uniqueness should be your primary objective!



11

So they will never be dependent on you so you need to develop that indispensability in you as well as the people around you in fact job insecurity is felt only when once really potentials are unrealized if you perform like any other average person you will never be promoted as a more cop may face your only job security if you are indispensable job security will not come because you work in a government job or a private job is giving so much money and it will never throw you out job security is not coming because you are in a very dominant position and you can threaten other or coerce others to do work.

Job security does not come in all these things it comes only in terms of your indispensability mostly in terms of your core ability so to create your own wealth you have to be irreplaceable so wherever you are and whatever you do so indispensable it means that you have developed your special talent and you are not like any average person you are extraordinary because you have some special qualities which nobody else has you are indispensable in the sense that there is something in the job which only you can do the way you are doing it.

Nobody else can do it the way you are able to do that so everybody knows that it cannot be done by somebody else and then you become indispensable and only when they know that they cannot

replace you so your job becomes secured the moment they know that or what you do can be done 10 times better than somebody else so why should they keep you so you are always in a kind of insecure position.


So investing in yourself and developing core competence at work and establishing your uniqueness should be your primary objective not investing in gold not investing in blank but investing in yourself and making your dependents and others to invest in themselves their abilities so that should be the first primary concern at a major step towards creating your wealth and then in terms of work culture never compromise it perfection although perfection may take its own time for the completion of a task and then when we discussed about procrastination we understood that even perfection may be one of the reasons for procrastination.

But do not have any lame excuses to compromise with perfection okay if you have to make it perfect you should and in this sense I would say you should be like the famous painter and sculptor Michelangelo now let us look at a small anecdote about Michelangelo.

(Refer Slide Time: 24:30)

STEPS TO A WEALTHY LIFE

❖ Never compromise with perfection: Be like Michelangelo!



A friend visited Michelangelo, who was finishing a statue; sometime afterwards, he visited again, the sculptor was still at his work. His friend cried, looking at the figure exclaimed, "You have been idle since I saw you last." "By no means," replied the sculptor; "I have retouched this part, and polished that; I have softened this feature, and brought out this muscle; I have given more expression to this lip, and more energy to this limb." "Well, well," said his friend, "but all these are trifles." "It may be so," replied Michelangelo, "but recollect that trifles make perfection, and that perfection is no trifle."

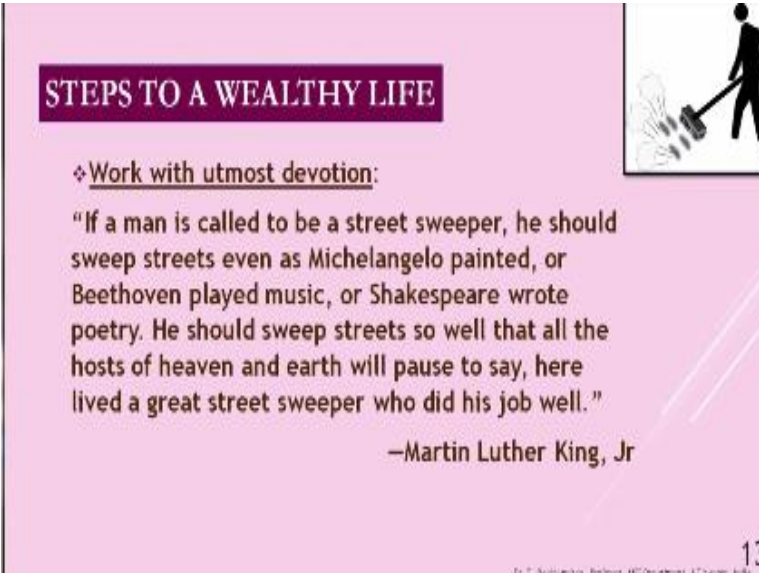
(Source: John Seward, Esq. *The Spirit of Anecdote and Wit*. Vol. IV. London: Walker and Co. Paternoster-Row, 1823.)

12

A friend visited Michelangelo who was finishing a spatula some time afterward she visited again the sculptor was still at his book he cried looking at the figure his friend exclaimed you have been idle since I saw you last so the Frank thought that he has made no progress, so that is what he meant by your being idle the dispatcher looks the same the time that I met you and saw that the last time by no means replied he sculptor Michelangelo I have retouched this pot and polished that I have softened this feature and brought out this muscle I have given more expression to this clip and more energy to this clip very excited friend.

But all these are trifle so crisis means like useless nothing they make very negligible it may be so but replied Angelo but recollect that trifle make perfection and that perfection is not trifle I hope you are getting the point Michelangelo says that these things which appear to be immaterial negligible useless small little things so when you keep touching them and you keep adding them but adds to perfection and then he says perfection is no trifle the perfection is a really great thing and that is not a very small thing that you can ignore.

