



THE MAGIC OF THINKING BIG

DR.SATYA SIDHARTHA PANDA ¹ | DR. SAMIR PRADHAN ²

¹ JAIN UNIVERSITY, I-NURTURE PROGRAMME, BANGALORE, DEPARTMENT OF MARKETING LEADERSHIP & INNOVATION, CERTIFIED LIFE SKILLS TRAINING, LEARNING PEDAGOGY SPECIALIST.

² PROFESSOR, INTERNATIONAL INSTITUTE OF BUSINESS STUDIES, BANGALORE, OD CONSULTANT FOR CHANGE MANAGEMENT, LEARNING & DEVELOPMENT CONSULTANT FOR NEW AGE BUSINESS. (PCMM LEVEL TRAINER)

ABSTRACT

Human Beings are made up of three matters or major equipment called BMI – (Body, Mind and Intellect). Intellect is the only HUMAN CAPITAL available in every one and results to their individuals' rationale thinking capacity or Intellect. This Intellect is the D-factor in Human beings depending on their Individuals' different persistent thinking capacity which result to their status position in professionalism. The Body, Mind and Intellect are called subjects of experience. The Body have 5 sense organs like Nose, Eye, Skin, Ear and Tongue (Objects) which are Perceiver, the Mind has Love, Greed, Jealousy, Hatred, etc.(Emotions) which are Feeler, and the Intellect or Rationale thinking capacity(Thoughts) are Thinker. The Perceiver, Feeler and Thinker are action of experience and, Objects, Emotions and Thoughts are fields of experience. These subjects, action and fields of experiences are driven by time conditioned termed as consciousness experience and the highest level with an unconditioned experience is the eternal called "OM." How? And What? Makes the Intellect as Human Capital and D-factor is all about this Research.

KEYWORDS: Body, Emotions, Feeler, Intellect, Mind, Objects, Perceiver, Thoughts and Thinker.

Objective:

Thinking is an levitating feat, without which every individuls' will be relant in life. In professionalism to lead a successful life or achieving goals we do study on skill sets like Leadership, Knowledge, Planning, Decision, Organizing, Behavioural, Communicaton, Ability, Academics related study, etc., but, all these reflect an Individuals' with skills Identification. If ever we would not had the Intellect in us, which is a prime source for 'the Magic of Thinking BIG,' we would have not touch close to any skills or rather mark ourself to one of these Individuals' Identifaction with normal or extra mile achievements depending on Thinking capacity. Thinking plays a very vital role in finding ways to WIN or Measured or Quantify one's problem.

Methodology: In day-to-day's life's problems, the biggest bottle neck for any organization facing is the mindset itself, how and whatis? A best solution or end result for time conditioned problem. Sometime the solution doesn't fall in-line with the problem and we have to Think differently or look at the same problem from different perspective which is from the Intellect. So, the Intellect is major source for every Individual's for success or meritocratic life.

Review of Literature

By Believe You Can Succeed and You Will:

Think success, don't think failure. At work, in home, substitute success thinking for failure thinking. When you face difficult situation, say "I'll win," not "I'll probably lose."Remind yourself regularly that you are better than



do it and develops a belief in themselves and what he can do. Believe big. The size of your success is determined by the size of your belief. Think little on any issue will lead to very little achieve. Always Think victory and succeed! Follow your dreams, believe in yourself and don't give up!

By Curing yourself of Execusitis-the failure disease:



People often use the Health execusitis as chronic to avoid doing it or they lack the thinking on "how to do it." This had driven many young mind and good thinker; in legitimate excuse.

Refuse to talk about your health; the more you talk on this, the more you fertilize your execusitis. So, refuse to worry about your health, be genuinely grateful that your health is as good as it is and remind yourself often, "it's better to wear out that rust out." Negative thinking clogs up the brain; there is no room for love and joy to flow in its free and open way. Planting a good seed in your brains, a fertile soil represents your sub-conscious mind, sunlight represents a ray of positive hopes and a water is like an

affirmation to that thinking with replacing a good thought to move forward and give results as your desire.

