Indian Institute of Technology Kanpur

National Programme on Technology Enhanced Learning (NPTEL)

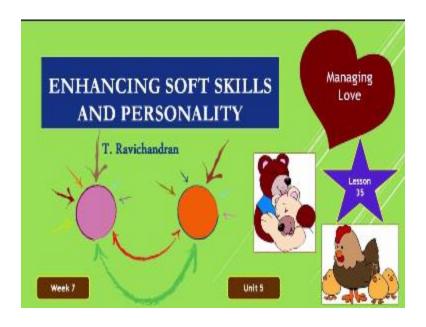
Course Title Enhancing Soft Skills And Personality

Lecture - 35 Managing Love

by... Prof. T. Ravi Chandran Dept. of Humanities and Social Sciences

Hello hi welcome back to my coats on enhancing soft skills and personality we are on the last unit of the 7th week unit 5.

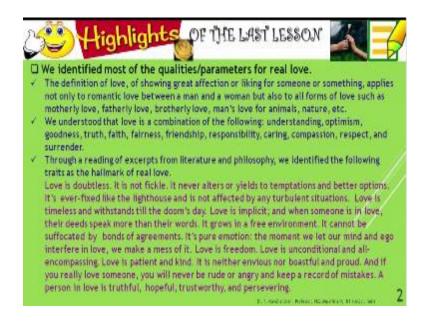
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And this is lesson number 35 he just have five more lessons to go and one more week and the course is completed now while completing this week, let us again talk about a very interesting discussion which I started in the last lecture this is about managing love. So before I go into

today's lecture let us take a quick highlight of what I did it in the previous one, so in the last lecture we identified most of the qualities parameters for.

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Real love in fact if you really want to check whether some love is real you can use this as a kind of checklist parameters so the definition of love of showing great affection or liking for someone or something a place not only to romantic love between a man and the woman but to all forms of flow such as motherly love fatherly love brotherly love sisterly love mans love for animals particularly pet animals mans love for nature etc.

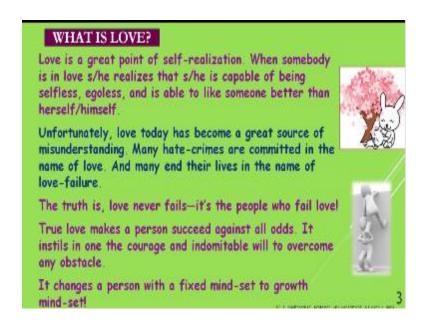
In the last lesson we understood that love is a combination of the following such as understanding optimism goodness truth faith fairness friendship responsibility caring compassion respect and surrender through your reading of excerpts from literature and philosophy we identified the following right at the hallmark of real know so we read some Shakespeare we read from D H Lawrence we read from Khalil Gibran and then I am just going to sum up the essence of what these poets and philosophers were trying to convey in the name of love.

So accordingly love is doubtless it is not sickle it never alters or yields to temptations and better options it is ever fixed like the light house and it is not affected by any turbulence situations love is timeless and with friends till the Doomsday love is implicit so you do not have to express through so many words and when someone is in love their deeds speak more than their words, it grows in a free environment it cannot be suffocated by bonds of agreements you cannot enslave someone in the name of love it will not remain pure love at least.

And it is pure emotion the moment we let our mind and ego interfere in love we make a mess of it love is freedom love is unconditional and all-encompassing love is patient and kind it is neither English nor boastful and proud and if you really love someone you will never be rude or angry and keep a record of mistakes a person in love is truthful hopeful trustworthy and persevering, so this is what we learnt overall from all the important excerpts from literature and philosophy and this could offer you as a real checklist to identify whether you feel love that it is real or whether someone is expressing which you can consider real, now having understood this part sometimes this emotion can go out of control especially in professional environment.

Now let us see how we can or try to channelize this in a positive manner and some more thoughts on love and what is slow and how do I look at low to me love is a great point of self-realization so when somebody is in love.

