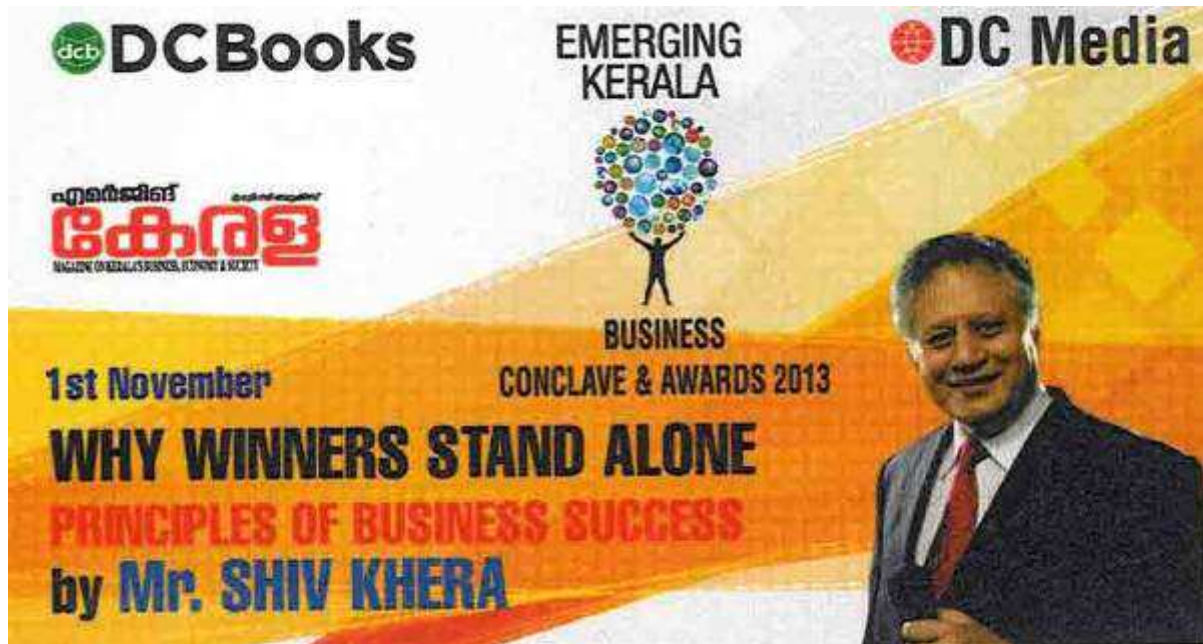


**Shri.Shiv Khera speaks on Why Winners Stand Alone –
Principles of Business Success –
Workshop held on 1-11-2013 at Kochi**



Feedback by participants from Coconut Development Board

“Why Winners Stand Alone ?”

By *Shiv Khera*

Workshop on 1st November, 2013 at Crown Plaza, Marad, Kochi.

Learnings and Quotes from the talk

1. Winners do not do different things. They do things differently.
2. Goodness always needs to be cultivated. Evils come automatically.
3. People who succeed in life are those with -:
 - a. People's skills
 - b. Selling skills.
 - c. Prioritizing skills.
4. We can inspire people, but motivation should come from within one itself.
5. Attractive world, we do not have business problems, but only people's problem.
6. Trust is the greatest thing in the world, higher than love.
7. A sale person is one who sells the -:
 - Product.
 - Service.
 - Idea.
8. Good leaders create leaders. Bad leaders create followers.
9. Reputation is what others think of us. Character is what we know we are.
10. In life, results are rewarded. Efforts are not rewarded.
11. IQ is an ability to be a quick learner. But it is not a measure of judgement.
12. Integrity is the strength of character and honesty is trustfulness.
13. Those who are constantly telling truth, when the first time they tell lie, they will be caught.
14. When a person tells lie always even if he tells truth, nobody believe.
15. We get back in life what we give to others, it comes back with greater accuracy.
16. Silence and integrity are different.
17. In an organisation, everybody is checking every other person all the time.
18. In a US study, 40% of theft and pilferage of most organization is from own employee.
19. Relations cannot be bought. It can only be created.
20. We judge ourselves by an intentions but the world judges us by an actions.