By Built Confidence and Destroy Fear:



"As soon as the fear approaches near, attack and destroy It."
 "Once you start working on something don't be afraid of failure and don't abandon it. People who work sincerely are the happiest." Fear of failing an examination: Convert your fear time in to study time.

Make a supreme effort to put only a positive thought in your memory bank, don't let negative, self-deprecatory grow in to mental monsters. Fear of losing an important customer, work doubly hard to give better service, correct any thing that may have caused customer to lose confidence in you. Action cures fear, isolate your fear and then take constructive action by perspective Thinking. Inaction-doing nothing about a situation strengthens fear and destroys confidence. Always remember to think an approach which destroy fear and build confidence by doing these simple techniques in day-to-day's activities: Be a front seater, Make eye contact. Walk 25% faster. Speak up. Smile big. Fears are stories we tell our-selves. Fear has two meanings-Forget everything and run OR Face everything and rise; the choice is yours.

How to think Big:



Success is measure by size foThinking. "Think Big at the same time be aware of the smallest details." Thinking is a conciousness which start with words, these words are like raw material to thinking which in-turn create a picture or images,

than analysis various different perspective ways of thinking to produce an optimal solution to that particular problem. Even we observe when spoken or read, the amazing instruments-the mind, automatically converts words and pharses in to mind picture. Look at this way, when you speak or write, you are, in a sense, a projector showing the movies in the mind of others. The major quality to be followed in any organization by leader is by a very stratergic language approach to drive their best interest in task given. Suppose you tell a group, I am sorry we have failed, what does people see? They see defeat and all the disappointment and grief the word "failed" conveys. Instead you said "here's is a new approach that I think will work." They would feel encouraged, ready and try again. Simillarly "we face a problem" instead "We face a challenge." We incurred an big expense, instead we made a big investment. Use the big thinker's vocabulary. Use big, bright, cheerful words. Use words that promise victory, hope, happiness, pleasure; avoid words that create unpleasant images of failure, defeat, grief. Think above trivial things. Focus your attention on big objectives.

Before getting involved in a petty matter, ask yourself, "Is it really important?" Grow big by thinking big! Stretch your vision. See what can be, not just what is. Practice adding value to things, to people, and to yourself. "Think Big, Dream Big, Act Big, Believe Big and your results will be Big."

How to Think and Dream Creatively:



"No can defeat a powerful mind." Don't let tradition paralyze your mind. Be receptive to new ideas. Be experimental. Try new

approaches. Be progressive in everything you do. Ask yourself daily, "How can I do better?" There is no limit to self-improvement. When you ask yourself, "How can I do better?" sound answers will appear. Try it and see. Ask yourself, "How can I do more?" Capacity is a state of mind. Asking yourself this question puts your mind to work to find intelligent shortcuts. The success combination in business is: Do what you do better (improve the quality of your output), and: Do more of what you do (increase the quantity of your output). Practice asking and listening. Ask and listen, and you'll obtain raw material for reaching sound decisions. Remember: Big people monopolize the listening; small people monopolize the talking. Stretch your mind. Get stimulated. Associate with people who can help you think of new ideas, new ways of doing things. Mix with people of different occupational and social interests to explore more on your knowledge.

You are What You Think You Are



"We are what our thoughts have made us; so, take care of what you think. Words are secondary. Thoughts live; travel so far." Upgrading your thinking upgrades your actions, and this produces success. "The

mind is everything what you think you become."

Some tips are- look important; it helps you think important. Your appearance talks to you. Be sure it lifts your spirits and builds your confidence. Your appearance talks to others. Think your work is important. Think this way, and you will receive mental signals on how to do your job better. Know that your work is important, and your subordinates will think their work is important too. Give yourself a pep talk several times daily. Build a "sell-yourself-to-yourself" commercial. Remind yourself at every opportunity that you're a first-class person.

