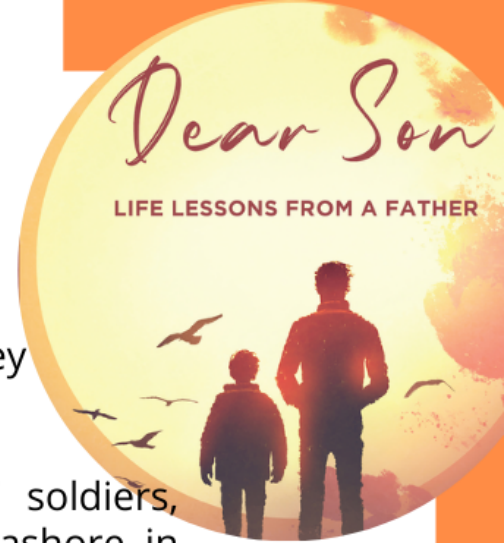


sandeep sahani



CONFIRMATION BIAS

People believe what they want to believe, see what they want to see, and hear what they want to hear.

The book *D-Day

Through German Eyes* interviewed surviving Nazi soldiers, asking them what they saw when the Allies came ashore in France.

One German soldier said he and his fellow troops were shocked at how angry the Americans were at the Germans.

They couldn't understand why. Germans, he said, had been so thoroughly indoctrinated to believe they were the good guys, the guardians of Europe, that they couldn't fathom how anyone could see it differently.

Generally, the moment we want to believe something, we suddenly see all the arguments for it and become blind to the arguments against it. Also known as the Illusory truth effect, it is the tendency to believe false information to be correct after repeated exposure.

It is often followed by the Confirmation Bias approach which is the tendency to search for, interpret, look for and recall information in a way that confirms or supports one's prior beliefs or values.

*Excerpt from my book,
Dear Son: Life Lessons from a father*

sandeep sahani

THE FIRST SIGN OF CIVILIZATION

Years ago, Anthropologist Margaret Mead was asked by a student, what she considered to be the first sign of civilization in a culture. The student expected Mead to talk about fish hooks or clay pots or grinding stones. But no, Mead said, that the first sign of civilization in an ancient culture was a femur (thighbone) that had been broken and then healed.

Mead explained that in the animal kingdom, if you break your leg, you die. You cannot run from danger, get to the river for a drink of water or hunt for food and you become ready meat for prowling beasts. It was impossible for an animal to survive a broken bone long enough for the bone to heal.

A broken femur that has healed is evidence that someone has taken time to stay with the one who fell, has bound the wound, has carried the injured to safety and has tended to them through recovery. Helping someone else through pain and difficulty is where civilization starts, Mead said.

We are at our best when we serve others, when we share, and when we give what we can to reduce the pain and increase the joy of our fellow men.

If you are blessed with the abundance of something, help others as much as you can, Because, whatever God gives, He doesn't give it to you, He gives it "through" you.

Let's resolve to give and serve others and be civilized.

Excerpt from my book,
Dear Son:Life Lessons from a father



sandeep sahani

HUMILITY

One of the most important traits that you must develop, whatever your achievements or level of success, is Humility – the wonderful quality of having a modest or low view of one’s importance. As they say, when pride comes, then comes disgrace, but with the humble is wisdom. God opposes the proud but gives grace to the humble. Cricketer Rahul Dravid was awarded with a doctorate degree by the University of Bangalore, which Rahul Dravid gracefully returned. Not only did he give back the degree, but he also gave a wonderful speech, he said “My wife is a doctor, she has spent countless sleepless nights and days to get this degree. My mother is a professor of arts, she has waited a long fifty years for her degree with perseverance. I worked hard to play cricket, but I didn’t study that much, so how can I accept this degree?” Einstein was offered the Prime Ministership by the Israeli government in 1952. Einstein politely said, “I am an inexperienced student of physics. What do I understand about the governance and administration of a state!

