

Punctilious Perception towards People

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Abstract: This paper emphasizes on developing positive perception towards people, its impact on personal and professional success. A person can become a winner, a leader and better individual, if he learn and practice the punctilious perceptions towards the others. This paper gives details on challenges and importance of righteous perception for leaders and suggestion to earn people's trust and support. Towards conclusion, it defines significance of accepting people with open minded mentality.

Keywords: *punctilious, perception, leader, right thinking, business challenges, power, people, acceptability*

1. Introduction:

“Right thinking is a personal choice. However, it is must –if you seek success in personal and professional relation”, Dr. David Swartz quoted in The Magic of Thinking Big. To visualize the people at their best capacity and with their best intention is always encouraged, but is hardly practiced in real life. There is a psychological reason. A person is so engrossed in self-ego empowerment, that he/she misses to see ‘the best’ qualities of others. Sometimes, it is deliberate negligence and suppressive thinking, just to see limitation in others. ‘Punctilious’ is a combination of 2 words, Pointillex and Punctilio. It means, correct, proper or right in the broader sense. To possess punctilious approach, we must be open-minded and generous towards others. It makes you winners.

1. Winners differentiate correct perception from mediocre perception. An average person can reach leadership position, if he practice correct perception.

2. Winners work on enhancing their general acceptability by thinking right towards their peers. 3. We can achieve acceptance through ‘correct perception’, if we can work on following points:

- Grab every opportunity –small or big to pat

someone's back; on his milestone. It should be sincere.

- Try and be an entertaining and an interesting person. Another person should feel pleasant to meet you. Add value to others by your words and your action.
- Be more and more easy going person. Puff out every small tension from your mind.
- Noted late scientist Jagdish Chandra Bose quoted, ‘acceptability is an art. But, there is a science behind it.’
- ‘Touch’ someone's life with joy and encouragement. Give them spiritual strength. Sooner or later, you will get meaningful affection from them.
- Everyone of us have some ‘nasty’ or ‘scratchy’ element in our nature. Identify it, make effort to remove it

2. How to Earn People & Their Support

- Say pleasant comment to strangers. It will break the ice and assists you for further talk.
- Pronounce the other person's name correctly, the ways he pronounces it.
- Send email, personal note or call that person; if you want to know him better. Use social media to remain in touch with him. Follow up is essential in the initial phase of business. Successful people know it and do it.
- Help another person to get and to pronounce your name correctly. It helps him to be your friend.
- Help yourself to introduce yourself at every possible opportunity. Do it at a party, conference, exhibitions – everywhere.
- People like to be heard their name correctly by others. Get their name with correct spelling. If

suitable, get their address and phone number.

3. Perception Challenges in Business

Instead of putting our efforts to know about our customers, we try to buy them. Specifically, sales and marketing people do this mistake inevitably. The way we meet and prefer one-another, it grows our mutual liking and ultimately, business. Give and take is the basis for any relationship. The same is true of business, too. But, it is not a good idea to buy a long term business. You can nurture and expedite business development and relationships? However, buying business is strictly unethical.

Often business people underestimate lower ranked people, when they approach new clients or organizations. They believe in forming new bonds and connections with top brass. However, our findings suggest something unique, especially for Indian market. After meeting 100+ business owners and sales professionals, it is evident that we need to build relationship from bottom to top and not top to bottom. If we greet watchman, supervisor and helper (small people) of our clients with dignity, we may get vital information about the top brass (big people) and that helps us to form new connections effectively. We should remember that this lower ranked people could also progress gradually and warm relationship with them help us in the longer run.

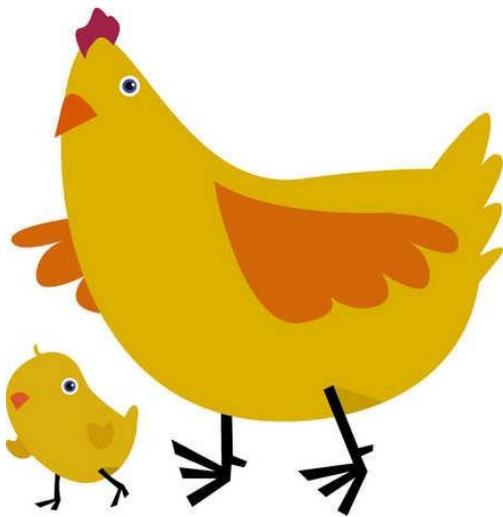


Figure : Small People vs Big People

4. Losses When You Try to Buy People

As mentioned in point number 3, you can be at risk of losing the new business, if you try to buy people. For small term, it could assist you. Sooner or later you may lose a potential client. It is advisable to refrain from it.

To think about buying someone is the wrong perception. When you do that, other person shows you cold shoulder. Your action hurt his ego. Moreover, you waste your valuable time and energy; both of which are considered more precious than money itself.

You lose your face value and authenticity. It will be difficult for that other person to give you respect and to support your cause, when you try to buy someone.

When you are gearing yourself for developing 'Punctilious Perception', you can avoid these loopholes. Think about these points and you will understand, how much they are important to think rightly towards people. Mr Mediocre or Ms Average doesn't bother to put these principles at work, but Mr Right thinking (RT) does. And Mr RT does it again and again.



