

Indian Institute of Technology Kanpur

Nation Programme on Technology Enhanced Learning (NPTEL)

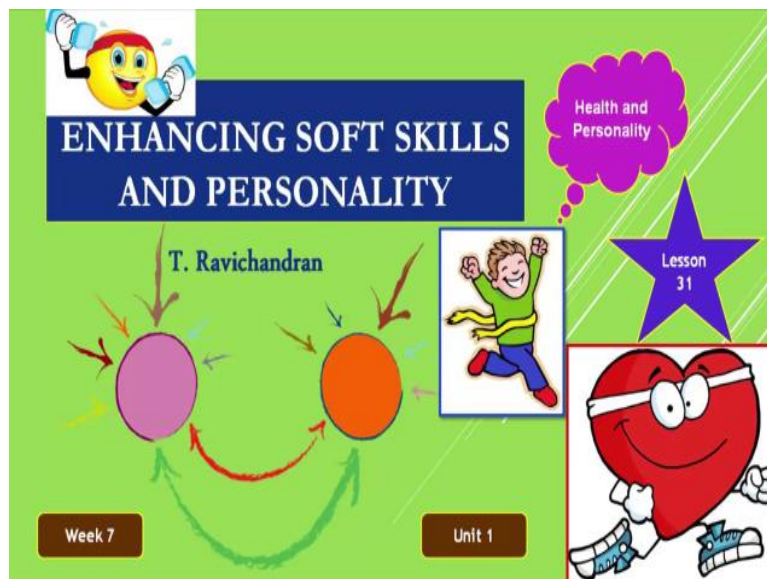
**Course Title
Enhancing Soft Skills And Personality**

**Lecture-31
Health and Personality**

**By
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Dept of Humanities and Social Sciences**

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

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This is week number seven unique number one and lesson number 31. I am going to introduce a very relevant concept in contemporary times which determines so much about your personality. So that is health so we call this modulus health and personality before we start looking at how health is connected to personality and soft skills let us take a quick look at the highlights of the last lesson. In the last lesson we discussed about the ways in which you can create wealth and manage money.

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- We discussed about the ways in which you can create wealth and manage money.
- ✓ I emphasised the point that wealth is not just acquired by inheritance or luck but mostly through grit and hard work.
- ✓ Then I provided some hands-on tips on how to be thrifty and manage one's money. I encouraged you to inculcate the habit of keeping accounts of money spent under various categories. I cautioned you to be clear about your need and greed.
- ✓ I discussed the ways in which wealth can be acquired through fair and honest means, and insisted that one should acquire wealth first before having any intention of spending it. And that you should buy only things of high value.
- ✓ I focussed on the metaphysical concept of wealth, recommending you to have a "detached attachment" towards wealth while ensuring simultaneously that you nurture human values and acquire things that money cannot buy. Such an awareness will come if you understand the transient nature of wealth.
- ✓ Wealth is not just about earning money, but it is more about generating resources through the people around by maintaining an excellent emotional network.
- ✓ Wealth, finally, will follow you if you stay indispensable in your chosen field and execute your work with utmost devotion and perfection in mind.
- ✓ Living healthily will ensure that you live wealthily too! Dr. T. Rajkhandan, Professor, HSS Department, IIT Kharagpur, India

I emphasize the point that wealth is not just acquired by inheritance or luck but mostly through grit and hard work. Then I went ahead and provided some hands-on tips on how to be thrifty and managed once money. I encouraged you to inculcate the habit of keeping accounts of money by maintaining a balance sheet or using any apps on your mobile. To track how you have spent money under various categories.

At the same time I cautioned you to be very clear about your need and greed because need is something that can be satisfied but greed is something that can never be satisfied. And I also continue to discuss with you about the ways in which wealth can be acquired through fair and honest means and insisted that one should acquire wealth. First before having any intention of spending it and in this regard I said if at all you are buying something you should buy only things of very high value.

In the sense that we do not which you will not be able to survive it should be really indispensable as part of your costumes or part of your house management. So without it if you cannot survive then you go by that and then do not go or do not give in to impulsive purchases think twice before you buy when in confusion you just fit the place again in that sense. I focused on the

metaphysical concept of wealth and recommended you to have a detached attachment towards wealth.