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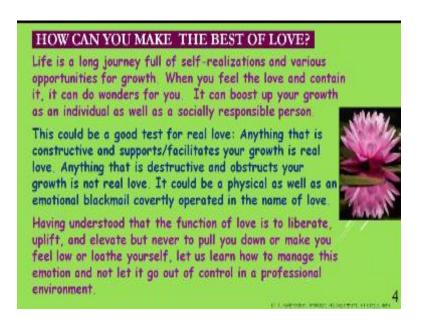
He or she realizes that he or she is capable of being selfless, so until that point the person will be very highly selfish egoistic but when love strikes suddenly the person realizes that she or he can be really selfless egoless and is able to like someone better than herself or himself so this is the point of realization where one understands what is compassion feelings for someone and gains empathy understanding into the feelings of others.

So that time of fixed mindset in which one was completely preoccupied with one's ego and self slowly gives in to once understanding of how one can accommodate somebody else equally by relinquishing wants ego and once selfish nature at that point is a point of creation and it will take the person from one level to another level whether the person who made this one to realize that low stands with this person or disappears after some time sometimes the person disappears because the role of the person was to make this person realize it was just to initiate and take this person to the other level.

But unfortunately love today has become a great source of misunderstanding many hate crimes are committed in the name of love so throwing acid on the face of the other killing mercilessly and lot of atrocities committed in the name of slow and many at the other side in their lives in the

name of love failure so rejected love as if there is nothing else to do in life so they just end there sighs the truth is if you gain a correct perspective of flow no other face it is the people who fail love the people who do not let love develop in a mature manner they fail it true law makes a person succeed against all odds it instills one the courage and indomitable will to overcome any obstacles true love changes a person with a fixed mindset to growth mindset.

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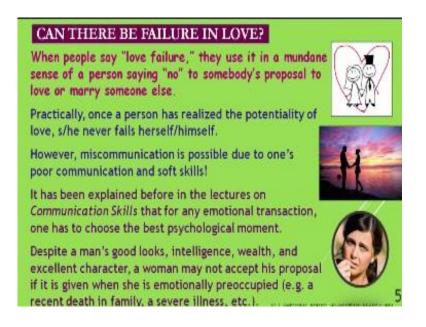


How can you make the best of love life as I have been telling you is a long journey full of self-realization and various opportunities for growth when you feel the love in whatever form it comes to you as a mother as a wife as a girl and contain it and keep that within you it can do wonders for you it can boost up your growth as an individual as well as a socially responsible person in fact it is a really love that makes you understand that you are really responsible to the society the environment the people around you.

This could be a good test for real love anything that is constructive and supports and our facilitates your grow this real low anything that is destructive and obstructs your growth is not real tall it could be a physical as well as an emotional blackmail covertly operated in the name of love now having understood that the function of love is to liberate uplift and elevate but never to

pull you down or make you feel low or load yourselves let us learn how to manage this emotion or not let it go out of control especially in a professional environment.

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Now before we actually got here let us ask this question since people are saying one suffered love failure can there be failure in low when people say love failure they use it in a mundane sense of a person saying no to somebody's proposed to love or marry someone else, practically once a person has realized the potentiality of flow she or he never sees herself or himself however miscommunication is possible due to once poor communication and soft skills it has been explained before in the lectures on communication skills.

That for any emotional transaction one has to choose the best psychological moment despite a man's good looks intelligence wealth and excellent character a woman may not accept his proposal if it is given when she is emotionally preoccupied for instance so the boy proposes to the girl but the girl is not able to say yes or no and then keeps saying yes in abeyance much to the hot break of the other person who misunderstands that maybe the girl is not really liking but what was going in the mind of the girl at that moment was a suicide that happened at home associate committed by her sister who got married to another person.

And who were not approved by her father so they just committed suicide together so this affected her mind and then she was completely preoccupied with this and that time the person went and proposed or look at another situation so the man is suffering from a terminal illness and he was just reported that yes only very few days to spend and that is the time the woman is proposing or hinting that you would like to live with him forever.

Now the man it is really in love with the other one he not be able to accept it because he knows that his days are numbered so this could be some emotional situations where actually the people involved we're preoccupied they were not able to actually relate to the proposal that was given in reality so one has to be very careful and then choose a psychological moment look at the body language to understand whether the person is free comfortable or whether the person is preoccupied.