By Manage Your Environment: Go First Class:



"There is a self-interest behind every friendship, there is no friendship without self-interest-this is a bitter truth." Don't let suppressive forces—the negative, you-can't-do-it

people—make you think defeat. Don't let small-thinking people hold you back. Jealous people want to see you stumble. Don't give them that satisfaction. Remember Just as body diet makes the body, mind diet makes the mind, so be environment-conscious. Make your environment work for you, not against you. Get your advice from successful people. Your future is important. Never risk it with freelance advisors who are living failures. Get plenty of psychological sunshine. Circulate in new groups. In organization environment "Always treat your employees exactly as you want them to treat your best customer." Think and Go first class in everything you do.

Make Your Attitude Your Allies:



"The man is great by deeds not by birth." Three things to do to.... Dig into it deeper- When you find yourself uninterested in something, dig in and learn more about it. Lift up everything about

you-your smile, your handshake, your talk, even your walk. Act alive. Grow the "You are important" attitude-People do more for you when you make them feel important. Remember to do these things:

Show appreciation at every opportunity. Make people feel important. Call people by name. Grow the "Service first" attitude, and watch money take care of itself. Make it a rule in everything you do: give people more than they expect to get. "A bad attitude is like a flat tire, you can't get any far until you change it."

How to Think Like a Leader:

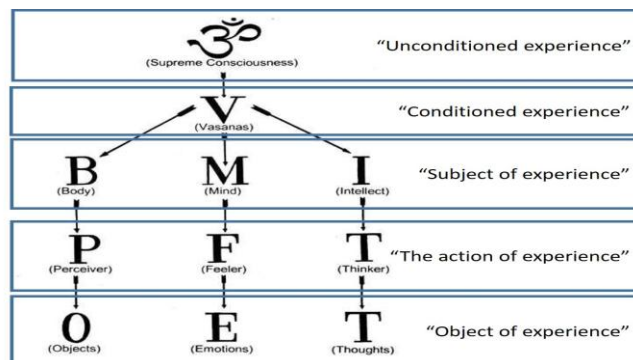


"Before you start some work, always ask yourself three questions, why I'm doing it? What the result might be? Will it be successful? Only when you Think deeply and find satisfactory answer to

these questions, then go ahead." "Learn from the mistakes of others. You can't live long enough to make them all yourself." Apply the "Be-Human" rule in your dealings with others. Ask, "What is the human way to handle this?" In everything you do, show that you put other people first. Just give other People the kind of treatment you like to receive. You'll be rewarded. Think progress, believe in progress, push for progress. Want improvement in everything you do. Think high standards in everything you do. Over a period of time subordinates tend to become carbon copies of their chief. Be sure the master copy is worth duplicating. Make this a personal resolution: "At home, at work, in community life, if it's progress I'm for it." Take time out to confer with yourself and tap your supreme thinking power. Managed solitude pays off. Use it to release your creative power. Use it to find solutions to personal and business problems. So, spend some time alone every day just for thinking. Use the thinking technique all great leaders use: confer with

yourself. "Effective leadership is not about making speeches or being liked; leadership is defined by results not attributes."

Introduction



We all go through the process of life from being to well-being as individuals with time bound conditioned to pursuit in ethnic, academic, knowledge and various fathomless personalities ways to lead a very successful life. All these past experiences do not make us awareness on our major potential Intellect; the rationale thinking. None of the above do not teach us on How to Think? we learnt how to walk, talk, read which some one thought us and we practice to master them. It is said that, every person the day he is born had got a gift from God "the intelligence." There is a saying 'to change for the worse, requires no effort, but to change for better, require enormous effort. This change is bought by their Individuals' Thinking Potential. The high reality of The Magic of Thinking BIG is creating a channel on creative and perspective Thinking with an impulsive Idea or extra inspiration, which we desire to achieve results for problems. Whenever there is a call for Intellect on day-to-day's arising problems, then every individuals' Intellect is to think through the thoughts for mere conclusions. Human tendencies are distinguished as Physical (Body, Perceiver & Objects), Psychological (Mind, Feeler and Emotions) and Intellect (Thinker and Thoughts) depending on the fields or harness or collects of their experiences. The Intellect tendency is the one which stand as D-factor for Magic of thinking in every Individual. Our Thinking is based on three considerations before conclusions to results, they are past, present and future. Past are derived from memories of experiences, future with an economics and present with "extra inspiration of Thinking" this flow of consciousness is through the experiences from the subject to the action and objects for any problem. In this I would like to derive my Aim to every Individuals' to make use of their Intellect as a signature of life in day-to-day's conditioned time on enigma. Why? On this earth, everyone is different from one another in status is due to "The Magic of Thinking Big." Thinking is like 'our own awaking' or 'prescription of life' to contact the world for excellence or for reflection of self-unfoldment.

