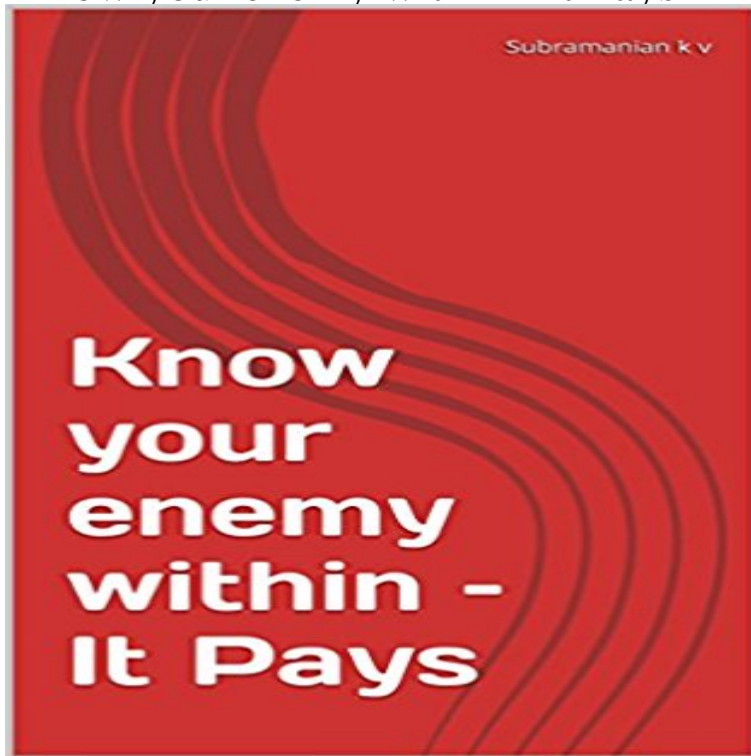


Know your enemy within - It Pays



This booklet is a beginners compendium of drivers of success and failure in goal attainment. It attempts to expose what are not taught in classrooms, especially thought processes guiding actions or inactions; or never discussed, but practised; that make people who they are. It is based on an amalgam of theoretical knowledge and experience of the author (an engineer MBA, management consultant, trainer and management educationist) spanning more than three decades. Contents reflect own situational experiences, observation and analysis, learnings from consulting practice, interaction with HR community and management students, in recent times. This is not a nineteen actionable tips to earn one billion dollars in hundred days for any ordinary person. There are no short cuts and smart tips to achievement. It is simply hard conscientious productive effort. It is more enduring to educate one to fish than make promises of giving it free. The booklet aims to open the readers mind to know the self, others and the environment around, to come up with own approaches to achieve ones goal. Strategies to goal achievement vary from one individual to another, each devising own methods in harmony with the self. There is no one right approach. There could be many. The intent is to expose these possibilities as well as the many mental blocks we carry, in decisively choosing a path, that impede our progress. Self-awareness is the key to overcoming self- inflicted roadblocks to reach our goal.

Some of the discussions may sound radical; bordering on illegality, less than ethical, intrigue, aggressive and challenging practices masked as espoused idealism. These have been brought in to expose the reader to realities, that are beyond ideal and one may not find in text books. These are relegated to hard experiential learning; what they dont teach in Harvard but essential to apply what has

been learnt in Harvard. The intent is not to radicalise minds as much as making them oblivious to the mind behind the matter. The word he wherever it appears in the text represents both genders without orientation to any one gender.

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