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# **Step Up Series**

**Strategies, Tactics,  
Evaluations, Principles to  
Upskill & Progress**

**The Official Weekly  
Business Newsletter by  
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**Change Your Mindset,  
Change Your Business**

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## Example to understand the Problem vs. Capacity

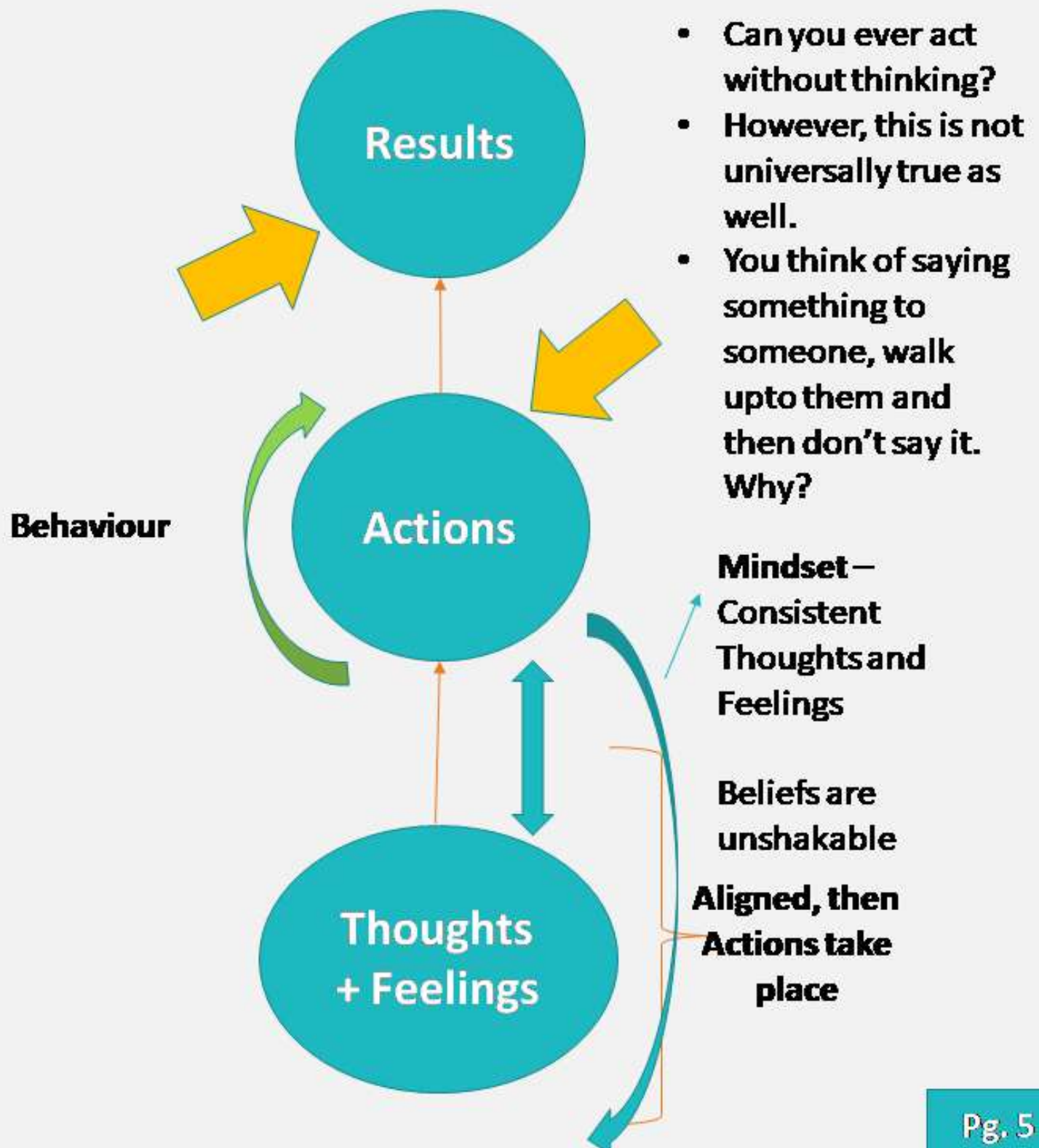
- School – Too much homework. You think College – No issues
- College – No money, friends show off, disco etc. You think job will solve the problem
- Job – Money problem disappears – Now ‘No Time’ is a problem. You are a manager, working like a donkey and with a team of donkeys. You think promotion will solve the problem
- Promotion – You have more time however, have bigger problems too
- You increase your capacity to solve the problem, you will be fine

# The only time in life you will not have problems

- When you **“Die”**
- You play with someone who is **“Below your capacity”**
- You play with a local champ – **You will find it difficult to win even a single point**



# Concept of Mindset



# Behavior

- Any action repeated / consistent and is predictable
- E.g. – You ask somebody to help – They help you – That is an action
- Every time and Everything you ask for they help you – **That is behaviour**

# Physical and Created Reality

- We live in various types of reality – Physical and Created
- Physical:
  - Table
  - Laptop
  - Wall
  - Door bell
  - There is a name & physicality of about these things
- Humans also got things – That came to them through “**Language**”
  - Someone says – You are not good enough – “It starts to build on you, over time, it becomes your created reality or mindset”
  - You tell yourself – I am not good in marketing, I can’t be a good businessman. Over time, it becomes your create reality or mindset”

# Mindset – A Created Reality (Cont'd...)

- You said it to yourself, acted and then people started to believe the same about you.

**We all have the capacity to go to the next level**

Everything is a play of **Mindset** → **Behaviour** → **Results**

Some examples of areas of life:

- Relationships; Career
- Income; Wealth; Health
- Quality of life; Leisure; Hobbies; Spirituality etc. etc.



# Mindset – A Created Reality (Cont'd...)

- Ask yourself:
  - What actions are you taking | not taking
  - One thing is that “You don’t know” about the actions
  - The other thing is that you are not realizing even when you are taking the wrong actions
- How your Mindset pulls you down?
  - You don’t unleash your brilliance on people out there
  - You don’t take your skills & wear them on your sleeves
  - You don’t approach people, you wait for them to approach you
- Make it a habit to justify to yourself every night before you go to bed saying **“I am not doing this because.....”**

# Mindset – A Created Reality (Cont'd)

- **Remember your mindset got created in an emotional moment and you created it. Hence it is your created reality.**
- **Just like you created a negative mind-set – You can also create a positive mind-set and work it. It is a very powerful paradigm.**

**“Once Your Mindset Changes, Everything On The Outside  
Will Change Along With It”**

**– Steve Maraboli –**