And then work accordingly so communicating love effectively will amount to looking at the body language and choosing this psychological moment.

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COMMUNICATING LOVE EFFECTIVELY

- It's important that love should be communicated clearly and effectively if one is all the way looking for just a "yes" or "no."
- It's important to note the non-verbal communication of the person you are interested in before you expect a confirmation.
- Direct eye-contact, relaxed smile, open palm gesture, leaning towards the front, mirroring gestures, keeping the feet in front are all indicative of genuine interest.
- Besides, many relationships take time to grow. There are phases involved such as meeting as strangers, liking, interacting, liking to interact more, developing friendship, sharing common interests, sharing secrets/developing trust, conflicts/misunderstandings; resolving conflicts/misunderstandings, building a high level of trust beyond any temporary conflict, developing deep friendship, giving breathing space to each other, facilitating individual growth, working better as a team.

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So it is important that love should be communicated clearly and effectively if one is all the way looking for just a yes or no, here it is important to note the nonverbal communication of the person you are interested in before you expect a confirmation again if you go to the lectures on body language you will understand what are the symptoms by which a person is trying to express to you that the person is interested in you certain important factors such as direct eye contact especially open eye contact okay.

And then the eyes are completely open relax to smile indicating that okay I feel comfortable in your company I see it secured in your company otherwise this may will be controlled open forum gesture so indicating I am frank and open leaning towards the friend and even mirroring the gestures keeping the feet in front are all indicative of genuine interest. So now when these symptoms are promising and if you are able to gauge the mindset whether the person is preoccupied or open to receive what you are telling and then if you are able to put it in a proper manner it will be very difficult for someone to reject.

It besides many relationships take time to grow often people make very premature atoms in giving a proposal when the relationship has not undergone certain phases let us look at the normal phases in any relationship growth so there are phases involved such as meeting as strangers the first time when you need you meet as strangers and then you familiarize yourself and then there is liking ok so we meet so many people each day.

So and some people you do not even want to talk you do not want to register and then after saying how low you withdraw your hand and you stop the relationship there but then in some case there is a lightning and then interacting because you like you interact with the person and then there is a likeness to interact more this eventually develops into friendship and then slowly there is this sharing of common interests.

Now friendship sharing of common interest and then it slightly goes to the next level of exclusivity where sharing of Secrets happen so things which are known only to the individual or shared. So this is the level where slightly it is moving from friendship and then gaining crest but at the same time conflicts and misunderstandings start creeping in between but slowly they also

develop maturity in terms of resolving conflicts and misunderstandings so that is how it moves from one phase to another face and resolving this conflict and clearing the misunderstandings help in building a high level of trust beyond any temporary conflicts people in fact go through these conflicts.

And misunderstandings and they build up a very high level where the minor conflicts do nothing after that so this eventually makes them develop deep friendship and giving breathing space to each other remember the code from college if drawn like the pillars of a temple and then let us see space through and then do not lean on each other and that is the face they reach and at this face they facilitate individual growth they support each other and then they cherish in the success of others there is no ego there is no professional rivalry even occur in the same one.

So they identify one success and failure in other and then they enjoy or suffer accordingly and then together they also realize that they are able to work better as a team, so they hype each other as individual and they learn that they can work better as a team now this is the stage where it reaches a kind of matured relationship.

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COMMUNICATING LOVE EFFECTIVELY

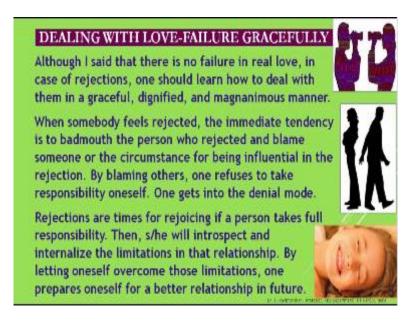
- The moment two people realize that they can be fully independent and at the same time work as a team for their betterment, there is no need to declare love through those three words which have become a clické now.
- I know of a couple who met in a hiking club and they have hiked to so many places together; and in one of the hikes, the man asked the woman whether she would like to hike with him forever, and obviously, the woman said "yes," with a knowing smile.
- In the above case, there was no chance of getting rejected because the couple underwent all the phases of growth in a relationship.
- However, today where people get confirmations to stay together for a life-time just by sending an SMS message from their mobile phones, many relationships do not go beyond the first conflict. And many so called "lovers" meet and part as strangers!
- People do not let relationships grow naturally. Owing to impatience, abortive attempts are made and love is blamed as the culprit.

