

PM WORLD TODAY – VIEWPOINT – FEBRUARY 2010

Many problems in projects can be successfully solved  
if only... Continued!

*By Kumar Sarma*

Based on the feedback received from various readers for my previous article on this topic, I am inspired to write more! Everybody who is alive in this world would definitely want to solve the problems faced in this professional/personal life and the more deeply we go in search of the answers the better it is of course. The precious pearl does not float on the surface of the sea but it is at the deepest depths!

**Continuing from where we left off..**

In the last article I had explained about the principle that we should make it a habit to operate from the circle of our influence on a 'consistent basis'. Just defining the 'circle of influence' again - It is the tiny circle of our self about which we have complete control. It's the circle that we can do something about. If consistent action is taken in your circle of influence, it has no choice but to become bigger and reduce the circle of your concern. This is the exact strategy adopted by all the leaders of the world before they became 'great'.

In a spiritual sense, all the messengers of "GOD" who have visited the planet earth started off from the small circle of influence just with few disciples around them. Jesus had just 13 disciples. Over a period of time we all know how their circle of influence expanded! The same strategy needs to be adopted by us at the personal level if we need to make our lives better from what it is today.

For an individual to bring sweeping changes(over a period of time) in a organization, he should work on the order of personal excellence first, interpersonal next and then organizational level. This is so called the "inside-out" approach which is the "BEST" way that produces the BEST results. Of course we need to have the patience to go with this.

Personal excellence is the foundation for increasing our excellence at the interpersonal and organizational levels. So what do we need to increase your level of personal excellence? All you need to do is to set goals (the easy part) and then act (the hard part) on these goals on a consistent basis.

The goals should be set on:

**Physical (PQ)****Mental (IQ)****Emotional (EQ)****Spiritual (SQ)****Fig: Goal setting quadrant**

**1) Physical (PQ)** - actions that you need to take on a 'consistent basis' to keep your body fit & healthy. Better health & fitness increases your self esteem, which in turn increases your ability to think & act better.

**2) Mental (IQ)** - actions that you need to take on a 'consistent basis' to increase your expertise in your area of work. In simple words it about increasing your technical skills

**3) Emotional/Social (EQ)** - Actions that you take on a 'consistent basis' to increase and improve your networks with people around you. It could be attending seminars, presentations, church meetings and getting to know more about the people who work for or with you as a human being.

**4) Spiritual (SQ)** - that you need to take on a 'consistent basis' if you want to understand the deep rooted problems that you need to understand first, in order to take steps to eliminate them fully. It would decide who would achieve victory is his life and not just the short-term projects we are currently involved in.

The word spirituality is often confused with 'religion'. To put this straight here, spirituality comes out of your understanding of "GOD" by your personal experiences and religion is about your understanding of "GOD" based on what others say.

The techniques could be as simple as spending time in silence with yourself for at least 15 minutes a day or other methods which are becoming popular with each passing day.

Science can solve only surface issues that we face in our lives. We need to go beyond science if we need to solve the deep rooted problems that we face everyday in all spheres of our life. That's where spirituality plays a major role, especially in the times of "TURBULENCE" like the one we are facing now.

## **My second challenge in last two months to the readers of my article!**

Take small steps in working on the goals on the 4 important areas which make a complete human being on a consistent basis “without” expecting any results (difficult I know!) and then the results would be guaranteed! Balancing the 4 areas is the ‘key’ and a challenge which would happen only if you take the FIRST step!

Keep inspiring.....but first be inspired (inside out process)!

**About the Author:*****Kumar Sarma****Author*

**Kumar Sarma** is certified in PMP, CCNA, CCNP\*, CISSP and Six sigma green belt and ITILV3 trained. He is a freelance trainer, coach, author & consultant associated with one of the Global R.E.P (Zabeel institute of management & technology- [www.zabeelinstitute.ae](http://www.zabeelinstitute.ae)) based out of Dubai/Bangalore. He has delivered close to 1500+ hours of training in various areas mentioned below. His search for **excellence** includes the areas of project/Engineering management, Information security, leadership, risk management, quality mgmt, six sigma, health & safety Mgmt, various networking technologies and learning various foreign languages. Prior to that he was associated with companies like HCL technologies (CISCO division), EMC data storage Ltd and Network General for close to 10 years. His motto in life is to help organizations and people in realizing their “dreams”! He does this by combining the aspects of science, spiritual understanding, ever existing moral values and natural principles of life in his training/coaching programmes. He is a firm practitioner of the message ‘pursue excellence and success has no choice but to follow you’. He holds bachelors degree (Govt Engg College, Thrissur) and Masters degrees in Chemical Engineering (Anna Univ, Chennai). He can be reached at [kumarsarma@yahoo.com](mailto:kumarsarma@yahoo.com) and also has his profile in ‘linkedin’.