While ensuring simultaneously that you nurture human values and acquire things that money cannot buy such awareness will come to you if you understand the transient nature of wealth in. Order to demonstrate the transient nature of felt I give you a small story about a person who had the ring from your from his father. That indicated even this will pass away and he looked at it at a very crucial moment when he lost all his money and then he regained recuperated from that kind of disaster.

Wealth is not just about earning money but it is more about generating resources through the people around by maintaining an excellent emotional network. Wealth finally we will follow you if you stay indispensable in whatever chosen field and execute your work with utmost devotion and perfection in mind. Last but not the least the point that I made at the beginning of the previous lesson is that living healthily will ensure that you live well wealthy too.

Now this module and the next one is going to focus on how you can live a healthy life and why you should live a healthy life and how it is relevant in contemporary times. The first basic question that you might have is how can I link soft skills.

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SOFT SKILLS, HEALTH AND PERSONALITY

- ❖ How are soft skills, health and personality related?
- ❖ Certain human qualities like pleasant smile, firm handshake, confidence in voice, genuineness in eyes, etc., which connote a personality as pleasant, cheerful, friendly, confident, caring, helpful are determined by the health condition of a person.
- ❖ Minor indispositions such as headaches, stomach upsets, body pain to major diseases like ulcer and terminal diseases like cancer will rob off the liveliness and enthusiasm from any person.

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A personality with help how is soft skills health and personality related? Now if you look at certain human qualities like pleasant smile enchanting smile attractive smile firm handshake confidence in voice genuineness in eyes etc. Which cannot the personality as pleasant or cheerfully friendly confident and carrying helpful they are all determined by the health condition of a person.

Minor dispositions like minor illness such as headaches stomach upsets body pain two major diseases like ulcers and terminal diseases like cancer will rob of the liveliness and enthusiasm from any person also degrees and certificates.

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SOFT SKILLS, HEALTH AND PERSONALITY

- ❖ Although degrees and certificates can take one to the interview it's the body language that creates a lasting impression.
- ❖ Major positive impressions are formed by a subconscious assessment of the candidate's health.
- ❖ Apart from ensuring that the candidate is technically qualified, employers would like to ensure that the candidate is healthy enough to withstand tough job conditions.
- ❖ Fitness may be an overt or covert requirements in some jobs. For instance, if a job requires lot of running around, the employer may naturally prefer a slim person over an obese one.
- ❖ Healthy and fit individuals generally get short-listed for higher positions that demand leadership qualities because the leader needs to be healthy to inspire the followers.



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Can take one to the interview it is a body language that creates a lasting impression. We had discussed enough about the impact of nonverbal communication in the previous lectures. So you may take a quick look at that particularly the ones related to interviews were about even 93% of the impression that is actually created is mostly because of the body language. So the degrees and certificates can take you to that table in which the interviews getting conducted but the major positive impressions are formed by a subconscious assessment of the candidate health.

What does it mean actually the people who are interviewing subconsciously they are just trying to take cues about your sound help ok so if their mind is telling that you will not fit in terms of health so the mind will automatically starts finding reasons for rejecting you. Apart from ensuring that the candidates technically qualified employers would like to ensure that the candidate is healthy enough to withstand tough job condition will you be able to stand in the site for a long time.

So do you have the stamina in some cases thickness assets may be an overt or covert requirements in some jobs like overtly they will say we need this kind of person this height to this structure and this kind of ability to work in this area ability to travel for long hours and all

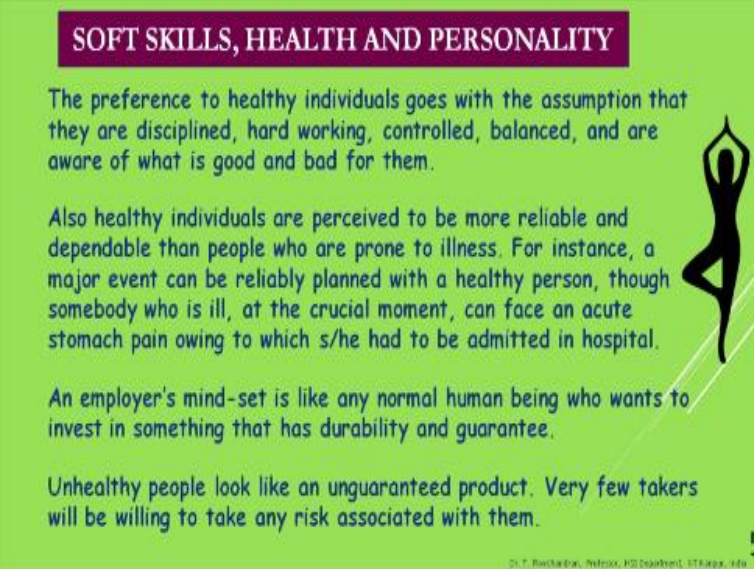
that. In certain cases they do not tell you this so it is hidden and for instance let us say if a job requires lot of running around the employer may naturally prefer a slim person over an obese one. So the employer obviously knows the obese person literally cannot run around do things or will feel tired and feel exhausted or will not have the speed of a slim person.