Need & Importance of Study:

Biggest bottle neck problem in any Organization facing today is the Mindset itself. If any problem arise, how to find the solution? If solution doesn't line the problem, than,

their arise an art to solve this problem. By Thinking Differently, It lies to look at the same problem in a different perspective, this perspective is called Anvikshiki(Sanskrit word for thinking) or the science of thinking which is very vital for every Individuals.

Statement of the Problem:

Necessity is not only the mother of Invention, but also a mother of opportunity as well. Creative thinking eliminate the word "impossible" and tries to figure out with best solution by rationale thinking to fulfill your necessity with action. Small thinking holds you back. Nothing grows in ice, if your Intellect is ice, nothing come out. There is "NO MANUAL ON HOW TO USE YOUR MIND & INTELLECT. It's merely a Individuals' thinking capacity.

Findings:

We have a subtle equipment of discriminative thinking capacity to rationalise and think properly, creatively, this ability is called the Intellect. The D-factor between Plants, Animals and Humanbeings. The Body, Mind and Intellect is made up of matter, gross matter is the Body and Subtle matter is the Mind & Intellect. We are Dynamic and Conscious due to this factor. BMI are the called equipment, OET are called field of experiences and PFT are the individuality which differentiate us with "I" or "EGO." Consciousness is the one which drives us through this experiences which are Physical, Psychological and Intellectual(Please refer Chart on top).

Body has Sense Organs like eyes, ear, tongue, nose and skin which are Perceivers and experiences with gathered experience of Objects through consciousness of seeing, hearing, smelling, tasting and touching. Similarly we have Mind, the feeler who's driving the consciousness of Emotions like love, hatred, greed, jealousy, etc. And, now the Intellect with I factor as Thinker passing through the consciousness of Thoughts. And "I" experiences are the individual conscious ego is PFT, called Mr/Mrs. EGO, the hero of your autobiography. Happy and unhappiness : Emotion or Mind, I do not understand what you are talking then that is Intellect and Healthy or Unhealthy is Body. The universe is Time Bound or conditioned by time, due to which we can see the changes in every things. It is the magic of thinking which is very prime factor to this change happening in every gadgets we Human beings use. The Triumph of any individuals' is their Rationale Thinking Capacity. Initially for any problem the words are created which is raw material from thoughts, which leads us to form Image or Picture out of these and analyze with best suitable Quantity or Quality method to attack or to eliminate the problem with our perspective ways of thinking capability through our Intellect. In the present world no family or colleges teach us on how to think, or "The Magic of Thinking BIG." Knowledge is just a memory bank accumulated through academics, books, experiences, experiments, etc., these are just a pre-existing library and may not require Thinking. Every individuals' have their own perspective thinking potential which results to their triumph in personal or professional life.

Conclusions:

As per our ancient literatures written "In the Nature of world we have: Profit & Loss: Material Level, Pleasure & Pain: Physical Level, Joy and Sorrow: Emotional Level, Honor and Dishonor: Intellect Level to satisfy our needs. For Human Beings we have a special subtle equipment i.e. Human Capital which is D-factor depending on how this potential is used. We have three major power every Human being is blessed with i.e. "the power of Concentration," "the power of Decision Making" and "the power of Unselfishness." The power of Decision Making falls in-line with the Intellect or rationale of thinking which plays important role to define your "status Quo." Here my objective is to highlight "the power of Decision Making" which we do use every moment in life, How this is done? For any decision making in day-to-day's life which is necessity for every Individuals' is depend on what environments arises, like situation handling, problems solving, creating product, money making, efficient action, achieving extra mile, etc. Decision making depends on What to Think? What to Say? What to Do? Which will be answer for our life's Quest.

