



# Self Development

for people in Business and Industry



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Brahmakumaris is being recognized in today's corporate world as a global initiator for world peace and also an organization providing a practical approach to motivation. We reproduce below excerpts from two leading magazines as they were published:

## "Neither a follower nor a guru"

An excerpt from a leading English magazine Dignity Dialogue, the magazine for productive aging, issue for March 2008



An interview with Rajyogini Dadi Janki, Head of Brahmakumaris worldwide

"I came to Dadiji as a 48-year old industrialist with a large ego and a 'know all' attitude. During the past 15 years, I have watched with amazement the process of being tamed by her powerful and exquisite teachings, given with great love and selflessness. She has brought God in every fibre of my being"

**Nizar Juma** Economist, Kenya (Africa)

Dadi (elder Sister) Janki has dedicated more than 70 years of her life to the work of the Prajapita Brahmakumari Ishwariya Vishwa Vidyalaya of which she is currently the Administrative Head. After serving throughout India after its independence, she moved to London, UK in 1974 with a vision to drive the organization's teachings which are now carried out in over 100 countries spread over more than 8,000 learning centers. Since August 27, 2007, she is back in India as the organization's head at its headquarters in Mt. Abu, following the passing away of Dadi Prakashmaniji, the former head.

### Beacon of Light

Internationally acknowledged as a great spiritual leader, Dadi's lifelong focus has been to align her mind and heart to

God's will and purpose. God is a source of love and wisdom for her and this is her foundation of life. This spiritual strength enables her to be a beacon of light in the lives of others. She is a visionary with unswerving optimism as she says, "Those with a positive vision of the future give us an image of a world where all things are given freely and where highest human potential is fully realized."

### Keeper of Wisdom

Dadi is the pioneer of a modern form of Raja Yoga, which relaxes, refreshes and clears the mind and heart. It helps you to look inside to rediscover and reconnect with your original spiritual essence. In 1992, Dadi was invited to be one of the 10 Keepers of Wisdom, an eminent group of world spiritual leaders convened to advise the Earth summit in Brazil on fundamental spiritual dilemmas, which underpin current worldwide environment issues. She was awarded the Medal of Independence by the King of Jordan for humanitarian work in 2004. She is an international patron of Rights and Humanity, of the World Congress of Faiths, and a member of Global Peace Initiative of Women

Cont'd on Pg 4

## "National Dialogue and a workshop of Business & Industry Wing"



At Gyan Sarovar Complex, Mt. Abu from 9th July 2008

A National workshop cum Meditation Retreat is being organized by the Business & Industry Wing of Rajyoga Education & Research Foundation, Brahmakumaris. Over 500 delegates from the Business & Industry from all over India are being invited for this conference. This workshop aims at creating a need for working with innate values.



आदरणीय राजयोगिनी दादी हृदयमोहिनी जी (चेअरपर्सन-ब्यापार एवं उद्योग प्रभाग) के प्रेरणा अनुसार प्रभाग के सेवाकार्य को गतिशील बनाने के लिए कोल्हापूर में भव्य कार्यक्रमों का आयोजन - विस्तृत जानकारी पृष्ठ क्र. ३ से ५ पर

## Leadership at work through Intuition

With powerful new technologies to collect and analyze data, executives have access to more information than ever before when making business decisions. But what do you do when the numbers yield more questions than answers? Or when you are shifting your strategic course, and past data no longer apply? At times like those, say experts you have to rely on your intuition.

The idea that executives should make decisions based on “gut feelings” is generally out of favor, and until recently there's been little research on intuitive management. But that may be largely due to prejudice, say these experts. After all, we have no problem accepting intuition as part of the thinking process of a great chess master, and we readily acknowledge the role that it plays in science. But when it comes to business, intuitive decision making is often viewed as too whimsical or irrational an approach or simply inappropriate for modern executives.

Yet these experts cite recent studies showing that intuitive decision making is actually widespread among executives the higher up you go, in fact, the more likely you are to use it. And far from being a magical sixth sense, new research shows that intuition is really a highly developed form of reasoning, based on years of experience and learning that can prove invaluable when making complex business decisions. “What we call intuitive decision making is really one's ability to recognize patterns at lightning speed a process that often happens unconsciously,” explain the experts. And because executives who've acquired deep wells of knowledge and experience can see patterns that others don't, they're able to reach good intuitive decisions much faster and more frequently.