A slim person can obviously move faster than the one who is obese. Now these things they may not tell you but they gather this kind of information in the subconscious mind and they find excuses for rejecting you through your paper qualifications. Which they do not state overtly but then the actual reason may be because of your health conditions. So you have to be very careful and conversely the other thing is also true.

Maybe there is some weakness in your certificate or degree but you look very healthy so you look very healthy handsome or beautiful attractive and charming and they need some dynamic person like you so they can overlook some of the limitations in your cv because of your health. So it can both positively in virtually a good job it can work negatively in deterring you to get a very good job.

So both are possible in general healthy and fit individuals generally get shortlisted for higher positions they get promoted faster and especially the ones that demand leadership qualities they actually look for healthy individuals. Reason the leader needs to be healthy only then the leader can inspire the followers.

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SOFT SKILLS, HEALTH AND PERSONALITY

The preference to healthy individuals goes with the assumption that they are disciplined, hard working, controlled, balanced, and are aware of what is good and bad for them.

Also healthy individuals are perceived to be more reliable and dependable than people who are prone to illness. For instance, a major event can be reliably planned with a healthy person, though somebody who is ill, at the crucial moment, can face an acute stomach pain owing to which s/he had to be admitted in hospital.

An employer's mind-set is like any normal human being who wants to invest in something that has durability and guarantee.

Unhealthy people look like an unguaranteed product. Very few takers will be willing to take any risk associated with them.

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Again to continue with the link between soft skills health and personality .the preference of healthy individuals goes with the assumption that they are disciplined hard-working controlled balance and are aware of what is good and bad for them. So without discipline they would not get up early in the morning without discipline there is not be able to go to gym or go to the stadium and do some exercise.

Without control they not be able to stop some of their bad habits without balance so they know like how they can utilize the time for recreation how they should spend the time in work. So when to sleep and went to work so this kind of violence and knowing what is really good and bad in terms of diet in terms of any healthy habits. So that goes without saying as far as a preference for the healthy individuals are concerned.

Also healthy individuals are perceived to be more reliable and dependable than people who are prone to illness because again surprising but if you look from the factual angle you will realize that it should be true. For instance a major event can be reliably planned with a heavy person because you know that this person will get up in time reach the office in time and he will not fall sick at the last moment.

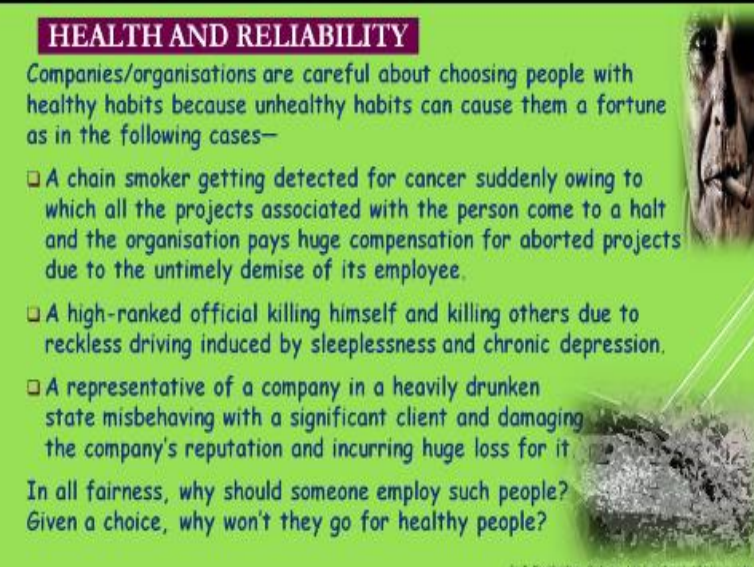
So somebody who is really and you know the person is will cannot rely on the person so much because at the crucial moment this person can face an acute stomach pain or some other pain and going to which you get the news that the person has to be admitted in hospital and the event cannot be managed successfully effectively without this person and the entire program surface. So the reputation of the company or the one who organized the event goes down.