So the moment two people realize that they can be fully independent and at the same time they can work as a team for the betterment there is no need to declare loud through those three words which have already become a cliché I know of a couple who met in a hiking club and they have hiked to so many places together and in one of the hikes the man asked the woman whether she would like to hike with him forever and obviously the woman said yes with a knowing smile that was a wonderful way of proposing and knowing for sure that it is just only verbally reinforcing what has been implicit for quite some time and even that was not necessary they are going to do the same thing.

Otherwise there was no chance of getting rejected because the couple underwent all the phases of growth in a relationship, however today where people get confirmations to stay together for a lifetime just by sending an SMS message from their mobile phones many relationships do not go beyond the first conflict misunderstanding and many so-called lovers need and part as strangers and usually just by the pressing of a button tolerance level has gone down no patience in patients irritability mood swings.

Now these are all cannot be qualified under what we are trying to understand a very pure emotional form low and in such cases people do not let relationships grow naturally going to impatience abortive attempts are made and love is linked as the culprit, now how in case there is the so-called love failure how can you deal with that in a graceful manner. So although I said there is no failure in real love.

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In case of rejections one should learn how to deal with them in a graceful dignified and magnanimous manner. When somebody feels rejected the immediate tendency is to bad-mouth the person who rejected so saying all bad things abusing the person who rejected or blame someone saying that oh that person actually poisoned her mind that person spoiled her or the circumstance for being influential in the rejection or blaming things happened and that changed their mind or his mind.

By blaming others one refuses to take responsibility one side so one is always in a denial mode one keeps denying that there are some limitations in oneself also however rejection four times for rejoicing if a person takes full responsibility then she or he will introspect and internalize the limitations in that relationship by letting oneself overcome those limitations one prepares oneself for a better relationship in future.

So rejection should not be rejected it should be rather embraced and accepted and again remember the dick thing the best is yet to be.

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DEALING WITH LOVE-FAILURE GRACEFULLY

Remember the dictum: "The best is yet to be." If one faces rejection, it implies that the choice may not be the best one. And one has to prepare oneself for the best to come.

Also, as the Dalai Lama says: "Remember that sometimes not getting what you want is a wonderful stroke of luck." Although, you will not realize this wisdom at the point of rejection, but in the long run, when you connect the dots, you will understand that you were really lucky not to get the one that you most wanted at one point in your life!

Bouncing back with renewed energy, laughing more, loving better and living a wonderful life is the best way to deal with rejection.

If one faces rejection it implies that a choice may not be the best one and one has to prepare oneself for the best to come also as the Dalai Lama says remember that sometimes not getting what you want is a wonderful stroke of luck also you will not realize this wisdom at the point of rejection but in the long run when you connect the dots Steve Jobs' you will understand that you are really lucky not to get the one that you most wanted at one point in your life.

So immediately it will look like you are the unluckiest but you will realize that you are really lucky not to get that person, bouncing back with renewed energy nothing more loving better and living a wonderful life is the best way to deal with rejection and once you are overcoming this there may be occasions again you will come across this one but I should tell you that as a matter of fact many who have rejected others have actually been living a regretful life for two reasons.

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MANAGING LOVE

As a matter of fact, many who have rejected others have actually been living a regretful life for two reasons: 1. Their judgemental errors, and 2. The meteoric rise of the people they rejected! (Fat girl slimmed down to become a model; the person rejected for his inability to offer a trip to the US eventually progressed in his life and became a US citizen!)

As John Steinbeck mentions in Steinbeck: A Life in Letters: "There are several kinds of love. One is a selfish, mean, grasping, egotistical thing which uses love for self-importance. This is the ugly and crippling kind. The other is an outpouring of everything good in you—of kindness and consideration and respect—not only the social respect of manners but the greater respect which is recognition of another person as unique and valuable. The first kind can make you sick and small and weak but the second can release in you strength, and courage and goodness and even wisdom you didn't know you had."