### Cultivating Intuition

Is it possible to develop more intuitive managers and to hone your own intuitive skills? While the study of



management intuition is still new, say the experts, the latest research points to the following requirements for cultivating it:

**Experience:** The more extensive your professional experience, the more likely you are to recognize patterns and to think intuitively. Studies in psychology indicate that an executive needs at least 10 years of domain-specific experience to develop the kind of healthy gut feelings that lead to good intuitive decision making.

**Networks:** Executives need strong personal and professional networks in order to share experiences, learn from others, and hear how their intuitive decisions are received. “Senior executives should surround themselves with people who are their equals and with whom they can maintain an open climate of discussion,” say the experts.

**Emotional Intelligence (EI):** Research shows a close link between emotion and intuition, and executives who are able to recognize and interpret their emotions tend to make better intuitive thinkers. Daniel Goleman, the psychologist who coined the phrase “emotional intelligence,” claims that 90 percent of the differences between top-performing and average-performing executives can be explained solely by this factor. In 1990, Daniel researched the subject and explained how to develop capability and create a deep level of understanding. It makes us aware of our own and others' feelings, which develops motivation, empathy, and compassion. This allows an individual to face challenges in the good and bad times in this journey of life. It

enables one to give a more intuitive response to situations.

**Tolerance:** Intuition develops best in an environment in which both positive and negative experiences are welcomed as learning opportunities. For top managers, this means a greater willingness to tolerate mistakes and the ability to create a culture that publicly and continuously supports people who take risks.

**Curiosity:** Since intuition is based largely on experience, executives should constantly feed their curiosity by focusing more on exploiting new opportunities than on avoiding potential risks. “Thinking and acting in an opportunity oriented way is a prerequisite for striking new paths, and striking new paths is a prerequisite for gathering experiences.” Like any good skill, intuitive thinking can be taken to extremes, so it must be practiced with discipline, say these experts. Once you make an intuitive decision, rigorously evaluate it against your facts and figures, and be sure to get plenty of feedback. “As with the chess master who spends a fair amount of time rethinking the decisions he intuitively made within seconds, executives should reflect on their intuitive decisions before they execute them.”

**Moral Quotient:** Moral values play a vital role in business and bring internal awareness along with intellectual and emotional efficiency within an individual. With better intellectual and emotional efficiency comes better and quicker intuitive thinking.

Intuitive ability that is well developed in an individual can prove to be more helpful than academic qualifications. This skill of intuition helps an individual take a discerning view of a complex situation and chart out a road map to reach a goal. Intuition combined with the power of flexibility and cooperation enables leaders accomplish goals together with their teams.

# व्यापार एवं उद्योग प्रभाग कोल्हापूर (महाराष्ट्र) सेवा समाचार

व्यापार एवं उद्योग प्रभाग की वार्षिक मीटिंग दिसंबर 13 & 14, 2007 को शांतिवन में हुई थी। दादी गुल्जार जी जोकि इस प्रभाग की चेअरपर्सन है, उन्होंने प्रस्ताव रखा था कि बड़े प्रोग्राम्स के साथ साथ छोटे ग्रुप बनाकर, शहर के स्थानीय सेवाकेन्द्रों के सहयोग से वहां के व्यापारी संगठनों तथा उद्योग समूहों में जाकर प्रोग्राम्स किये जाये, जिससे बाबा के छिपे हुए रत्न सम्पर्क में आयेगे और सहयोगी सो योगी बनेंगे। इस संकल्प को साकार रूप देने का पहला कदम कोल्हापूर सबजोन द्वारा उठाया गया।

