

# [ ATTITUDE IS EVERYTHING ]

MONDAY JANUARY 24, 2005

**Do you have the right attitude? Whether it is work or Personal life, winners are those who know that the Right attitude can take them through anything**

WORK WISE - A fortnightly column by Rahul Kapoor

Attitude is the switch that turns on everything else. When you master your attitude, you master your life. A study conducted at the Harvard University found that when a person succeeds and goes up the ladder of success, 85% of the time it is because of his attitude and only 15% of the time it is because of what he is or what he knows. In fact, even before people buy anything from you like services, goods or ideas they first buy your attitude. The quality and effectiveness of your communication is a matter of your attitude. Your attitude means more to people than what you say to them. This is true not only from the corporate world perspective but also from our personal lives viewpoint.

Attitude has either made a person extremely successful or it has destroyed a person completely. So, the million dollar question that needs to be answered is What kind of attitude do you need to cultivate to generate success?

There is a wonderful story of the three bricklayers at a new building site. A visitor walks over to the first bricklayer and asks 'What are you doing?' The worker says 'I am laying bricks. The visitor then asks the same question to the second worker. The response he gets is 'I am building a wall'. Finally the visitor asks this question to the third worker, who says 'I am building a hospital for the sick people, so that they can come here and get cured.' Now evaluate the three responses, the difference clearly is in their attitudes and attitude surely affects performance. How we think shows through in how we act.

Stanley Judd once said - 'You may be dead broke and that's a reality, but in spirit you may be brimming over with optimism, joy and energy. The reality of life may result from many outside factors, none of which you can control. Your attitudes, however, reflect the ways in which you evaluate what is happening.' One person who fits in perfectly in this situation is Amitabh Bachan. He faced problems of all sorts and all kinds, be it emotional, financial or otherwise, but his determination and power of attitude helped him bounce back.

Recently, I was in Bangladesh where I met up with my all time favorite cricketer Wasim Akram. When I quizzed him on his secrets of success he said, "Success is not something that you can run into by accident. It takes a lot of working on and character. Everyone likes to win but how many are willing to put in effort and time to prepare to win. It takes sacrifice and self-discipline. There is no replacement to hard work, honesty and discipline". Wasim did and still continues to have a great attitude towards his work; perhaps that's why we call him the world's best.

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Going down memory lane, I can distinctly remember the day when the earthquake hit Latur. Thousands had lost their lives. The following day our class teacher Mr. Nicholas spoke to us. He said that death cannot be predicted and thus we should live our lives like there is no tomorrow. He urged us to thus give our hundred percent in everything we do like studying, loving our parents, respecting our teachers, praying to the lord and so on. In fact, he went on to practice what he preached and began spending more time with us in school, his lectures began to get livelier than ever before, we found him getting involved in many of the school's activities. He created such an impact on all of us that we consciously started giving our best each day. I learnt early in life that a person who is enthusiastic soon has enthusiastic followers. In fact enthusiasm is the essence of a great positive attitude.

Finally, even as the tsunami disaster hit us and there is despair and pain all over, we see some heroes emerging and giving us a glimpse of their admirable attitude. Vivek Oberoi adopting a village, Leander Peas donating his one week's earning, Sachin Tendulkar desiring to play a benefit match in Australia in spite of a shoulder injury. Then there are plenty of unsung heroes who are working tirelessly, and without any desire of recognition-attitudes that say " we care".

People with positive attitudes have certain personality traits like-they are confident, positive and caring. Positive attitude will help you achieve more in less time and will also help you to win friends and admirers. Success comes only to those who are bold, honest, those who never give up and those who learn from their mistakes. Good attitude helps you see the good in other people and also promotes peace and harmony.