

ATTITUDE
IS
EVERYTHING



A Pinku and Dadaji
Series

Attitude is 100%

Dadaji: Hello Pinku Good Morning

Pinku: Good morning Dadaji how are you doing today?

Dadaji: Great thank you Pinku.

Pinku: Dadaji it is said that attitude is 100% and remaining all in this world is below 100% is that true?

Dadaji: I don't know whether it is co-incidence or fact that is not just co-incidence, numbers reveal it's true. If I give counts to A till Z from 1 to 26 and add up the numbers assigned to alphabets, it gives me certain %ages for e.g. $M+O+N+E+Y = 13+15+14+5+25=72$ meaning money is only 72% similarly, Luck is 47%, Leadership is 89%, Knowledge is 96% Hard work is 98% but attitude is 100%. Meaning if you have the right attitude, you can achieve anything in life.

Pinku: What do you exactly mean by attitude Dadaji?

Dadaji: The drive, the force, the motivator inside you is attitude to get things done or to achieve something or to accomplish a task.

Pinku: Little confused can you explain it better

If you cannot change some thing, change your attitude

Dadaji?

Dadaji: OK! Let me tell you in this way then: A boy once asked a balloon vendor selling helium filled balloons. Which one will go high in sky the blue balloon or the red balloon? The balloon vendor answered: It is not the color of the balloon, but what is inside that makes it go high. Meaning, it is the drive, the force and the self-motivator spirit inside you or in short it is your attitude that gets you going. Hope it's clear.

Pinku: I understood Dadaji but in our school why friends say "showing attitude"... What does that mean?

Dadaji: Ah! Attitude is different from showing attitude. Showing attitude means a person somewhat arrogantly or disrespectfully showing off that he/she is the best or he/she know everything or without him/her nothing moves in this world type person.

Pinku: Uh! Now my confusion is clear. Tell me Dadaji why attitude is required?



Attitude stimulates motivation

Dadaji: Attitude stimulates motivation which not only helps you work towards your set goals efficiently but, also accelerate tasks to reach your set goals faster.

Pinku: Is there something called positive attitude and negative attitude?

Dadaji: Well! You need to understand the definition first to understand the above statement. Attitude is a tendency to respond positively or negatively towards a certain idea, object, person, or situation. Attitude influences an individual's choice of action, and responses (called stimuli). Every attitude has three components that are represented in what is called the ABC model of attitudes: A for affective, B for behavioral and C for cognitive. Although every attitude has these three components, any particular attitude can be based on one component more than another.

A for Affective component: The affective component of attitudes is related to feelings or emotions of people linked to an attitude object. Affective responses influence attitudes in a number of ways. For example, I like X brand cars because it gives pleasure and prestige.

Attitude influences one's choice of action

B for Behavioral component: The behavioral components of attitudes are associated with past behaviors or experiences regarding an attitude object. The idea is that people might infer their attitudes from their previous actions. For example, I like X brand cars because I had previously owned and driven them and felt comfortable driving the same.

C for Cognitive component: The cognitive component of attitudes denotes to the beliefs, thoughts, and attributes that people would associate with an object. Many times a person's attitude might be based on the negative and positive attributes they associate with an object. For example, I like X brand of cars because they give more than 20 Km/Liter mileages on petrol (while average petrol cars give up to 16KM/Liter mileages)

Pinku: Which is more important Dadaji positive attitude or skill?

Dadaji: You cannot compare an orange with apple. What I mean is you should not compare positive attitude to skill.



Attitude gives you the idea to live better

Skill is what you already possess due to your own hard work, efforts and experience and attitude is using these skills to get things done with great enthusiasm and faster without losing hope. In simple terms, Attitude is required to enhance skill. And, remember one thing Pinku even if you are skilled, you cannot accomplish the task unless you have the right attitude to work towards accomplishment.

Pinku: But, Dadaji my friends say attitude brings in overconfidence and leads to failure. How far is that true?