So that is why people want to rely on healthy individuals. If you take the perspective of the employers again you will find that they are not wrong employer says mindset it is like any normal human being who wants to invest in something that is durability and guarantee. So when you buy something and especially when you buy an expensive thing you want to know how durable it will be and what kind of guarantee is there it is a is there a money-back guarantee is there a complete replacement guarantee.

If they try to repair the things will they repair it properly? So you just want to know based on the guarantee you rely on the product and just like the way employees mindset also works in that manner that they just want to get some assurance. That this person is healthy and you will never falter. So I can bet on this one in terms of reliability. Unhealthy people on the other hand look like an unguaranteed product and very few takers will be willing to take any risk associated with it.

So why someone would buy something when they say that oh this is just use and throw but very expensive so though no repair no guarantee. Now why would somebody take that and the same way why would an employer hire someone who is likely to be a major source of problem trouble and then instead of being an asset. So this person is going to be a liability so why would an employer go for this kind of person.

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HEALTH AND RELIABILITY

Companies/organisations are careful about choosing people with healthy habits because unhealthy habits can cause them a fortune as in the following cases—

- ❑ A chain smoker getting detected for cancer suddenly owing to which all the projects associated with the person come to a halt and the organisation pays huge compensation for aborted projects due to the untimely demise of its employee.
- ❑ A high-ranked official killing himself and killing others due to reckless driving induced by sleeplessness and chronic depression.
- ❑ A representative of a company in a heavily drunken state misbehaving with a significant client and damaging the company's reputation and incurring huge loss for it.

In all fairness, why should someone employ such people?
Given a choice, why won't they go for healthy people?

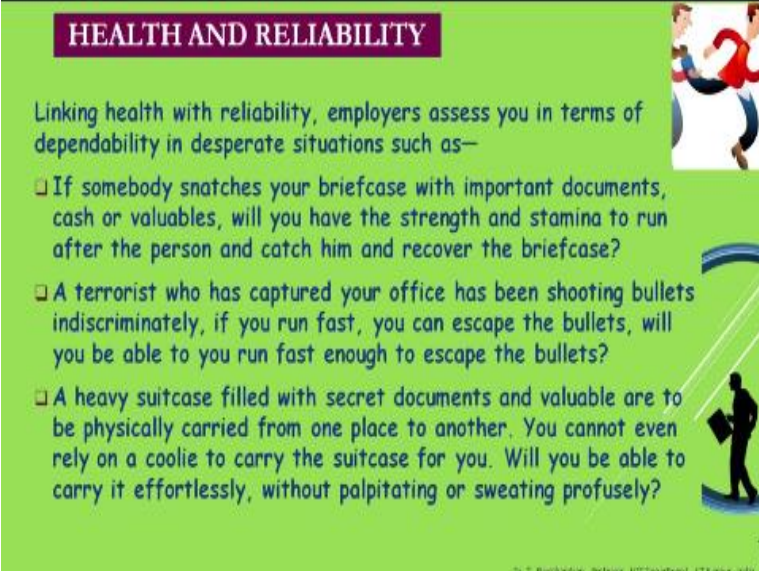
So they actually goes with reliability companies' organizations are careful about choosing people with highly habits because unhealthy habits can cost them fortunes. In some of the following cases that I am giving you look at these cases. The first one it chain smoker getting detected for cancer suddenly going to which all the projects associated with the person come to a halt and the organization pays huge compensation for aborted projects due to the untimely demise of its employee and then so much money is also spent on the medical basis for this person.

Think about this kind of situation. Look at the next one a high-rent official killing himself and killing others do too reckless driving and why the recklessness team it was induced by sleeplessness and chronic depression. It was careless so he did not bother about what was coming before completely reckless he hit some truck or something he killed himself kill the people who went along with him.

