

## 7 Corporate-Management Lessons from Modi Ji

It is said that we should mind our thoughts, since thoughts become actions; we should watch our actions, since actions become habits and we should watch our habits since habits become our character; and it is the character which decides our destiny. As per Socrates, 90% of what we think and act is habits. So, excellence is not a singular act but a way of life. Successful people are successful because they have successful habits. First we make habits than habits make us. We are what our habits are. In his book **The 7 Habits of Highly Effective People**, Stephen R. Covey's speaks of the habits of highly effective people which are based on timeless principles of fairness, integrity, honesty, and human dignity. In his seminal work, James Clear speaks of Atomic-Habits of success followed by the successful people. There are habits which take the successful people on the top. Lets us learn the successful and highly effective habits our one of the most successful statesman of the world, Sh Modi ji.

He is Pro-active instead of reactive: Stephen R. Covey has given this as the basis of all the other habits. It means in every situation, you have an option, you are in charge. Instead of reacting to the situation, you can do something to change the situation. Action replaces reaction. This is one of the traits of Sh. Modi ji that instead of 'reacting' on any situation, he takes on responsibility to change the situation. He is an action-oriented man who believes in Karma irrespective of the results. Action for the sake of action is his core-philosophy. He focuses and acts on what he can change and influence, instead of what he can't. Instead of blaming others or shifting responsibility, he takes upon himself and solves that situation by himself. This makes him a super pro-active and action-oriented person. As per him, we are the product of our choices. It also implies that he does all of his daily work on his own instead of depending upon others. Imagine that he himself picked the broom and started cleaning the road to launch the largest cleanliness drive, **Swachh-Bharat Mission** on 2<sup>nd</sup> October. You can see him holding his own umbrella instead of asking his Security personnel to do for him.

Have a clear Goal and a Plan: One of the habits of the successful people is that they have a clear goal and a definite plan to fulfill their mission. They have a life plan, decade plan, yearly-plan, monthly plan and even daily plan. As per one study, 10 minutes of planning saves 1/6 time in execution of the plan. Sh. Modi ji starts his day by planning the day in detail. It includes what is to be done for the day. More importantly, it is what is to be done first and in priority. So one of the key lessons is to plan and priorities

the day and work. It gives focus on what is important and what is to come first. It saves you from digressing and off-tracking from the main and important issues.

**Getting Up early and Doing Yoga:** One of the habits of the successful corporate-leaders is getting up early in the morning. He gets up at 4 a.m. in the morning and this routine is being followed since he was in the public life. After getting up walking, yoga, Surya Namaskar and meditation are his first things which keep his body and mind in highly effective and efficient mode. He is conscious of his food as food is the energy which keeps you going. There are people who live for food and there are people who eat to live. Modi Ji belongs to the later category as for him eating is meant as pure, simple and healthy food so as to be your best version.

**Work is Worship:** The successful people have a mantra. For them work is worship. It is not only a source of official duties but a way of expressing your personality. For Modi ji, his work is a way to express his creativity and a divine duty which he performs with full dedication and devotion. He is a true Karmayogi, who work for the sake of work and follow the ethics of Karma-Yoga in which you work for the pleasure of work without attaching yourself the results or rewards of the work you have done. Even at the age of 71, he works for 20 hours and sleeps only for 4 hours and this routine is being followed by him since long. Even during travelling, he spends his time in working.

**Leaders are Readers:** One of the traits of a successful person is that they are vivid readers. You are the average of 5 persons whom you spent your time with. Therefore, a successful person always read so as to learn from the life-experiences of others. Pm is not only a great reader but also an author. As a young boy in hometown Vadnagar, he frequented the local library regularly. His keen area of interest is Cultural heritage, ancient-history and political science. Reading books increases motivation, energy, and life balance by making time for renewing activities. It helps what is called 'Sharpen the saw' by Stephen.

**Communicate:** Successful people communicate effectively both within and without. What you communicate with yourself is what you become, what you communicate others becomes your image. To be remaining positive, one has to communicate positive and noble thoughts to himself. The internal communication of Modi ji with him is always internal-motivation, working for the nation, using his each neurons and each moment for serving (**Kan Kan, Pal Pal**) people and nation. Also, being a versatile orator, he communicates others in a way which touches them emotionally and inspires them.

Success is not a matter of chance, it is a matter of 'choice'. If we want to be successful, we have to follow the path followed by the successful people.

