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### ***Adversity causes some men to break, others to break records.*** **William A. Ward**

Achievement... Winning... Success... Goals...

Almost each time these words come to our mind, so do other words...  
Adversities... Obstacles... Problems...

Adversity is a fact of life. It can't be controlled. What we can control is how we react to it. And how we can succeed in spite of it!  
When faced with adversity we can give up and adopt the poor me attitude. Or we can look at adversity as an opportunity to find ways to do things... We can be determined, persistent and persevere. It all comes down to your choice - and it is a matter of choosing to achieve; to win over the adversities; and to succeed!

We may not be able to do anything about the adversities that life brings us... What we can control and manage however - is the courage and determination with which we perceive our goals to win over challenges... and to achieve our successes...

### **About Nagavara Ramarao Narayana Murthy:**

**Murthy:** an Indian industrialist; software engineer; one of the 7 founders of Infosys; now non-executive Chairman and Chief Mentor of Infosys.

Awards: Padma Vibushan in 2008; Padma Shri in 2000; Officer of the Legion of Honor - Government of France; World Entrepreneur of the Year in 2003 by Ernst & Young; Ranked 8<sup>th</sup> amongst top 15 admired global leaders in 2005 by The Economist.

Famous Quotes: "Our assets walk out of the door each evening. We have to make sure that they come back the next morning" and "In God we trust, everybody else bring data to the table"

### **Open Secrets to Achievement**

- **Know your outcome**

If you don't know what you want you'll end up with what you get. If you do know what it is then you are half way towards getting it. If not, work with a coach to discover what you really want for yourself now and for your future.

- **Know why you want it**

Why do you want to achieve this goal? What do you imagine you will have when you have reached this successful place? Actually see yourself having achieved this goal and ask yourself so what do I have now?

- **What are you really willing to do to get what you want?**

Nothing changes without taking action. What actions are you willing to take to change the status quo? What new decisions must you make to get you nearer to your goal?

- **Get into momentum**

At first you'll be putting in ten units of effort to get one unit of reward. Are you prepared to do what it takes to get into momentum in the early stages until you get to ten units in and 50 units out?

- **Don't forget yourself!**

You need space and time to stay in balance, keep healthy and pursue activities that make you feel good. All work and no play as they say!

# Excellence ■ Success ■ Happiness



## Achievement & Winning

December 2008

### Achievement Motivation

by Richard Romando; ezine articles

Over the years, behavioral scientists have noticed that some people have an intense desire to achieve something, while others may not seem that concerned about their achievements. This phenomenon has attracted a lot of discussions and debates. Scientists have observed that people with a high level of achievement motivation exhibit certain characteristics. Achievement motivation is the tendency to endeavor for success and to choose goal oriented success or failure activities.

Achievement motivation forms to be the basic for a good life. People who are oriented towards achievement, in general, enjoy life and feel in control. Being motivated keeps people dynamic and gives them self-respect. They set moderately difficult but easily achievable targets, which help them, achieve their objectives. They do not set up extremely difficult or extremely easy targets. By doing this they ensure that they only undertake tasks that can be achieved by them. Achievement motivated people prefer to work on a problem rather than leaving the outcome to chance. It is also seen that achievement motivated people seem to be more concerned with their personal achievement rather than the rewards of success.

It is generally seen that achievement motivated people evidenced a significantly higher rate of advancement in their company compared to others. Programs and courses designed, involves seven "training inputs." The first step refers to the process through which achievement motivation thinking is taught to the person. The second step helps participants understand their own individuality and goals. The third assist participants in practicing achievement-related actions in cases, role-plays, and real life. A fourth refers to practicing of achievement-related actions in business and other games. A fifth input encourages participants to relate the achievement behavior model to their own behavior, self-image, and goals. The sixth program facilitates participants to develop a personal plan of action. Finally, the course provides participants with feedback on their progress towards achieving objectives and targets.

Achievement motivation as a branch of study has greatly established its prominence. A number of companies are now training their employees in the same.



*Winners compare their achievements with their goals, while losers compare their achievements with those of other people.*  
Nido Qubein

*That some achieve great success, is proof to all that others can achieve it as well.*  
Abraham Lincoln

### Lateral Thinking on Success

#### Secret of Success?

"Sir, What is the secret of your success?" a reporter asked a bank president.  
"Two words"

"And, Sir, what are they?"  
"Right decisions."

"And how do you make right decisions?"  
"One word."

"And, sir, What is that?"  
"Experience."

"And how do you get Experience?"  
"Two words"

"And, Sir, what are they?"  
"Wrong decisions"

# Excellence ■ Success ■ Happiness



## Achievement & Winning

December 2008

### Achievement & Success: Winning with Grace

There is a competitive aspect to every work environment. Whether it's trying to win a sales contest, a promotion, the highest ratings, or sometimes even just keep a job, competition is everywhere. And we, by nature, are competitive creatures. Think you're not competitive? Think again. If you really need to prove it to yourself, just ask a friend to hold your head under water for ten minutes, and you'll see how competitive you become after about the first minute.

"What about teamwork?" you may ask. A lot of organizations spend a lot of time and money focusing on cooperation - not competition. The emphasis is on 'teams' - not individuals. Teamwork, of course, is critical to a productive work environment. But operating in a team doesn't remove competition. It simply redefines it. After all, a team is best defined as 'a group of individuals working independently and interdependently toward a common goal.' When a team achieves a goal, they succeed. When they don't, they fail. Sounds a lot like competition to me.

Wanting to win is a good thing (assuming that your end goal is not something nefarious), and most people have a lot of respect for competitors. But long term success is more dependent on how you win than it is just winning. Take, for instance, two sports stars being interviewed after a game. The first goes on a five minute monologue about how great he is, and all of the great things he did. The second talks for five minutes about how well the team played, and how fortunate he is to be surrounded by such great people. Which one is setting himself up for longer term success? Which one will get the endorsements, the support of the fans and the support of his teammates? Which one becomes a better role model for youth and has a better options to stay in the sport after his playing days are over.

So, whenever you have a win, or whenever you accomplish something, always point your fingers outward to the people and conditions that allowed you to succeed. Don't worry, you'll still get the credit when it counts. Yes, you might desperately want to do your happy dance in front of everyone and shout "I rule!" but you're really better off doing that when there's no-one else around.

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### Old Wine in New Bottle

#### Achievement in Adversity

The mule fell into the farmer's well. The farmer heard the mule 'braying' - or - whatever mules do when they fall into wells. After carefully assessing the situation, the farmer sympathized with the mule, but decided that neither the mule nor the well was worth the trouble of saving. Instead, he called his neighbors together and told them what had happened and enlisted them to help haul dirt to bury the old mule in the well and put him out of his misery.

Initially, the old mule was hysterical! But as the farmer and his neighbors continued shoveling and the dirt hit his back, a thought struck him. It suddenly dawned on him that every time a shovel load of dirt landed on his back: he should shake it off and step up! This he did, blow after blow. "Shake it off and step up... shake it off and step up... shake it off and step up!" he repeated to encourage himself. No matter how painful the blows, or distressing the situation seemed the old mule fought "panic" and just kept right on shaking it off and stepping up!

You're right! It wasn't long before the old mule, battered and exhausted, stepped triumphantly over the wall of that well! What seemed like it would bury him, actually blessed him.