दिनांक 28 फरवरी से 2 मार्च 2008 तक कोल्हापूर सबजोन द्वारा विभिन्न कम्पनीयों, कारखानों, बिज़नेस असोसिएशन्स तथा व्यापारी मण्डलों में कार्यक्रमों का आयोजन किया गया। इस सेवाकार्य में प्रभाग के माउण्ट आबू मुख्यालय विंग कोऑर्डिनेटर ब्र.कु. गीता बहन जी, नेशनल कोऑर्डिनेटर जयपुर से भ्राता ब्र.कु. एम एल शर्मा जी, उपस्थित रहे। विलेपार्ले-मुम्बई से ब्र.कु. दीपा बहन, ब्र.कु. स्नेहल बहन, ब्र.कु. प्रीती बहन, सुनिल भाई, स्नेहल भाई, विपुल भाई तथा हैद्राबाद से ब्र.कु. राधिका बहन, ब्र. कु. अर्चना बहन, ब्र.कु. संतोषी बहन ने भी अपनी सेवायें प्रदान की। विशेष समय निकालकर ब्र.कु. जगदीश भाई, (एक्जीक्युटिव डायरेक्टर-अतुल लिमिटेड ने वलसाड) ने इस सेवाकार्य में पधारकर सहयोग दिया।

इन सभी कार्यक्रमों में व्यापार एवं उद्योग से जुड़े अनेक व्यक्तियों ने लाभ लिया। विशेषतः उद्योगपति भ्राता धनंजय महाडिकजी, भ्राता प्रदिप कापडिया जी (उपाध्यक्ष-चेम्बर ऑफ कॉमर्स, महाराष्ट्र), उद्योगपति भ्राता राम मेनन जी, भ्राता आनंद माने जी (अध्यक्ष-चेम्बर ऑफ कॉमर्स, महाराष्ट्र)

कार्यक्रम के पश्चात् त्रिदिवसीय राजयोग शिविर का आयोजन हुआ जिसमें सम्पर्क में आये हुए अनेक आत्माओं ने लाभ लिया

इन कार्यक्रमों से लाभान्वित होकर कई कम्पनीयों से आगे भी ऐसे कार्यक्रम करने के लिए निमन्त्रण भी प्राप्त हुआ



निम्नलिखित कार्यक्रमों का आयोजन किया गया:-

दिनांक 28-2-08 - इचलकरंजी

कार्यक्रम स्थान	विषय	प्रवक्ता
डि.के.टी. कॉलेज शरद शुगर फॅक्टरी कापड बजार कुडचे वर्कशॉप इंदिरा महिला सूत गिरणी हॉटेल तारा गणेश फाण्डरीज़ बोहरा कापड बाजार इचलकरंजी स्पिनींग मिल नव महाराष्ट्र स्पिनींग मिल चौडेश्वरी सहकारी बैंक इचलकरंजी नगरपालिका इचलकरंजी जनता सहकारी बैंक	पाथ वे टू सक्सेस तनावमुक्त जीवन पाथ वे टू सक्सेस सकारात्मक चिंतन सकारात्मक चिंतन हॉस्पिटैलीटी मैनेजमेंट तनावमुक्त जीवन तनावमुक्त जीवन तनावमुक्त जीवन सकारात्मक चिंतन तनावमुक्त जीवन सकारात्मक चिंतन तनावमुक्त जीवन	ब्र.कु. राधिका बहन ब्र.कु. स्नेहल बहन ब्र.कु. दिपा बहन ब्र.कु. प्रीति बहन ब्र.कु. स्नेहल बहन ब्र.कु. राधिका बहन ब्र.कु. दिपा बहन भ्राता शर्माजी एवं ब्र.कु. दिपा बहन ब्र.कु. स्नेहल एवं अर्चना बहन ब्र.कु. प्रीति बहन ब्र.कु. राधिका बहन ब्र.कु. गीता बहन ब्र.कु. दिपा बहन