Dadaji: Attitude is nothing to do with confidence or overconfidence; it is your inner voice encouraging you every time “come on you can do it”.

Pinku: So! You mean to say that positive attitude always bring in good results.

Dadaji: Unfortunately results are not in our hands but any task done with positive attitude will definitely receive accolades or appreciation in one form or the other.

Pinku: Then how do you say attitude is 100% Dadaji?

A positive attitude leads to positive thoughts

Dadaji: Ha Ha Ha... nice question Pinku. Attitude is always 100% because success and failure does not deter a person with positive attitude. Edison failed 10,000 times while inventing bulb do you know what he said, “I have not failed. I've just found 10,000 ways that won't work” and then he ultimately invented bulb that is attitude.

Pinku: How positive attitude relieve the difficulties we have in our life Dadaji?

Dadaji: Good question Pinku... let me tell you a small story. From my kitchen window while preparing my tea, I used to see Gangu our electrician touching tree and chanting few words every morning and evening. You know him correct Pinku he is such a busy guy going around our community apartments and fixing every house hold's electricity related problems.

Pinku: Yes! Dadaji sometime I wonder he will require an assistant. Covering so many apartments is a humungous task indeed.

Dadaji: I asked him why he touches the tree every day do you know what he said.

Pinku: What Dadaji?



Attitude to do good is the best one

Dadaji: Oh, that's my trouble tree,' he replied. 'I know I can't help having troubles on the job, but one thing for sure, troubles don't belong at home with my wife and the children. So I just hang them up on the tree every night when I come home. Then in the morning I come to this tree to pick them up again.' Funny thing is,' he smiled, 'when I come out in the morning to pick them up, there aren't any hanging up the night before.' See his attitude Pinku how much trouble he has all through the day he leaves them on the same day and every day is a fresh day to him... if everyone has the same attitude, shed their difficulties to the trouble tree you see how the world would change.

Pinku: Very True Dadaji... Can circumstances change attitude of a person?

Dadaji: Valid question Pinku. Yes it does. Attitude change does occurs owing to circumstances sometimes meaning when a person goes from being plus to minus or from slightly positive to very positive, or from having no attitude to having one or suddenly getting name and fame or suddenly defamed etc.

Pinku: Then how does one have a control over it?

Happiness
is an attitude of mind

Dadaji: Attitude is outlook of a person or if I were to say character of a person. Hence, one should always remind himself/herself not to lose positive outlook towards life called attitude what so ever is the circumstance. Expect the best outcome of every situation instead of the worst.

Pinku: If everything is going wrong in life how ones attitude should be?

Dadaji: I always tell everyone to get good at it when you get rejected, don't let yourself get dragged into other people's complaints, choose the right company who are always positive to you, believe in self and do more than what you usually do.

Dadaji: How can I fix my bad attitude?

Pinku: The simplest solution is to find a role model. Just pause and think if it were your role model what he/she would do in that situation. Other solutions can be, look around and see what amazes you, change the way you look at the situation, figure out what exactly is required getting change in you, become so busy that you don't get time for absurd thinking.



Attitude can make difference to one

Pinku: Does your attitude bring in a difference to others life as well.

Dadaji: Yes. Attitude is contagious. Let me tell you a small story: John was taking a morning walk at or the beach. He saw that along with the morning tide came hundreds of starfish and when the tide receded, they were left behind and with the morning sun rays and they would die. The tide was fresh and the starfish were alive. John took a few steps, picked one and threw it into the water. He did that repeatedly. Right behind him stood Peter who couldn't understand what John was doing. He caught up with him and asked, "What are you doing? There are hundreds of starfish. How many can you help? What difference does it make?" John did not reply, took two more steps, picked up another one, threw it into the water, and said, "It makes a difference to this one Pete." Now Pete started doing the same thing along with John. Joe came from behind and asked the same question to John and Pete "What are you doing? There are hundreds of starfish. How many can you help? What difference does it make?" After listening to their answer, Joe joined them and in a small time period there were several others who

Your attitude, will determine
your altitude

joined John, Pete and Joe. If you are doing a deed with good attitude, people will certainly join you as everyone in this world wants to contribute. Yes attitude is contagious.