So when one falls in love, one should fully use that as an opportunity for developing oneself to succeed in getting the best.

So it looks like to you maybe at that moment that someone who rejected your proposal may be living happily ever after but many studies conducted indicating that as a matter of fact most of the people who rejected others have actually been living in a regretful life for two reasons one sooner or later they realized their judgmental errors they realize that they rejected the right person and they decided to live in the wrong person and to the meteoric rise of the people they rejected.

So they sometimes people make mistake in underestimating the capability of the person who gave this proposal but after rejecting they realized that the rejected people have risen in their life and career so high that if they had known this before they would have said yes so many examples but I know a girl was rejected for being fact but see slim down and became a model and became the envy of so many of the people and then the boy who rejected regretted because she got much better of us than the boy who rejected initially.

And then I also came to know of the story of a girl who rejected this is long before going to us was very difficult who rejected a boy because the man that she was about to marry was going to US, and he could also take her along with him. Now eventually it happened that she did not get

the visa or something at the last moment and she could not accompany her husband and he went alone and came back but she came to know later through the friends that the man whom she rejected grew up in his life and career and then got opportunity good to go to the US settle establish himself and became a US citizen and then he married and lived happily ever after there.

So this lady who rejected him never went to us also but then regretted throughout her life for having rejected this person if only she had this hindsight knowledge before she could have married and perhaps she could have lived with him in the US forever also, but on the other hand these are like Epson but these are just probabilities maybe this person also needed this experience to reach the other stage of growth in himself and then to reach another level.

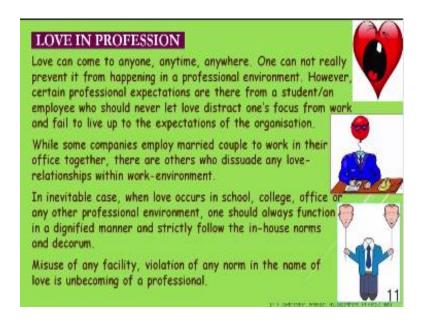
So we can never say or presume as how things could have happened but these are just examples to indicate that even the people who rejected our this unlike what the ones who got rejected thing we're also not living a very happy life they were also living a life of regret and then as Jon Steinberg famous American novelist mentions in his staying back a life and letters he interestingly categorizes these two aspects of flow as expressed by two kinds of people so let's look at what he says.

There are several kinds of low one selfish mean grasping egotistical thing which uses love for self-importance this is the ugly and crippling kind so this is the kind that will not let you grow the destructive mind the other is an outpouring of everything good in you, so the other brings out the best in you which even you have not realized before of kindness and consideration and respect not only the social respect of manners but the great respect which is recognition of another person is unique and valuable the first kind can make you sick and small and weak but the second can release can release in your strength and courage and goodness and even wisdom you did not know you had.

So when one fails in love one need not take it so seriously whether one should fully use that as an opportunity for developing oneself to succeed in getting the best though the most important part of handling know managing low especially in professional environment because we are talking about soft skills and I am running I am not running a course on love romance but we need

to know how it is related to your personality and in terms of soft skills how you should express this appropriately and how you should know to use it according to the decorum especially in a professional environment.

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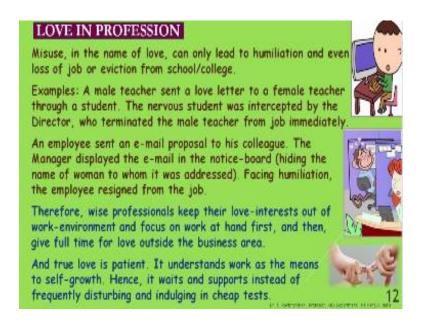


So love can come to anyone anytime anywhere one cannot really prevent it from happening in a professional environment, however certain professional expectations are there from a student an employee who should never let lo distract one focus from work or studies and fail to live up to the expectations of the organization when some companies employ a married couple to work in the office together so they believe that if they get both people who got married already.