दिनांक 29-2-08 - कोल्हापूर

कार्यक्रम स्थान	विषय	प्रवक्ता
टिंबर सो मिल असोसिएशन राजाराम शुगर फॅक्टरी हॉटेल असोसिएशन कोल्हापूर प्रोडक्टिविटी काऊंसिल कोहिनूर टेक्नीकल इंस्टीट्यूट	व्यापार एवं पारिवारिक समस्यायें से तनाव मुक्त जीवन वर्कर्स एवं अफसरों के बीच संबंधों में समरसता सकारात्मक चिंतन तनावमुक्त जीवन हॉस्पिटैलीटी मैनेजमेंट	ब्र.कु. गीता बहन और भ्राता एम एल शर्मा जी ब्र.कु. दिपा बहन ब्र.कु. गीता बहन ब्र.कु. दिपा बहन ब्र.कु. राधिका बहन एवं संतोषी बहन
केशवराव भोसले नाटयगृह वर्धमान टेक्स्टाईल्स एमआडिसी हनुमान सहकारी दुग्ध डेरी, हुपरी तसगाव बिजली विभाग इंजिनिअर तासगाव, सूतगिरणी	व्यापार एवं पारिवारिक समस्यायें से तनाव मुक्त जीवन मानव एवं नैतिक मूल्याधारित व्यापार सकारात्मक चिंतन सेल्फ मैनेजमेंट तनावमुक्त व्यवस्थापन	ब्र.कु. गीता बहन और भ्राता एम एल शर्मा जी ब्र.कु. राधिका बहन एवं जगदिश भाई प्रीती बहन, अर्चना बहन ब्र. कु. स्नेहल बहन ब्र. कु. स्नेहल बहन

दिनांक 1-3-08 - कोल्हापूर

कार्यक्रम स्थान	विषय	प्रवक्ता
साई सर्विस, उद्यम नगर ज्वेलरी एण्ड गोल्डस्मिथ असो. गोकुल शिरगाव एमआडिसी	व्यापार एवं उद्योग में स्वपरिवर्तन का महत्व तनावमुक्ति द्वारा व्यापार में सफलता	ब्र.कु. दिपा बहन एवं संतोशी बहन ब्र.कु. राधिका बहन एवं भ्राता शर्मा जी ब्र.कु. गीता बहन
कोल्हापूर चेंबर ऑफ कॉमर्स हॉटेल असो. राजारामपूरी इंडोकाऊण्ट टेक्स्टाईल्स, गोकुल इरिगेशन ऑफिस किराणा असोसिएशन व्यापारी असोसिएशन, कुसुंदवाड चांदी व्यापारी असोसिएशन	व्यापार एवं पारिवारिक समस्यायें से तनाव मुक्त जीवन माइण्ड मैनेजमेंट हॉस्पिटैलिटी मैनेजमेंट रिलेशनशिप मैनेजमेंट तनावमुक्त जीवन तनावमुक्ति द्वारा व्यापार में सफलता सकारात्मक चिंतन तनावमुक्त जीवन	ब्र.कु. राधिका बहन ब्र.कु. दिपा बहन ब्र.कु. प्रीती बहन ब्र.कु. गीता बहन ब्र.कु. दिपा बहन ब्र. कु. स्नेहल बहन ब्र. कु. स्नेहल बहन

दिनांक 2-3-08 - कोल्हापूर

कार्यक्रम स्थान	विषय	प्रवक्ता
लायन्स क्लब	श्रेष्ठ वृत्ति द्वारा व्यापार में सफलता	ब्र.कु. राधिका बहन, भ्राता शर्मा जी
इंडोकाऊण्ट टेक्स्टाईल्स, कागल मेनन पिस्टन इंडस्ट्री	मानव एवं नैतिक मूल्याधारित व्यापार स्व प्रबन्धन कार्यशाला	ब्र.कु. स्नेहल बहन, प्रीती बहन ब्र.कु. राधिका बहन, भ्राता शर्मा जी
के आय टी कॉलेज मेडिकल स्टोअर असोसिएशन	व्यक्तित्व परिवर्तन व्यापार एवं उद्योग में स्वपरिवर्तन का महत्व	ब्र.कु. स्नेहल बहन, प्रीती बहन ब्र.कु. गीता बहन
गांधीनगर पब्लिक कार्यक्रम	व्यापार एवं पारिवारिक समस्यायें से तनाव मुक्त जीवन	ब्र.कु. गीता बहन, ब्र.कु. दिपा बहन एवं भ्राता शर्मा जी

## "Neither a follower nor a guru"

Cont'd from Pg 1

### Quest for God

"My quest for God started early" says Dadi. "I neither wanted to become a follower of any sadhu nor become a Guru and make followers. I had studied the Bhagwad Gita as a child and was deeply touched by Brahma Baba's (Founder of the Institution) yogic level of inculcation of divine knowledge, which I could bring into my life. The Gita talks about the sovereignty over mind and sense organs, of becoming Karmayogi. I feel God showed me the path through Baba for dedicating my life to this spiritual service."