Pinku: If you show off attitude then is that contagious too.

Dadaji: Depends on maturity of the other person how he takes it. Some might get encouraged and show off similar attitude to others, some might ignore and some might even suggest to other person that showing off is not good.

Pinku: I got it Dadaji. How is potential related to attitude Dadaji?

Dadaji: Well! Potential defines your mental toughness, your ability and your aspirations of how far can you reach and attitude actually takes you there and far beyond sometimes.

Pinku: How do you develop or practice attitude daily?

Dadaji: Attitude is nothing but the hard choices you make every day, how do you respond to everything in life instead of reacting, how do you manage things and people around you, how do you cope pressures with a cool head.



Attitude electrifies enthusiasm

To say it's easy but to follow or practice good attitude is a challenge; I would say every-day challenge.

Pinku: What are those hard choices that you are trying to mention here?

Dadaji: Hard choices meaning whether I should be in good mood or bad mood, either I want to choose to be a victim or can learn something from it, someone or other always complaining about me; I have two choices, want to improve him/her or myself, someone trying to bully you, either you can ignore or give back so on and so forth. Remember, every situation will not have same solution; you make the hard choices and stay by with a condition that it should bring in win-win situation.

Pinku: What do you mean by win-win situation while making choices?

Dadaji: Well! As usual a story for you to understand this... An engineer in a car manufacturing company designs a world class car. The owner is impressed with the outcome and praised him a lot. While trying to bring out the car from the manufacturing area to the showroom, they realized that the car is 2 inches taller than the entrance. The engineer felt bad that he

Attitude determines how well you do it

didn't notice this one before creating the car. The owner was amazed on how to take it outside of the manufacturing area. The painter said that they can bring out the car and there will be a few scratches on top of the car which could be touched up later on. The engineer said that they can break the entrance, take the car out, and later re-do it. The owner was not convinced with any ideas and felt like it is a bad sign to break or scratch. Owner now has to make a choice. He thought for a while and observation went on to the car tyres which increased the height of the car, he asked the engineer to deflate the tyres and take the car out. This is what is called a choice of win-win situation.

Pinku: Hmm... great story Dadaji. Well it is said that enthusiasm is the breath of attitude how far is that correct Dadaji?

Dadaji: Enthusiasm is a high degree of eagerness and engagement or involvement with something or someone. Your attitude is absent if there is no enthusiasm in doing anything. Enthusiasm drives your attitude consistently hence, it is called breath of attitude.



Negative Attitude is frustration

Pinku: Makes sense Dadaji... what about humor how it affects attitude?

Dadaji: Humor! It is a great motivator. It reduces all the stress you might have developed, which means more positive energy to help you put your attitude into action. It is also called "Stop-Wait-Go" or speed breaker or simply breaks required to move ahead.

Pinku: hmm... ok... Tell me Dadaji how do you differentiate guts and attitude?

Dadaji: Guts is an unexplained feeling that you can do it or you have that something in you that makes you think that you can do it. However, attitude is more of go getters actions.

Pinku: What exactly you mean by bad attitude Dadaji?

Dadaji: Well Pinku bad attitude, negative attitude, pessimistic attitude all these words go hand in hand meaning the same that either you are discouraged or you want to discourage someone for your personal gains. Usually circumstances like comparison e.g. "Pinku look at Mantu how meticulously he keeps his books, how tidy he is, every time he get the best grades and you", hurriedness e.g. "If you do not do this within 1/2 hour, you are screwed", unrealistic

Attitude is a box of crayons
that color your world

expectations e.g. "Pinku, you have to win cricket tourney this time, you have no choice", conflict e.g. "Pinku you don't come into this let your father say sorry to me", upsetting circumstances "How can your bi-cycle crash on me? How dare you?" are discouraging.