“Seeing the humility of these people, one has to bow down in respect and shame as well. When we look at ourselves and introspect, we see in ourselves the image of how disobedient, arrogant, absurd a person we have been compared to the philosophy of these guys.

These humble and down to earth people remind us over and over again that being humble does not mean that one gets less dignified in the eyes of the society, rather it portrays in them a much larger than life image.

‘Sky’s the limit for humbleness while there is no limit at all to stoop down to any level’

*Excerpt from my book,
Dear Son: Life Lessons from a father*



Chapter: Be a good human, Success will follow.

sandeep sahani

DONOT LOOK TOWARDS THE TRUCK

“Do not look towards the truck. It will go on its way. You go on your way,” said my driver to me. These seemingly simple words uttered by my driver, Nand Lal, back in 1980 had a deep impact on me and brought about a new perspective to my style of thinking.

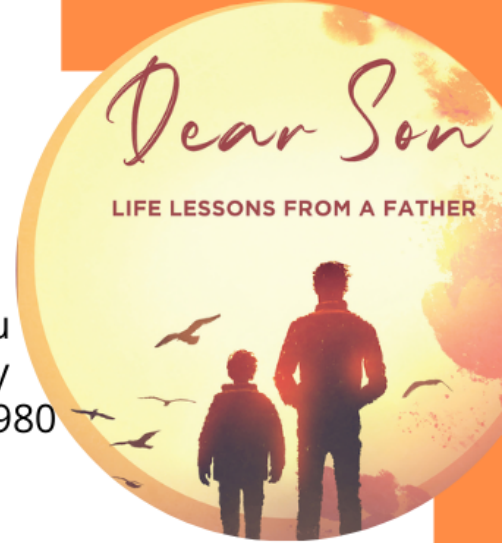
Though they were uttered in the context of bike riding, I found them equally relevant to life. At that time, I was a 16-year-old student, and Nand Lal was our driver. I was trying to learn to ride a bike and I had asked Nand Lal to help me and explain to me the intricacies of driving. After some time, I was ready to go. I kick-started the bike and with Nand Lal on the pillion, I made several rounds of my own neighbourhood. Then I decided to venture onto the road as it was noon and the traffic was not heavy. Suddenly, I saw a truck coming from the opposite direction. I was scared and my eyes were focused on the truck.

“It will go on its way; you go on your way.”

This helped to calm my nerves and I sailed past the truck. Since then, I have used Nand Lal’s words to guide me often in life. Accidents usually take place and problems arise when we deviate from our path and start bothering about what others are doing rather than our own journey. If everybody keeps to his path, focusses on the job on hand and performs his duties honestly without bothering about others, there will be no conflicts and accidents in the world.

Excerpt from my book,

Dear Son:Life Lessons from a father



sandeep sahani

DON'T WAIT FOR THINGS TO BECOME BETTER

Son, treat life like one of those races in nursery school, where you race with a marble in a spoon held in your mouth. If the marble falls there is no point coming first. Same is with life, where health and relationships are the marble. Coming first counts only with the marble still in the spoon. If I had to live my life all over again; I would relax more, I'd be sillier than I have been, have more holidays, I would climb more mountains, swim more rivers, and watch more sunsets. I would spend more quality time with you guys, enjoy more with friends and build better relationships. I would have more actual troubles and less imaginary ones. I'd pick more daisies, laugh more and love more, read the great works of literature, savour the choicest malts more, instead of just collecting them. The point is clear, don't wait for things to become better, they seldom do, one thing improves and the other problem arises, that's what life is all about I reckon. Start living and enjoying your life by design and don't live it by default.

Excerpt from my book,
Dear Son: Life Lessons from a father



sandeep sahani

TALENT IS NOT ENOUGH

Whenever you see the moon, remember this, a moment's hesitation can stop us from our greatest victory, from our place in history and can change our destiny.

Neil Armstrong was the 1st person to set his foot on the moon. But, do you know who was supposed to be the 1st person? His name is Edwin E Aldrin – he was the pilot for the Apollo mission. He was working for the American Air force. Moreover, he had experience of space walking, hence he was selected as the pilot.