5. Correct Perception of the Leader

- We can become a leader only, when we can see the hidden potential of our team.
- When we have confidence in your team, we can challenge mountainous situation and come out victorious.
- To win business, we need to consider each team member as our true asset.
- We need to invest our time, energy and resource in our team and it needs money. When you invest your money, you can earn support of your team members and generate significant business
- We should be always well prepared that our team may not perform as per expectation. Handling your team in the time of crisis is the punctilious approach in business or real life conditions.
- As a leader, it is important to identify different skills of different team member. Coaches and captains in sports often do this.



Figure: Caption of ‘Cornered Tigers’

Once we identify this, we can help our team to realize their capability. We can motivate them to overcome challenge. This brings amazing results. A team of losers can win ‘World championship of Dance Competition’. A team of ‘cornered tiger’ can win Cricket World cup. A team of ‘tired players’ can win Domestic League of International repute. Punctilious perception has this power.

6. How to Demonstrate Power of Right Approach?

The mark of a true leadership is to take the lead in whatever you do. Take lead in getting to know people. It is the real expression that you are thinking positive way about people.

Taking lead is the right approach. When you take the initiative to know about another person; it shows your interest, your enthusiasm. At that particular moment, you may not be that important to him; but he is definitely an important person for you. But, he will like you. He will remember you. Because, a person like to approach by, to greet by others.



As a case in point, let’s look at the situation in which you are travelling in Mumbai local train. You see some commuters on a daily basis. Every week, choose one stranger and say something of mutual interest to him for 5 consecutive days. You will get affirmative and pleasant response in the most cases. By showing your right approach towards stranger, you may win couple of friends here. In brief, it pays to take the lead in building a friendship.

7. Accept the People the Way They Are

Let’s try to find 100% perfect human being. It is simply impossible. On other extreme, it is difficult to find 100% imperfect person.

We need to apply our punctilious thinking here. This world look mundane, if everyone is same and perfect. There will be no excitement in life, if it takes expected turns. When every day is same, you don’t want to live longer. No surprise, no eagerness to explore new ways, if all are same. When we think about this, we can feel grateful to the supreme source that every person is different and have uniqueness. This certainly makes this world a better place to live.

In a typical situation from the great epic Mahabharata, Yudhishthira was instructed to meet various people in Hastinapur and to make list of 100 ‘Durjan’ (Wicked person). Duryodhana was asked to meet people and to make list of 100 ‘Sajjan’ (Noble person). After 2 months, when their note-books were checked; there was not a single entry in the book.

Both of them went to their guruji, Dronacharya. They politely asked for the explanation. Drona explained, ‘You saw the people, the way you think, the way your personality is. Yudhishthira, you are ‘Sajjan Shiromani’ (the noblest person). So you didn’t find any wicked person. Duryodhana, you are ‘Durjan Shiroman’ (the wicked person). So, you failed to find any noble person. If both of you were given reverse role, your notebook would filled with thousands of names.’

Duryodhana thought and imagined every person at his lowest (wicked) skills, lowest virtues. So, he didn't find any person with good virtues. Yudhishthira imagined every person at his the best virtues. So, he didn't find any person with bad qualities. The way you think another person builds your personality.

Why do people 'think wrong' toward others ?



You can think about one of your client. You don't like his facial expression, and this is a negative feeling. Stay with this thought for a little longer and see its effect. You soon start to dislike his appearance, the way he talk, his posture, his language, etc. Now, the way you think about him – you may lose your business with him. You can refuse to think in a bitter way about your client, your boss, your neighbor, or anybody.

Second, if you are trapped with this bitter thinking – stop it whenever you realize it. Because, thinking this way surely won't get you where you want to go.

The reason behind 'wrong perception' could be jealousy, ignorance, inferiority complex or something else. More than all these points, it is people's hidden desire to project themselves bigger, better than other people. So, it is quite a common, daily experience for most of us to approach by others for negative gossips. They could be neighbors, colleagues. Even your customer feel good, when he 'aware' you about weakness of his competitor; so you don't waste your time behind that 'of no use' client. You can stay away from such people.

It is evident from the Mahabharata that Duryodhana and his 99 brothers had unethical desire and thinking towards Pandavas, their virtues and qualities. Duryodhana hated Bhima and all pandavas, the way King Kans hated Krishna. He had 'fragile ego' like his father King Dritarastra. He wanted to rule Hastinapur, even if Yudhishthira was the deserving candidate. Due to

high ego, he was ignorant about the divine power of Krishna. We can learn many more lessons on 'wrong thinking' from Mahabharata.

8. Conclusions :

1. Other's support and trust can be earned through sincere efforts. It helps to improve our acceptance as a good human being and as a leader. Giving bribe has short term gain, but long term business loss.
2. Helping others to feel that he is important to you is the punctilious perception. It works in personal, social and professional life. It earns others respect for you.
3. Introducing our self at every possible opportunity is the trait of leaders. This wins us many new connections and new business opportunity.
4. Greeting everyone, from bottom to top increases our face value and makes new connections easy.
5. It is of paramount important to see our subordinates and team members at their best. This trait as a leader helps you to win difficult situations in every segments of life.
6. Punctilious perception requires us to be a flexible, accommodating and open minded person. A person who can accept the people the way they are.

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