(Refer Slide Time: 26:16)



STEPS TO A WEALTHY LIFE

❖ Work with utmost devotion:

“If a man is called to be a street sweeper, he should sweep streets even as Michelangelo painted, or Beethoven played music, or Shakespeare wrote poetry. He should sweep streets so well that all the hosts of heaven and earth will pause to say, here lived a great street sweeper who did his job well.”

—Martin Luther King, Jr

13

Dr. T. Aravamudan, Professor, IIG Department, IIT Chennai, India

And the next step towards of wealthy life I would say that you should work with utmost devotion so it is exaggeration to say that you should work with two hundred percent devotion there is

nothing like 200 but there for emphasis I would like to say when you take something it is more than your 100% to 50 utmost devotion again let us look at a small inspiring quotation from Martin Luther King where he says how a person should work in perspective of the job that is involved in the code from him he says if a man is called to be a street sweeper it is just a sweeper on the road he should sleep creep even as Michelangelo painted he should sleep the street as if he is sculpting a statue with utmost perfection or veto and played music or Shakespeare wrote poetry.

So they were only geniuses so you're saying that even when you sleep the street amazing that you are doing it just like a genius he should sleep street so well that all the hosts of heaven and earth will pass to say here leave the great street sweeper who did his job well so what he says is even God should be able to appreciate you for the work that you are doing even as the sweeper of a street so you should be able to do that with utmost devotion that is the point let me conclude with another very interesting anecdote which sums of the ideas that I am trying to make in terms of your job.

The respect that you should have you have for your job which will automatically make you wealthy this is very interesting anecdote about Lincoln.

(Refer Slide Time: 28:10)

"When Abraham Lincoln became the president of America, his father was a shoemaker. And, naturally, egoistic people were very much offended that a shoemaker's son should become the president. They were aristocrats, who thought it was their birthright to be in the highest government post. A shoemaker's son? On the first day, as Abraham Lincoln entered to give his inaugural address, just in the middle, one man stood up. He was a very rich aristocrat. He said, "Mr. Lincoln, you should not forget that your father used to make shoes for my family." And the whole Senate laughed; they thought that they had made a fool of Abraham Lincoln.

Dr. T. Anandaram, Professor, IIT Madras, IIT Kharagpur, IIT Guwahati

14

When Abraham Lincoln became the president of America his father was a shoemaker and naturally egoistic people were very much offended that a shoemakers son should become the president they were aristocrats so belonging to very high and royal family so who thought it was their birth right to be in the highest government post if shoemakers fun on the first day as Abraham Lincoln, enter to give his inaugural address just in the middle one man stood up it was very rich aristocrat he said Mr. Lincoln you should not forget that your father used to make shoes for my family and the whole senate laughed so he was just insulting humiliating Lincoln.

Thinking that he is actually insulting him and they thought that they had made a fool of Abraham Lincoln.

(Refer Slide Time: 29:07)

But Lincoln—and that type of person is made of a totally different mettle—Lincoln looked at the man and said, “Sir, I know that my father used to make shoes in your house for your family, and there will be many others here . . . because the way he made shoes, nobody else can. He was a creator. His shoes were not just shoes, he poured his whole soul in it. I want to ask you, have you any complaint? Because I know how to make shoes myself; if you have any complaint I can make another pair of shoes. But as far as I know, nobody has ever complained about my father's shoes. He was a genius, a creator, and I am proud of my father!”

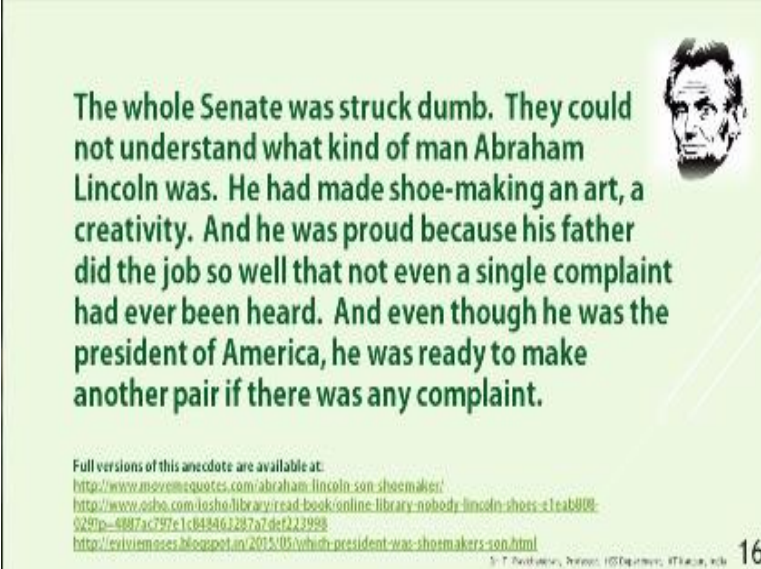
Dr. T. Ramakrishna, Professor, #13 Department, ITI Koppal, India

15

But Lincoln and that type of person is made of a totally different metal Lincoln looked at the man and said sir I know that my father used to make shoes in your house for your family and there will be many others here because the way he may choose nobody else came he was a creator his shoes were not just shoes he poured his whole soul in it I want to ask you have you any complaint because I know how to make shoes myself and if you have any complaint I can make another pair of shoes but as far as I know nobody has ever complained about my father's shoes.