Pinku: Makes sense Dadaji. Why attitude differ from person to person?

Dadaji: All the time it's the objective that defines ones attitude. A small story for you again. Chamgadad was a criminal and all his life, he lived by looting others. He had two sons from Rupavathi his wife Angad and Veer. Frustrated by her husband's acts, Rupavathi took her sons along with her to keep her children away from crime. Angad who was elder has seen most of what his father did and similar to his father he wanted to rule the crime world hence, he developed thinking accordingly. Even-though he was good at studies his attitude was to loot others and enjoy life his father did. After his graduation, Angad did not get any job frustrated, he started he created his own gang and started his crime life ultimately became a don.



Have that Attitude to change world

While Veer was not only good at study but developed an attitude to hate crime and criminals as he did not want to inherit his father's history hence, studied hard cleared examination related to Police and joined police department. Attitude differs from person to person due to perception formed in the mind.

Pinku: How to develop attitude like that of a celebrity?

Dadaji: Ah! Celebrity attitude... Well! The same word is differently used by different people. Some would say "Do not show celebrity attitude, keep your arrogance with you". Sales people use the same word like this "Treat your customer with celebrity attitude". I may not use the first kind as it does not make any sense to me. Celebrity attitude to me is treating everyone like a celebrity (as sales people does) and you will receive the same celebrity treatment back.

Pinku: I did not clearly understand your meaning Dadaji. Can you elaborate?

Dadaji: Oh Sure. Have you ever been to a car showroom?

Pinku: Yes Dadaji.

Dadaji: How do they greet you? What is the type of ambience you find there?

Excellence is a prevailing attitude

Pinku: Well Dadaji they welcome with a warm smile, give us welcome drink, make us feel comfortable and then they talk about the car that we choose. The ambience is great with all air perfumes, seating sofa's, flowers in their vases and floors neat and tidy.

Dadaji: How do you feel while you are there in the showroom?

Pinku: Ah! I got it I feel as if I am a celebrity.

Dadaji: That's exactly what I explained. Treat others with attitude as if they are the celebrity and you will in return receive celebrity treatment.

Pinku: Ok! My next question what should be my attitude while worship?

Dadaji: How do you behave when you're with a very important person like the principal of your school? You're probably very careful to show respect in what you say and do. If you show such respect for important people, how much more should you show respect for God! He is most important of all! God's expectation on attitude of true worshippers is to worship God in full spirit and in truth'. God doesn't like fake people.



Attitude drives your inner energy

Pinku: Very true Dadaji. Can you change a person's attitude?

Dadaji: In psychology, an attitude refers to a set of emotions, beliefs, and behaviors toward a particular object, person, thing, or event. And you pretty well know Pinku that emotions, beliefs, and behaviors are formed due to circumstances and past experiences. The hard wiring of emotions, beliefs, and behaviors cannot be changed overnight but requires continuous efforts to change. You can do it in following ways:

- ⇒ Offer a hand of support
- ⇒ Reward good behavior
- ⇒ Give positive feedback

Increase the person's awareness on effects of negative behavior

Pinku: That was a good suggestion Dadaji. My next question Dadaji what do you mean by "I am ok" zone of attitude?

Dadaji: These are the people who are more or like with neutral attitude and like to always say themselves "I am Ok". If circumstances hit them strong, they are likely to withstand the blow. Hence, I always tell everyone, come out of your comfort zone and live life king size.

Future can change changing
one's attitude

Pinku: Hmm... so true Dadaji. Ok Dadaji see in the evening I am getting late for my school bye...

Dadaji: Yeah sure Pinku see you in the evening.

All I can control is
myself
by having
Positive Attitude

Thank
You.