21. Half truth are complete lies.
22. It is better to be honourable than to be honoured.
23. All management truths are motherhood truths.
24. Playing to win is out of inspiration. Playing not to loose is out of desperation.
25. Most destruction are not by competitions outside but by sabotage from inside.
26. Positive thinking alone does not guarantee success. Positive thinking plus positive actions increase our probability of success.
27. A positive thinker is solution focussed, not that he says 'yes' to everything.
28. Skill and Will are needed to succeed in life.
29. Ability to live in incompatible world is compatibility.
30. Moral commitment are much stronger than legal commitment.
31. Commitment comes out of loyalty.
32. Do not be loyal to individuals to organization but loyal to values.
33. Values changing from person to person and situation to situation.
34. Values-:

Universal values apply across the world across country, culture and religion.

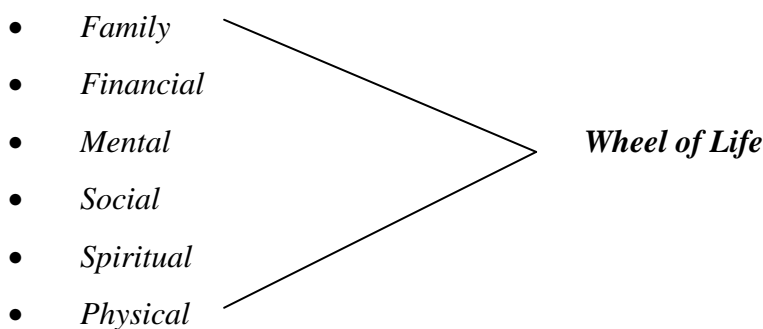
Eternal values remain before we came and after we go.

35. Values and Ethics-:

There are no rights and wrongs. Your thinking makes it so.

36. What is the Universal bench mark of truth?
37. Loyalty means dependability. Ability without dependably is a liability.
38. Skill is an ability. Competence is the ability to do with skill and will.
39. A Goal is a dream with deadline, clear direction and plan of actions.
40. Concept of smart Goals-:

Goals must be in six directions-:



41. Goal must be -:

Slightly out of reach, (motivating) but not cut of sight (which is demotivating)

42. We can communicate at three levels-:
- Physical.
 - Intellectual.
 - Emotional.
43. There are certain cardinal rules in communication. You never get second chance to create first impression.
44. Study by Dr. Albert Mehrabian on effectiveness of communication-:
- 55% - Non verbal
 - 38% - Tone of voice.
 - 7% - Verbal
45. Positive things telling in a negative way has negative meaning.
46. It is better not to have a person than to have a wrong person.
47. How do you avoid miscommunication ?
- Be specific and reconfirm.
48. As far as criticism is painful to the giver, they have a right to criticise. If criticism is giving pleasure to the giver, it is bad criticism.
49. Sometimes, in life you got to be unkind to be kind.
50. Wise people do not answer a question, they give out another question.
51. Attitude of Positive Personality-:
- Understanding.
 - Caring
 - Empathy
 - Expectations
 - Confidence
 - Patience
 - Humility
 - Convictions
 - Belief
52. Confidence without humility amounts to arrogance.
53. Behaviour of Positive Personality-:
- Enthusiastic
 - Decisive
 - Courageous

- Sincere
- Pleasant
- Considerate
- Friendly
- Courteous
- Optimistic
- warm
- Relaxed/cordial
- Responsible

54. Many time in our life, we penalised not for our action but for our inaction.

55. Courtesy is very important and integrity is a way of life not a strategy.

56. Results of Positive Personality-:

- Respect
- Recognition
- Security
- Energy
- Happiness
- Growth
- Health
- Friendship
- Love
- Inner Peace
- Success
- Fulfilment

57. Negative Personality-:

- Fear
- Greed
- Anger
- Egoistic
- Touchy
- Self pity
- Suspicious
- Criticism
- Doubt

- Envy
- Hate

58. Loneliness - Mental condition.
 Solitude - Be alone within a large group.

59. A conference is successful-:

1. I am walking with value addition.
2. People say, one action point is there.

60. Practice makes permanent, practice doesn't make perfect.

61. Good habits are painful to start, but a pleasure to live with.

Bad habits are painless to start but painful to live with.

62. Problem is a sign of life, the day we don't have any problem, we are dead. We cannot solve all the problems in our life, we can only handle them.

63. Journal for daily writing-:

Today I feel

I have learnt.....

I am proud of

I commit to improve.....