So how can they rely on this kind of person again a representative of a company in a heavily drunken state misbehaving with the significant client and damaging the company is reputation and incurring huge loss for it. So in all fairness why should someone employ such people had

given a choice why will not they go for healthy people why should they go for this kind of sick people who are totally unreliable and then they are going to cause huge damage for the company.

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HEALTH AND RELIABILITY

Linking health with reliability, employers assess you in terms of dependability in desperate situations such as—

- ❑ If somebody snatches your briefcase with important documents, cash or valuables, will you have the strength and stamina to run after the person and catch him and recover the briefcase?
- ❑ A terrorist who has captured your office has been shooting bullets indiscriminately, if you run fast, you can escape the bullets, will you be able to you run fast enough to escape the bullets?
- ❑ A heavy suitcase filled with secret documents and valuable are to be physically carried from one place to another. You cannot even rely on a coolie to carry the suitcase for you. Will you be able to carry it effortlessly, without palpitating or sweating profusely?

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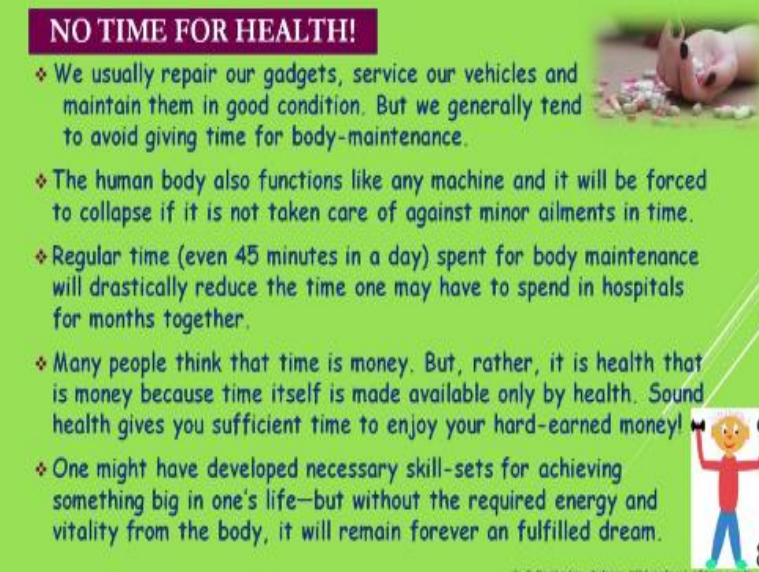
So why should they go for these people linking help with reliability employers assess you in terms of dependability in desperate situations such as. If somebody snatches your briefcase with important documents cash or valuables will you have the strength and stamina to run after the person and catch him and recover the briefcase and do you even have the guts to run after the guts will come only when you know that you are strong enough to chase the person and get the briefcase back from this person.

It terrorists let us say has captured your office and has been shooting bullets indiscriminately but if you run fast you can escape the bullets will you be able to run fast enough to escape the bullets are you walk so slow and then you get caught and you get killed. Heavy suitcase filled with secret documents and valuables ought to be physically carried from one place to another you cannot even rely on a coolie to carry the suitcase for you.

Will you be able to carry it if your closely because if you carry effortlessly it is how that you are strong and especially without palpitating or sweating profusely you cannot give it to Colee because of the unreliability in case he takes it and runs away. So you will like lose so many valuables and secret documents so which our work let us say cores of rupees. So the company again needs to rely on you on these counts.

But all of them are highly dependent on your health condition. Now the common excuse that we hear is no time for health. Now if you look at the irony of the situation we usually repair our gadgets.

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NO TIME FOR HEALTH!

- ❖ We usually repair our gadgets, service our vehicles and maintain them in good condition. But we generally tend to avoid giving time for body-maintenance.
- ❖ The human body also functions like any machine and it will be forced to collapse if it is not taken care of against minor ailments in time.
- ❖ Regular time (even 45 minutes in a day) spent for body maintenance will drastically reduce the time one may have to spend in hospitals for months together.
- ❖ Many people think that time is money. But, rather, it is health that is money because time itself is made available only by health. Sound health gives you sufficient time to enjoy your hard-earned money!
- ❖ One might have developed necessary skill-sets for achieving something big in one's life—but without the required energy and vitality from the body, it will remain forever an fulfilled dream.