He was a genius a creator and I am proud of my father so even as a shoemaker it is that he was a genius he was a creator just like what Martin Luther King was talking about the swapper who should be like a creator and a genius so listening to this spontaneous reply and retort.

(Refer Slide Time: 20:13)



The whole Senate was struck dumb. They could not understand what kind of man Abraham Lincoln was. He had made shoe-making an art, a creativity. And he was proud because his father did the job so well that not even a single complaint had ever been heard. And even though he was the president of America, he was ready to make another pair if there was any complaint.

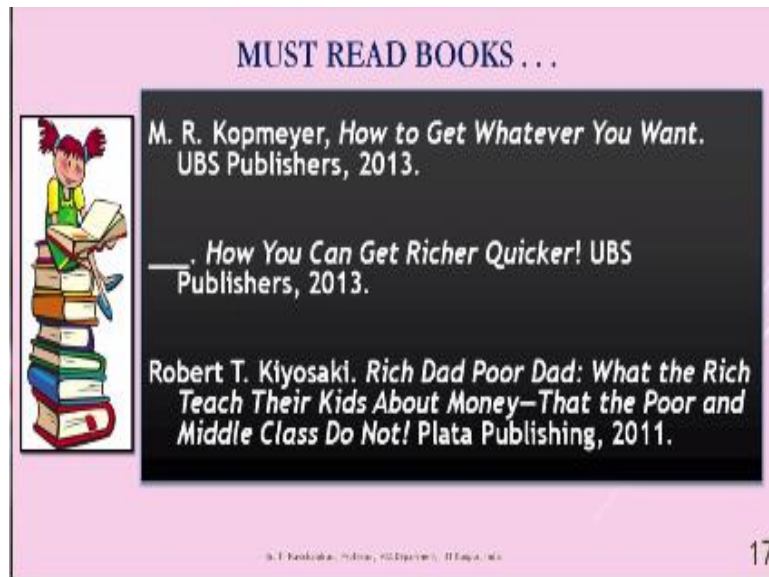
Full versions of this anecdote are available at:
<http://www.motemot.com/abraham-lincoln-son-shoemaker/>
<http://www.asbo.com/losho/library/read-book/online-library-nobody-lincoln-shoes-11ab98-0287p-4887ac797e1c849463287a7def223998>
<http://eviviemoses.blogspot.in/2015/05/which-president-was-shoemakers-son.html>

16

The whole Senate was struck dumb they could not understand what kind of man Abraham Lincoln was he had made shoe making an art creativity and he was proud because his father did the job so well that not even a single complaint had ever been hurt and even though he was the president of America he was ready to make another path if there was any complaint that humility that has brought in from the background of a cobbler a very humble background to the highest one to the level of the president of the United States.

The fact that even whether it is sweeping or whether it is polishing the shoes are making shoes if you are able to do that with utmost devotion and if you are able to take that job as an art as a creative endeavor and as if you're the genius in doing that automatically you will reach great heights and as I said money will chase you do not have to run after money with this thought let me conclude with referring to two must read books.

(Refer Slide Time: 31:31)



Both are written by M. R. Kopmeyer, I just refer to his most famous lines from the book how to get whatever you want your job security ok about that he says that so your only job security is your indispensability and then he gives more steps and then the other book how you can get Richard quicker also comes with lot of valuable ideas and then really it motivates people to get richer quicker in a very decent manner.

Now with this talk we are concluding this week and as I said I am happy that we are concluding the 30th lesson and three fourth of the course we are completing we are completing with a very wealthy rich taught that you should use all your skills apply that and then become not only a healthy person but also every wealthy person. So with this thought let me wish you all the best in all your endeavors and thank you so much for watching this video and thank you so much for being with me for this wonderful 30 lectures we have 10 more and I hope that you stay with me till then thanks again.

Acknowledgement

Ministry of Human Resource & Development

Prof. Satyaki Roy
Co-ordinator, NPTEL IIT Kanpur

NPTEL Team

Sanjay Pal

Ashish Singh

Badal Pradhan

Tapobrata Das

Ram Chandra

Dilip Tripathi

Manoj Shrivastava

Padam Shukla

Sanjay Mishra

Shubham Rawat

Shikha Gupta

K. K. Mishra

Aradhana Singh

Sweta

Ashutosh Gairola

Dilip Katiyar

Sharwan

Hari Ram

Bhadra Rao

Puneet Kumar Bajpai

Lalty Dutta

Ajay Kanaujia

Shivendra Kumar Tiwari

An IIT Kanpur Production

©copyright reserved