Neil Armstrong worked for the American Navy. He was selected for his courage as the co-pilot. When the Apollo mission landed on the moon, they received a command from NASA, “pilot first”, but Aldrin was hesitant, “what will happen”, “will I get sucked in or will I burn out”, etc. etc. The hesitation was not for hours, but only for a few seconds. In the meantime, NASA sent the next command, “co-pilot next”. Within the next second, Neil Armstrong put his foot on the moon and became part of world history.

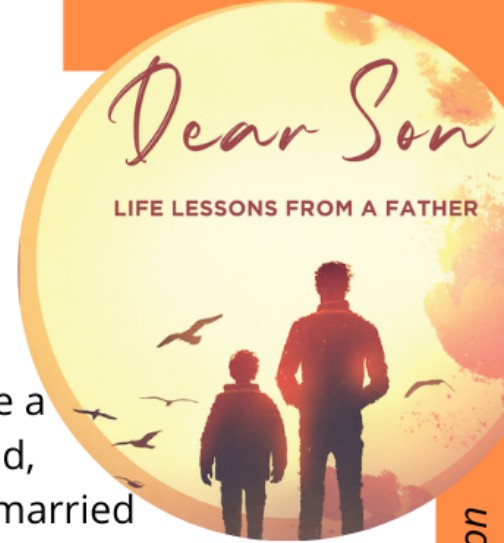
World history was changed in 1 second, though Aldrin had the qualification, the opportunity and the talent, because of hesitating for a few seconds, he missed out. The world remembers only the person who comes first. This is a good example of how people lose out, despite the talent, because of hesitation and fear.



Excerpt from my book,
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PERFECTION?



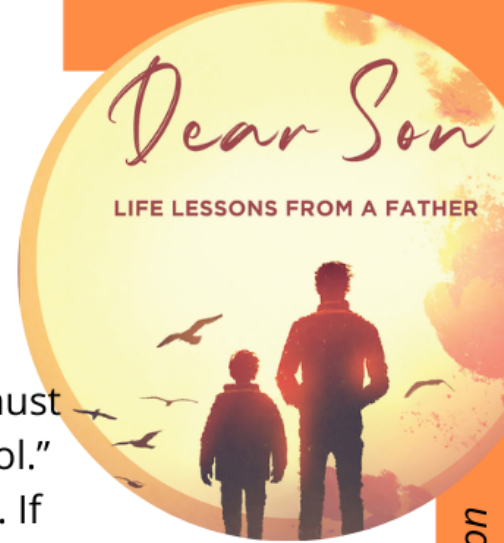
Son, I remember my mentor shared this secret with me a long time ago when I was struggling on my path, he said, "The secret to genius is not genetics but daily practice married with relentless perseverance. Potential unused turns into pain, so dedicate yourself to expressing your best. No tree is perfectly straight, no mountain is perfectly symmetrical, yet they make the most perfect landscape. When there is a challenge, it is not necessary to come up with the perfect solution. It's fine for perfection to be your goal, but the lack of perfection should not be an excuse. Getting it done takes priority over getting it perfect." Profound words indeed, aren't they. My mentor went on to add, "People can be divided into three groups –

Those who make things happen,
Those who watch things happen and
Those who wonder what happened.

Get up, follow your dream, take risks and make things happen.
Ships are safer in the Harbour, but they are not meant for that purpose.
Get out of your comfort zone, Sail away, Explore new frontiers, Achieve!"

Excerpt from my book,
Dear Son: Life Lessons from a father

sandeep sahani



WE BELIEVE WHAT WE THINK

Richard Feynman said, “The first principle is that you must not fool yourself, and you are the easiest person to fool.” The first place we lose the battle is in our own thinking. If you think, it’s permanent, it will be permanent. If you think, you’ve reached your limits, then you have. If you think, you’ll never get well, you won’t.