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Whether it is mobile or laptop or a camera and we can spend so much time on that we service our vehicles and then maintain them in good condition. But we generally tend to avoid giving time for body maintenance. The human body is just like any other machine and the body also functions like any machine and it will be forced to collapse if it is not taken care of minor ailments and given treatment then in bed and in time.

Regular time even 45minutes in a day spent for body maintenance will drastically reduce the time one may have to spend in hospitals for months together it is like a trade-off would you like to spend that45 minutes now or you will spend 45 days at a stretch in the hospital to recuperate your lost vitality. Many people think that time is money but rather it is health that is money sound height gives you sufficient time to enjoy your hard-earned money.

And one might have developed necessary skill set for achieving something big in one is life like one works very hard and then has a very highly admirable goal set and then towards that direction towards achieving that one has achieved developed lot of skills. But without the required energy and vitality from the body all the skills achieved will go waste because the goal itself will remain forever and unfulfilled.

Because you need strength you need energy you need vitality without which you cannot even execute your day-to-day activity and to achieve something so big you need to push yourself and then go beyond the day-to-day activity. You need more vitality and strength lets us some quick questions before I wind up this one in which i am trying to convince you as how our own skills in terms of developing our personality is closely related to health.

Some of our normal habits which we generally think or harmless actually determine our health condition also so certain things are related to the way you eat. How do you eat? are you relaxed and happy while having your foot if you say yes

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HOW DO YOU EAT?

- ❖ Are you relaxed and happy while having your food? Do you have time to munch, chew your food? Or, are you stressed and eat in a hurry? Or, you don't pay any attention to what you eat and/or you skip breakfast or lunch?
- ❖ Do you eat a well-balanced food containing fruits, vegetables, pulses and cereals?
- ❖ Do you feel hungry at odd hours and gulp some junk food to quench it?
- ❖ Do you smoke, drink liquor or drink plenty of coffee without taking food?

The slide features three illustrations: a smiling green apple and a red apple at the top right; a basket of various fruits and vegetables in the middle right; and a bunch of purple grapes at the bottom right. A small number '9' is visible in the bottom right corner of the slide.

you will be really healthy but if you say no I do not have time I cannot relax and then do you have time to munch chew your food or you just gulp it and then drink some water is still good but some people just use Coke or some soft drinks and then they gulp some fast food and they drink it. So if you are that kind obviously you know that you are actually leading yourself towards a very unhealthy lifestyle in terms of health.

And are you stressed and do you eat in a hurry because you are stressed or you do not pay enough attention to what you eat. You do not even know what is going into your mouth you do not enjoy just putting something inside and you do not mind skipping breakfast or lunch. So these are all danger symptoms and you are on the road to really unhealthy lifestyle. While eating does you eat a very balanced food containing fruits vegetables pulses and cereals in equal proportion.

You just eat only rice 90% sometimes one vegetable or no vegetable and no fruit sat all so obviously it is not a balanced food that you are consuming. Do you feel hungry at all of us tonight 3o clock you feel hungry and got some junk food to quench it they are not balanced your food habits and then do you smoke drink liquor or drink plenty of coffee without taking food?

That is an empty stomach so lunch you are not able to going time so you drink again coffee then this can lead to other problems related to gastric troubles related to acidity causing lot of inflammation to the stomach and all that. But initially you just do not bother thinking that you want to finish some job at hand very quickly now. In terms of fitness just use this as a checklist to know how fit or you do.

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HOW FIT ARE YOU?

- ❖ Do feel heaviness and pain in the chest or the shoulder?
- ❖ Do you become breathless while climbing stairs?
- ❖ Do you feel some weakness or numbness in any part of your body?
- ❖ Is your headache persisting?
- ❖ Are you catching cold and getting fever frequently?
- ❖ Do you catch any contagious disease immediately?
- ❖ Is your vision getting blurred?
- ❖ Do you feel giddy and vomit often?
- ❖ Does your mind go blank suddenly, just for a moment?



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You feel heaviness and pain in the chest or the shoulder so it might indicate that you have a V cot and same thing with the next few questions. Do you become breathless while climbing stairs even some people after claiming to three steps they palpitate so much so they are not able to climb stairs and especially when the lift is not working will you be able to climb that. Do you feel some weakness or numbness in any part of your body?

