

Be a Winner

How to Come Out a Winner in the Face of Heavy Odds

By O.P. Sharma, Pustak Mahal, 2005

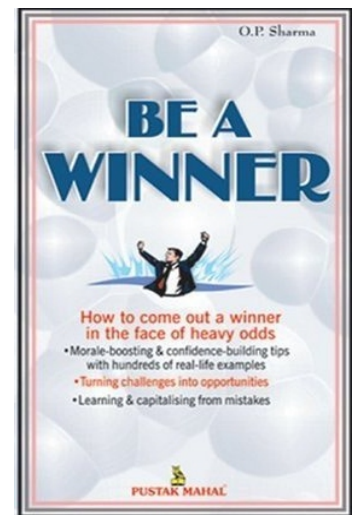
Life is full of ups and downs. While we exhilarate in the 'ups', we are totally at a loss when it comes to dealing with the 'downs'.

Each day is a fresh day and we must learn to look at it with hope and enthusiasm. Yesterday is over; it is time for 'today' to begin for us. Whatever the situation, you can make the best of things by adopting the right approach.

"Be a Winner" covers the entire gamut of social, personal and professional

situations and teaches readers how to come out a winner by presenting hundreds of lessons gleaned from real-life experiences, all revolving around a positive attitude.

BOOK OF THE WEEK:



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The Big Idea

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Why You Need this Book

This book has been specifically designed to help readers turn the tide in their favour in the face of odds by adopting a can-do attitude.

Are You Afraid of Your Mistakes?

Each day is a fresh day – look at it with hope and enthusiasm. Yesterday is over. Why not remove the garbage from your mind?

Mistakes are essential to progress. G.B. Shaw once said,

"Man learns to skate by staggering, making a fool of himself. Indeed, he progresses in all things by resolutely making a fool of himself."

If you make a mistake, have the moral courage to acknowledge it and put it right. Mistakes do little harm if they are acknowledged and corrected without delay.

Brooding over past mistakes cripples positive thinking and creates unnecessary tension in the mind. You will do well to clear out the garbage of past mistakes from your mind.

Begin next day's work with a fresh mind and vigour. You will surely find the way to success and happiness smooth.

Turn Failure Into Success

Only a ceaseless struggle against failure gives life any meaning, charm or joy; for it is only a dead man who meets no failure – nor success!

Richard Nixon suffered two successive defeats at the polls as a Presidential candidate. The experts forecast that he had been condemned to the political wilderness forever. But he did not allow frustration to overwhelm him.

Instead, he continued to woo the voters with unabated zeal and, ultimately, succeeded in making one of the most amazing political comebacks in history.

If you want to scare away failure and bask in the glory of success, learn to preserve your peace of mind in the face of heavy odds. A writer beautifully sums up the matter with this quote:

"All the water in the ocean cannot sink a ship unless the water starts getting inside.

All the troubles in the world cannot sink a human being unless those troubles invade his inner life."

Your Personality is Your Fortune

To be successful, a person must know what makes people tick and know how to make them tick in the desired manner. A well-groomed personality does it all. You also know that personality is not wholly a divine gift. Your personality is largely what you make it.

If you aspire to reach the peak in life and enjoy glory and esteem among your colleagues and fellows, you must first weave an excellent personality.

The important thing is that instead of comparing yourself with others, you should preserve and nourish the unique identity of your personality. The men who want to move the world and cover themselves with the halo of glory make conscious efforts to build their distinct personalities.

This is the way you should build your professional competence: Become your own rival. See that your performance today is better than what it was yesterday.

If you improve yourself steadily day after day, after some time you will realize that your competence has surpassed even your wildest dreams.

How to Capitalize on Your Mistakes

All the trouble in the world cannot sink a human being unless those troubles invade his inner life. Success comes to a person who has learned to take all the jerks and jolts in his stride.

We should not dread failure. It is not a bad thing. In fact, it is a blessing in disguise. It plays a vital role in building and strengthening our character.

One who has suffered bruises on the road of life is never callous or cruel. He never scoffs at others' mistakes. On the contrary, he contributes to others' success by showing sympathy and understanding.

Our mistakes develop courage - this is one of the crucial props of success. A man who has gone

through the process of making mistakes and rectifying them develops endurance. He never expects that success will come to him just by sitting pretty.

Like a farmer he goes out to sweat in the scorching heat of the sun and is prepared to put up with the vagaries of rain and wind with confidence and courage, in order to be rewarded in the end with a plentiful harvest.

Your Decision is Your Destiny

You must not be afraid of making mistakes. Here you will do well to bear in mind that even the wisest person is likely to err.

Socrates' decision to drink the cup of poison rather than compromise regarding his personal beliefs was a decision based on courage. It gave the people then unborn the right to freedom of thought and speech.

Your decision too can be of vital significance in promoting the welfare of others.

The role of the power of decision-making in your personal advancement is quite obvious. This power is rarely a gift of nature.

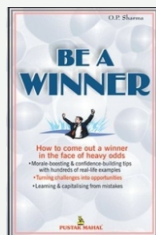
Those who wish to be front-rankers have to make conscious efforts to cultivate this power. Others who do not make efforts to acquire it, have to accept the position of back-benchers.

The choice - whether you would be a front-ranker or a back-bench - rests with you.

The Tonic of Courage and Faith

Fear is the archenemy of courage. It is the acknowledgement, conscious or unconscious, of one's own spiritual, moral or physical weakness.

ABOUT THE BOOK:



Author: O.P. Sharma
Publisher: Pustak Mahal
Date of Publication: 2005
ISBN: 81-223-0735-3
134 pages

Obviously courage and faith can wrest success even from the reluctant hands of fate. Courage and faith are by no means the monopoly of a few persons in the world. These twin traits can be cultivated through conscious effort.

Shakespeare has said,

“Nothing is good or bad but thinking makes it so.”

In other words, when the mind is changed, the man is changed.

Let your mind dwell on brave thoughts and the principle of “Like begets like” will bring about a wonderful improvement in your personality.

Learn the Magic Power of Words

Words are indeed the life-blood of human communication. Words that flowed from the mouth of great personages like Gandhi, Confucius and Lincoln have become immortal utterances and are perennial sources of inspiration of mankind.

Words are indeed the life-blood of human communication. By erroneously using the adage “Silence is golden” you take away words and see what happens. You are virtually dead. You exist as a vegetable.

As long as you use words even if you abuse them as politicians often do, you are animate. Animation and articulation are inseparable.

People in all professions, education, business, industry, law and mass media have to learn to use words to their advantage. They are aware of the fact that the greatest power at man's disposal is rooted in words and man's usage of them.

By making a judicious selection of words in their speech and correspondence people enhance the appeal of their personality.

Words are pregnant with meaning. Through words you can conquer people's hearts because genesis of change lies in them.

Through words we give others the feeling of trustworthiness. No wonder we win over people through suggestions and not imposition. Coercion repels people and persuasion attracts them. This is the secret of effective communication.

It is unnecessary to stress the fact that communication is a most important skill in life. It provides us an excellent opportunity to explore our capabilities and know the impact of their message on others.

So if you wish to perform at peak level, prepare an action plan to develop this skill as its acquisition will open vistas of a sparkling new world for you.

The alternative to this in the modern competitive world is to be content with mediocrity and obscurity - a state without name and fame.

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