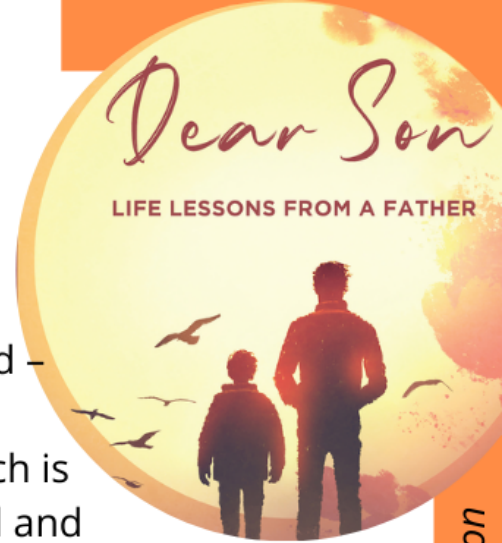
If you give yourself 30 days to clean your home, it will take you 30 days, but if you give yourself 3 hours, it will be done in 3 hours.

The same also applies to your goals, ambitions and potential. You can create a new life by creating more urgency in your current one. You have to change your thinking. You need to see everything that’s holding you back, every obstacle as only temporary and not permanent.

What Aamir Khan said in the movie 3 Idiots is actually true, our heart, mind and brain always believes the story we keep on telling it, so keep telling them that, “All is Well” and it will turn out to be good.

*Excerpt from my book,
Dear Son: Life Lessons from a father*

sandeep sahani



WHAT'S YOUR "4-MINUTE MILE"?

Every game in life is actually played on a 6-inch ground – the space between your two ears. We don't live in bungalows, duplexes or flats. We live in our mind which is an unlimited area. Life is great when things are sorted and uncluttered there. Keeping the mind messy ruins this real home. The key factor to performing well in life and in every arena, is the ability to control the quality and quantity of your "internal dialogue". Our mind and body are basically lazy. They always want to rest and hence they keep on passing signals to each other to slow down, to rest, to take it easy. You will have to override those signals and the internal interference to achieve what you have set out for. Son, "performance is potential minus internal interference". Years ago, it was believed that no human being could ever break the 4-minute mile barrier. But after Roger Bannister broke it, many more replicated his feat within weeks. Why? Because he showed people what was possible and then armed with that belief, people did the impossible. What's your "4-minute mile"? A belief that you have told yourself, a task you can't achieve? What excuse are you giving yourself? Let it go.

*Excerpt from my book,
Dear Son: Life Lessons from a father*

sandeep sahani

WHAT ARE YOU SCARED OF?

Is there something in your life that you really want to do, or a certain passion or dream you have, but aren't doing because you're scared?

What is it and what are you scared of?

What are you doing to overcome this scare?

The philosopher Arthur Schopenhauer once observed:

"Most people take the limits of their vision to be the limits of the world. A few do not. Join them." The life you see this very moment isn't necessarily the life of your future. You might be viewing things through the eyes of your fears, limitations and false assumptions. Once you clean up the stained-glass window you see the world through a whole new set of possibilities.

Remember, we see the world not as it is but as we are.

Aristotle wrote, "We are what we repeatedly do." Merriam Webster defines habit: "An acquired mode of behaviour that has become nearly or completely involuntary." There's a story about a man riding a horse, galloping quickly. It appears that he's going somewhere very important.

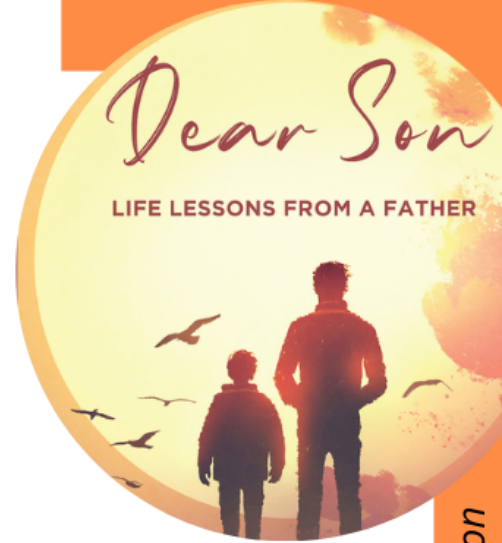
A man standing along the roadside shouts, "Where are you going?"