So it is easy to get more work from them because they will be focused in their work and they don't get distracted in the name of love but there are others who dis obeyed any love relationship within work environment and they do not believe in keeping a couple in the same office because they think that they will be vested interest and they will be spending so much time with each other and they will forget to do the work.

So that kind of thinking is also there in inevitable case when love occurs in school or college office or any other professional environment one should always functioning a dignified manner and strictly follow the in-house norms and decorum misuse of any facility violation of any norm in the name of love is unbecoming of a professional misuse in the name of love can only lead to humiliation.

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And even loss of job or incase of students eviction from school or college examples a male teacher sent a love letter to a female teacher to your student, so this is in a school so the nervous student was intercepted by the director who fired off the male teacher immediately the Peter lost the job an employee sent in another organization and email proposal to his colleague the manager displayed the email in the notice board hiding the name of the woman to whom it was addressed facing humiliation.

Because everybody looked at the email they will just lost that the way it was address some even laughed at the spelling mistakes and silly grammatical errors, so the man faced humiliation and he received from the job. So even nobody forced him but because he faced humiliation he had to leave it so therefore wise professionals keep the love interest out of work environment and focus

on work at hand first and then give full time for low outside the business area now if you ask the question like how can true log can be kept in abeyance and then now should be given topmost priority and then you have to prove that you are in really love with a person by calling the person 20times are attending to the phone call all the time the person calls you should go back to a previous lesson and then identify what is real town because truelove is patient it understands work as the means of self control.

So it will not dissuade you or it will not distract you from your focus to your work hence it beats and it will wait and supports instead of frequently disturbing and indulging in keep tests if we're there is no trust so then there is a phone call major to check whether the person is there in the office or not and when there is lack of patience every 10minutes a call is mailed or all the time messages are sent through water for face book and then checking all the time whether the person is online but what happens is not letting the person focus completely on work and being recognition for doing good work and use that for promoting and developing one safe but all the time it's trying to make the person mediocre.

So this is the first—kind of slow that John staying the course talking about but the second kind will let the person walk in the office be fully calmly and it stands by the person when the person is working there and then it supports their necessary and it never destroyed, so this is the kind that you need to develop whether even if you are still in the process of developing you need to develop this kind of trust you need to develop this kind of understanding if you develop then it becomes so strong.

And then no storm or no turbulent weather can disturb it and that will stay with you the motivation to do anything whether it is work or enjoying life in any form anywhere and all the time let us conclude with a very wonderful quote from Bruce Lee and you will never expect this from the martial arts champion do sleep here is a interesting quote where he talks about love he says love is like a friendship caught on fire.

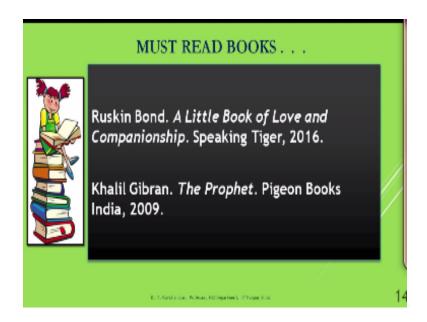
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In the beginning a flame very pretty often hot and fierce but still only light and flickering so beginning the growth phase. So I was saying that in this is the time they try to understand each other so that time it is friendship and light and flickering as love grows bolder in my opinion when it reaches that matured final stage where you realize that teamwork is strengthening you for better our hearts mature an hour love becomes as cold deep burning and unquenchable.

So I assure that you should reach this level of love and keep in your heart like this fire burning as goals deep burning and unquenchable uncountable is nothing can stop it nothing can destroy it you cannot throw any water on it or put any sand on it to stop the fire it is unquenchable. So the same books which I mentioned last time so you can just go through the books to get more understanding and perspective about love.

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So with this happy notice love using that to grow and develop yourself we are concluding this 7th week and almost like we are completing the course but for one week and five more lectures. So thank you so much for being with me for this wonderful journey and I have been enjoying this sharing my thoughts and feelings with you and I hope you are also enjoying this and taking great benefit out of this thank you for watching this video we will meet in the next lecture for the next week thanks.

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