### Peace and Purity

Dadi says, "People need to understand the value of knowledge, yoga, pure diet, elevated thinking, honesty in relationships and how to experience purity, peace, and happiness while leading a full life." "I don't give lectures, but I focus on what every human being needs. I can take someone's mental pulse and know what is required, like an herbalist who diagnoses illness by feeling the pulse. Whether a Christian, Muslim, Hindu or anybody else, each human being experiences some sorrow or the other, and we have to show them the way..." concludes Dadi.

## Success Sutras 24-hour Leadership



"We are what we repeatedly do. Excellence, then, is not an act, but a habit."  
- Leo Tolstoy

A leader goes a point beyond habit and makes this his/her obsession.

Leaders do not count time. In fact, they make time count. They are not created by history, they create history. Each century in human history has thrown up great human beings that we count as leaders. However there have been several other ordinary people who have created contexts for the emergence of such leaders. A leader is like a giant wave that carries many small waves in its wake.

Leadership is not a 9 to 5 affair. It is a 24 x 7 x 365 days work. Why is that so? Leadership is an evolving process that embraces the whole life. A leader cannot claim to be an Alexander at work and a chimpanzee at home. He has to be consistent in his personal evolution, whether he is at home or in the office. Leadership is not a position that someone occupies for a certain number of hours a day. Leadership is rather a disposition - a way of living in the world.

One of the unfailing traits of a great leader is humility. It is this ability which allows a leader to be in a learning mode at all times 24 hours a day, 7 days a week and 365 days a year. When a leader is humble he does not think any less of himself. He just thinks of himself less. Thus he constantly learns from others and the surroundings. He is always firmly set on the seat of self-esteem so that surroundings do not upset his true nature.

व्यापार एवं उद्योग प्रभाग कोल्हापूर (महाराष्ट्र) सेवा समाचार



केशवराव भोसले नाट्यगृह में आयोजित व्यापारी सम्मेलन में सांस्कृतिक कार्यक्रम में शिव परमात्मा का झंडा लहराते हुए सभी महानुभव



“व्यापार एवं पारिवारिक समस्याओं से तनाव मुक्त जीवन” विशय पर अपना वक्तव्य देते हुए बी.के. गीता बहन - ज्ञान सरोवर, माउण्ट आबू



राजयोग मेडिटेशन कराते हुए बी.के. सुनंदा बहन, कोल्हापूर सबज्जोन संचालिका



केशवराव भोसले नाट्यगृह में आयोजित व्यापारी सम्मेलन में अपने विचार व्यक्त करते हुए उद्योगपति भ्राता धनंजय महाडिकजी, (बायें से) भ्राता प्रदिप कापडिया जी (उपाध्यक्ष-चेम्बर ऑफ कॉमर्स, महाराष्ट्र), उद्योगपति भ्राता राम मेनन जी, भ्राता एम एल शर्मा जी, बी.के. दिपा बहन, बी.के. गीता बहन, भ्राता आनंद माने जी (अध्यक्ष-चेम्बर ऑफ कॉमर्स, महाराष्ट्र), बी.के. सुनंदा बहन



डि.के.टी. इंजिनियरिंग कॉलेज में ‘पाथ वे टू सक्सेस’ विशय पर कार्यक्रम कराते हुए ब्र.कु. राधिका बहन साथ में प्रीती बहन



कोहिनूर टेक्नीकल इंस्टीट्यूट में ‘हॉस्पिटैलिटी मैनेजमेंट’ विशय पर कार्यक्रम कराते हुए ब्र.कु. राधिका बहन साथ में संतोशी बहन



टिंबर सो मिल असोसिएशन के कार्यक्रम में ‘व्यापार एवं परिवार में तनाव मुक्त जीवन’ विशय पर अपने विचार व्यक्त करते हुए ब्र.कु. गीता बहन और भ्राता एम एल शर्मा जी



प्रोजेक्टवीटी कार्जसिल में ‘तनावमुक्त जीवन’ विशय पर कार्यक्रम कराते हुए बी.के. दिपा बहन