The rider replies, "I don't know. Ask the horse!"

This is the story of most people's lives; they're riding the horse of their habits, with no idea where they're headed. It's time to take control of the reins, and move your life in the direction of where you really want to go.

Excerpt from my book,

Dear Son: Life Lessons from a father



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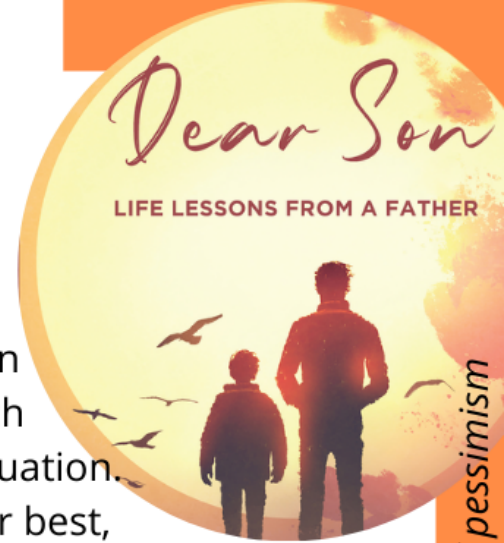
NEITHER FOR YOU NOR AGAINST YOU



I recently came across an excerpt from a speech at a McKinsey internal meeting in 1990 by John W Gardner. Counted as one of the most influential business speeches, do spare 20 seconds to read it. “The things you learn in maturity aren’t simple things such as acquiring information and skills. You learn not to engage in self-destructive behaviour. You learn not to burn up energy in anxiety. You discover how to manage your tensions. You learn that self-pity and resentment are among the most toxic of drugs. You find that the world loves talent but pays off on character. You come to understand that most people are neither for you nor against you; they are thinking about themselves. You learn that no matter how hard you try to please, some people in this world are not going to love you, a lesson that is at first troubling and then really quite relaxing. Those are things that are hard to learn early in life. As a rule you have to have picked up some mileage and some dents in your fenders before you understand.”

Excerpt from my book,
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sandeep sahani



CHARDHI KALA

Adopt the concept of “Chardhi Kala.” – the slogan given to us by Guru Gobind Singh, the Tenth Sikh Guru which means: “keep your spirits high, no matter what the situation. Have faith, keep doing good and stay positive. Do your best, then leave the rest to God.”

This concept is commonly translated as “high morale,” but it is much more than that. According to the Encyclopaedia of Sikhism, “It stands for a perennially blossoming, unwilting spirit, a perpetual state of certitude resting on unwavering belief in Divine justice.”

Chardhi Kala is a mental state that keeps us strong during the most difficult moments in life – even when we face a life and death situation. It is a spirit of defiance of all hardships. Every repetition of this slogan reminds us that Sikhs are tenacious men and women who do not lose faith. This positive thinking brings a calm, peaceful and positive mind that doesn't get bothered with obstacles of life.

May you always be in Chardhi Kala and Stay Blessed Forever!

Excerpt from my book,
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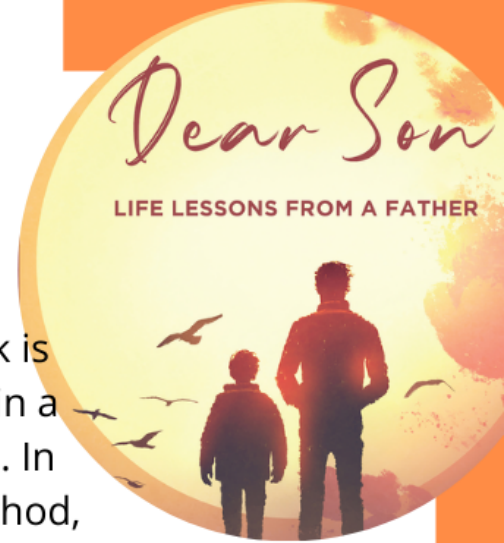
MAN'S SEARCH FOR MEANING