The upper part lower part and then if your headache is it persisting it is all the time 24*27 it is there are you catching cold and getting fever frequently this means is your immunity weak. Do you catch any contagious disease immediately? So any anything that comes around during these ok injective white is you are the first one to get it. Some seasonal cough you will get it first some fever so some kind of sickness that come you will get it first.

So that again indicates your immunity system is very low. Is your vision getting blurred so day by day is something happening to your vision could it be related to diabetes could it be related to Katar? What is happening? And do you feel giddy and vomit often this again could be related to so many factors .Which you have been ignoring things related to hard things related to stomach and other things related to your normal thickness your blood circulation.

Your ability for your heart to pump enough blood to go to your brain and then questions like this will come does your mind go blank suddenly just for a moment there are people who will tell that for a moment they did not know what is happening and then the mind went completely blank. So is it happening to you while giving a talk or while you are in a conversation?

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HOW FIT ARE YOU?

- ❖ While giving a talk, do you face loss of words?
- ❖ Do you pause and get distracted and are not able to track the previous flow of thought?
- ❖ Do you feel loss of appetite?
- ❖ Do you find it difficult to swallow something?
- ❖ Do you suffer from pain or irritation in your abdomen?
- ❖ Is your bowel habit alternating between constipation and diarrhoea?
- ❖ Do you feel a burning sensation while passing urine?
- ❖ Are you losing or gaining weight suddenly?
- ❖ Is an injury taking time to get healed?



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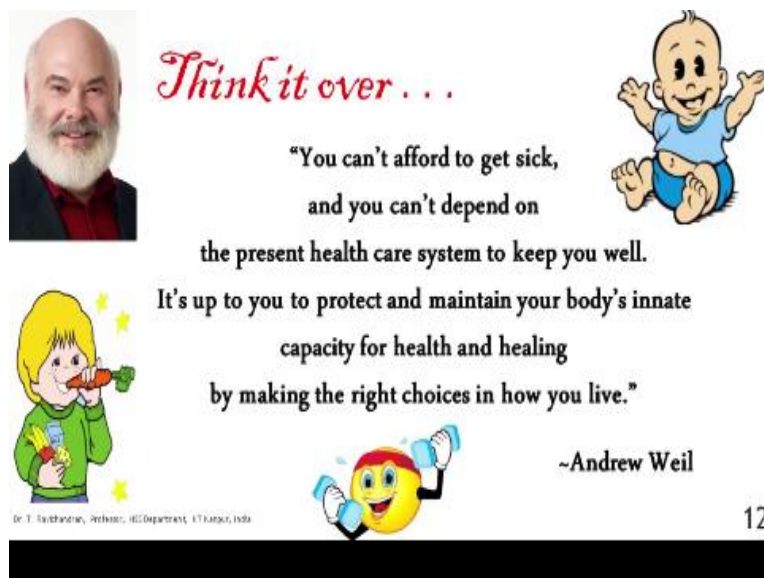
Do you face sudden loss of words suddenly you do not know what to talk no word and mind is not helping you do you pass and get distracted and are not able to track the previous flow of thought. So like while talking you passed and then you thought of something and you are not able to connect to the previous line of thought and then. Other question like do you feel loss of appetite suddenly you feel like not eating anything.

So this could be related to lungs and other organs of the body and do you find it difficult to swallow something. So normally you are able to eat but now you are finding it difficult and do you suffer from pain or irritation in your abdomen especially the upper part then is your bowel habit alternating between constipation and diarrhea. So either it is too tight or it is to lose and then it is happening so frequently and do you feel a burning sensation while passing during this actually means you are drinking less water.

Then but it could also be a very unhealthy condition the other thing is related to certain situations in your body in terms of weight are you losing or gaining weight suddenly could be related to thyroid could be related to other factors other hormonal imbalances and if in injury taking time to get healed. So you get some small injury but it is taking time to get lead.

So why is it so that these things actually indicate that if it is happening you are not that is it or as you could be you are not making yourself that fit. Let me conclude this with this thought you just think it over very interesting thoughts from Andrew he says you can not

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Think it over . . .