तासगाव, सांगली में बिजली विभाग के इंजिनियरिंग स्टाफ को सेल्फ मैनेजमेंट विशय पर कार्यक्रम कराते हुए बी.के. स्नेहल बहन

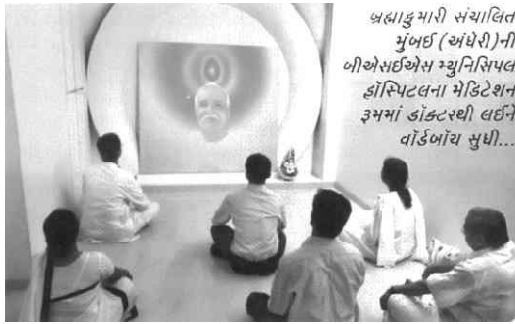
An excerpt from a leading Gujarati Magazine Chitraklekha, issue published on February 25, 2008.

# Motivation Leaders

Do you want success? Then meet the Motivation Leaders:

Do you wish to climb the ladder of success? In today's world the demand

This starts with benefiting the individual, and through individuals, the



organization, and finally the entire nation. Today, even the corporate world takes cognizance of the Emotional Quotient (EQ) along with the Intelligence Quotient (IQ) of their employees."

for Indian Motivation Gurus is rising, not only in India, but also all over the world. Some teach you how to succeed in life, while others motivate you to remain physically fit. Let us meet a few of them:

## Motivation through meditation...

In the beautiful, serene Aravalli Ranges is located Mount Abu, the head quarters of a unique organization run by women, the Brahmakumaris. Divine sisters of Brahmakumaris teach the art of motivation at industrial giants like Reliance and Bharat Petroleum to name just a few. Motivation classes are conducted for all kinds of people, from top management to the junior workers, from students to big businessmen. Spiritual motivation plays a major role for success in Business and the Industry.

The national coordinator for their Business and Industry Wing, divine sister Brahmakumari Yogini says, "Whether at home, in office, or at the factory, there are bound to be conflicts. Our programs aim at teaching how to achieve spiritual resolution for conflicts in relationships between two human beings. We also aim to help people in developing a quality relationship to develop a positive atmosphere of harmony and peace.

Bramhakumari Sister Deepa says, "We do these programs over 2 to 3 days and offer brief introductory programs even for a short duration of 3 hours depending on the company's requirement. Companies like Bharat Petroleum and Larsen & Toubro hold our programs twice in a month for different groups of employees where we include practical classes, workshops and lectures."

She says motivation is not all that simple as it has to reach the mind and heart of the individual. Only one who can stand back and support others to move forward becomes a real source of inspiration. She also says that the power of silence plays a vital role in these practical exercises, since the mind, heart and intellect play an important role in management. Harmony in relationship is most important and this allows the most effective and productive use of the time available to an employee in any organization. Emotional Intelligence plays a important role in understanding each others' feelings and correct our actions.

Again Brahmakumari Sister Yogini says, "In the 21st century, our biggest enemy is stress. Under stress, a person loses



**e-message**  
for the day

Every reaction to situations is a reflection of one's own self-respect.

### Expression:

To the extent that there is a high degree of self-respect, to that extent there is a positive response to even the most negative situations. If there is low self-respect, even the smallest situation brings forth a strong negative reaction. This reaction only makes matters worse.

### Experience:

When I am able to maintain my own self-respect even in the worst situation, I am able to have a hold, control over these situations. But if I have a low self-respect I continue to blame situations and use them as excuses to feel helpless. So I am not able to do anything about these situations and just continue to have negative feelings.

## A FEEDBACK

Your 'Message for the day' has been really inspiring. While going through the ups and downs of corporate life, there are times when one gets disillusioned with what is happening around. Especially on such occasions your thought-provoking messages helps in looking at the positive side of things and move forward optimistically and at the same time generate positive vibes amongst those who surround you.

**Tomy Varghese** - Senior Manager at an MNC

'Message for the day' is being sent in English through email every day. The selected messages have been published in two books: Inspiration & Contemplation. To subscribe for message for the day contact: [bkbiwing@vsnl.net](mailto:bkbiwing@vsnl.net)

his cool and senses. That is why our seminars lay more emphasis on personality development of an individual, where understating and adjusting to any change, coping with negativity, and developing positive thoughts are the focus."