The great Einstein was once asked how many feet are in mile; his reply was I don't know? And why should I fill my brain with facts I can find in two minutes in any standard reference book? Einstein taught us a big lesson. He felt it was more important to use your mind to think than to use it as a warehouse for facts. He even told us that "Education is not leaning of the facts; it's rather the training of mind to think."

Recommendations/Suggestions:

Understanding yourself is no more critical after you learn that our great ancient literature lead us to pursue your life to Success or Mediocrity by "the science of Thinking." Use your untapped potential of Intellect which is close to 85% than tapped potential of 15%, for an exponential growth. This study makes you to understand the potential of your Thinking and Thinking BIG is very important, know your-self before you explore the world of challenge to escalate your life to triumph.

ABOUT THE AUTHORS:

Dr. Satya Sidhartha Panda, Ph.D., Post-Graduate in Journalism & Mass Communication, MBA. He has 11+ Years of Learning Experience in the Corporate and leading Universities. His career has focused on the link between Creative Thinking and Leading knowledge work force in NGO's, Education Solutions, Universities, IT Consulting industries. He is a certified Life Skills Trainer under the guidance of Dr. Ali Khwaja. Presently working at Jain University, i-Nurture Programme, Department of Marketing Leadership & Innovation as a Professor. He has successfully mentored and counseled more than 1200 young career aspirants across the country. Authored 4 books and Published 20 Papers in Double-Blind Peer Reviewed International & National Journals. Received the

VALUE VISION AWARD 2017 for Excellence in Innovative Pedagogy in International Conference {Educational Conclave} at Curtin University Dubai Campus on 25th Feb, 2018. Delivered Teachers training /FDPs in International schools, Educational Institute, University etc. Guest Resources at Christ University, Bangalore, St. Joseph's College of Commerce and Management.

Dr Samir Pradhan,

Dr Samir Ranjan Pradhan, Ph.D., Post graduate in Personnel management (Pune University) started his career as a technocrat in Avionic sector, A qualified Quality Assurance inspector in Avionics. (Diploma in TQM & ISO 9000, at AIIMS Chennai). Then shifted to Telecom installation in 2001 worked in Tyco Electronics for all India installation of transmitting stations & optical connectivity, worked as training manager in IT industries (Auctus infotech, Future business tech pvt ltd and Accenture, Bangalore). In academics started working in premier colleges/universities of Bangalore in 2003, (PESIT & Christ). Also in WLC, IBMR management institutes of Bangalore. Moved to Muscat, Sultanate of Oman & worked under Ministry of Manpower, Oman (as management faculty) for four years. Done extensive research on students/young peoples behaviour in the middle east region, the outcome we shall put in our future articles.

Presently working as freelancer Organisation development consult & also working as Management professor at IIBS (Bangalore Airport campus). Present research on behavioural pattern of rural youth of India.

REFERENCES

1. Swamy Chinamayanada explains through vasanas through BMI Chart
<https://www.youtube.com/watch?v=BTDwZzHT8gQ>
2. Vedanta Vision by Jaya Row on Bhagavad Gita
https://www.youtube.com/watch?v=GwZmk7_Ufzk
3. Chanakya Speaks: Anvikshiki -The Science of Thinking by Dr. RadhaKrishna Pillai
<https://www.youtube.com/watch?v=hgWF8AA4EBc&t=50>
4. Three Great Power Within Us by Swami Sarvapryanandaji
<https://www.youtube.com/watch?v=PDcnZ7CQWLg>
5. The Magic of Thinking Big- book by Dr. David J Schwartz
6. Think and Grow Rich- book by Napoleon Hill.