**"You can't afford to get sick,
and you can't depend on
the present health care system to keep you well.
It's up to you to protect and maintain your body's innate
capacity for health and healing
by making the right choices in how you live."**

~Andrew Weil

Dr. T. Sathyanarayana, Professor, HEC Department, IIT Madras, India

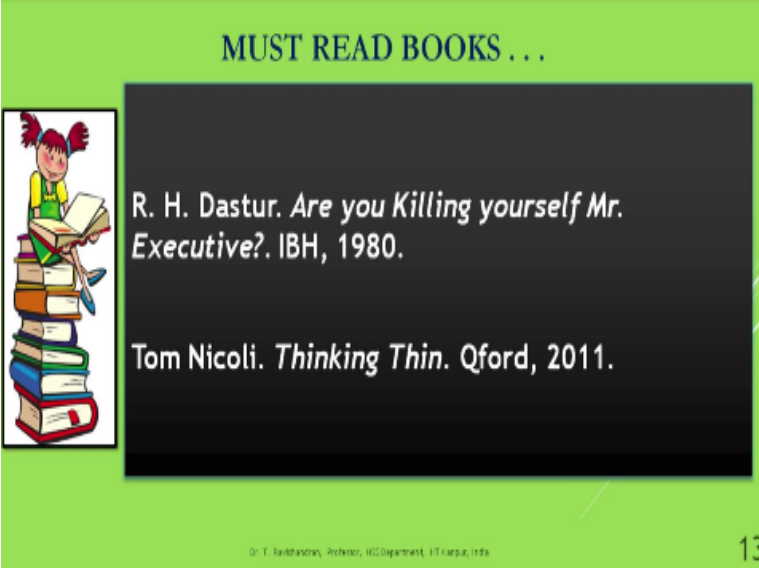
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Afford to get sick and you cannot depend on the present health care system to keep you very. So mind you cannot afford to get sick if you get sick the world will appear to be so cruel so insensitive so brutal so unsupportive to you it will cost a lot to mental stress and even depression button. The other hand you cannot depend on the present health care system to keep you away.

So like today you are not able to identify whether the kind of medical support you are getting is genuine or fake. Whether a disease that has been diagnosed is the right one or should you take a second opinion but the money is just been extracted from you for nothing or genuine care is given to you. So you cannot really rely on the kind of system that is prevailing but the suggestion given is it is to you to protect and maintain your body is innate capacity for health and heal.

By making the right choices in how you live the body has an innate capacity to maintain its own health care if only you make the right choices in terms of how you live in terms of what you eat what you do how you move yourself of you maintain your body if you are able to make the right choices. So then you will be actually helping the body to take care of itself there is no need to go to the hospital at all in.

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MUST READ BOOKS . . .

R. H. Dastur. *Are you Killing yourself Mr. Executive?*. IBH, 1980.

Tom Nicoli. *Thinking Thin*. Qford, 2011.

Dr. T. Sambandan, Professor, HIC Department, IIT Madras, India

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The next lesson let us look at how you can make this right choices and then you will be able to maintain height and healing by relying on the innate capacity of your own body just as a very quick suggestion there are two interesting books that you can try to read one is by R.H.Dasture to the title of the book is are you killing yourself Mr. Executive. It is published way back in nineteen eighty i am not sure whether there are new copies available but if you can get it a complete analysis of all symptoms and what diseases you might be getting.

How you can actually heal by a natural be the other one by Tom Nicoli looking thing it is just about how you can actually reduce your weight but not by putting so much stress on your body but by tuning your mind and she sort of suggests you to use a kind of self hypnosis technique by which you can alter the mind that can help you to alter your body.

So both are interesting books in terms of maintaining your right so let us continue with this healthy thought on maintaining your faith and by that you will be developing and enhancing your personality and soft scales so be sure that you have a very healthy stay and thank you so much for watching this video have a nice day.

Acknowledgement

Ministry of Human Resource & Development

Prof. Satyaki Roy

Co-ordinator, NPTEL IIT Kanpur

NPTEL Team

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Ashish Singh

Badal Pradhan

Tapobrata Das

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Aradhana Singh
Sweta
Ashutosh Gairola
Dilip Katiyar
Sharwan
Hari Ram
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Puneet Kumar Bajpai
Lalty Dutta
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