One of the most life changing books I have ever read is Viktor Frankl's, 'Man's Search for Meaning'. The book is a chronicle by Frankl of his experiences as a prisoner in a German Nazi concentration camp during World War II. In this book, Frankl describes his psychotherapeutic method, which involved identifying a purpose in life to feel positively about, and then actively imagining that outcome. The central theme of Frankl's book is 'survival'. Although he witnessed and experienced horror, the book focuses less on the details of his own experience and more on how his time under Nazi rule showed him the human ability to survive and endure against all odds. As Frankl wrote, he saw the lowest depths of humanity while in the camps. He saw fellow prisoners promoted to be in-camp guards, turning on their fellow prisoners. He watched them beat their lifeless, malnourished campmates. He watched sadistic guards treating them as if they were lower than animals. But he also saw individuals rising up like saints above it all.

The part that impacted me the most from the book was this –When we are no longer able to change a situation, we are challenged to change ourselves. Everything can be taken from a man but one thing: the last of the human freedoms—to choose one's attitude in any given set of circumstances, to choose one's own way.

Excerpt from my book,

Dear Son:Life Lessons from a father



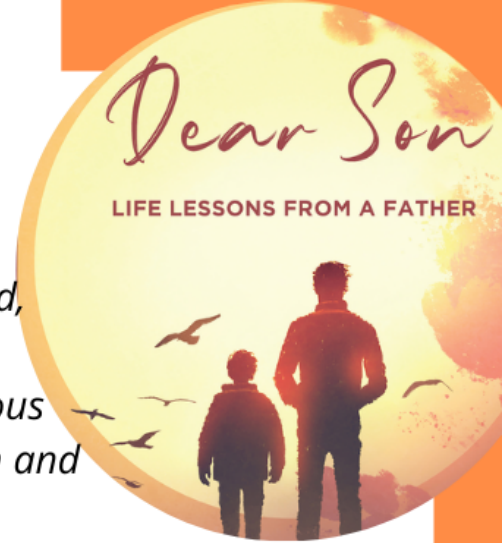
sandeep sahani

Son, For me, your success will truly count if you are a successful human, a valued friend, a considerate husband, a loving father, a go-to sibling, an empathetic Boss, a diligent worker, a kind listener, an inspiring teacher, a pious and compassionate human. If you achieve all this, wealth and titles which also count a lot, will automatically follow. Make the ordinary come alive, the extraordinary will follow.

William Martin, from The Parent's Tao Te. Ching: Ancient Advice for Modern Parents wrote –

*“Do not ask your children
to strive for extraordinary lives.
Such striving may seem admirable,
but it is the way of foolishness.
Help them instead to find the wonder
and the marvel of an ordinary life.
Show them the joy of tasting
tomatoes, apples and pears.
Show them how to cry
when pets and people die.
Show them the infinite pleasure
in the touch of a hand.
And make the ordinary come alive for them.
The extraordinary will take care of itself.*

*Excerpt from my book,
Dear Son:Life Lessons from a father*



sandeep sahani

LIFE ISN'T EASY

Son, Life isn't easy. And unlike what we imagine in both scenarios of triumphs and disasters, life isn't supposed to move in a straight line of happiness and smiles or sadness and pain. It's not supposed to stay the same, just like you're not supposed to stay the same. Life is evolving and changing. It is a constant surge of ups and downs, twists and turns and as Rudyard Kipling said, 'triumphs and disasters.' Like you will have your happy and blissful moments, you will also feel pain, get hurt and experience losses occasionally. And some of them can be really bad! Now, that does not mean that you deserve every bit of the sadness, defeats and tragedies that life hands over to you. It's just part of the journey that we are walking through. It's just part of what makes us human. Courtney Peppernell has written this nice book titled 'Pillow Thoughts', in which he says, "You can't skip chapters, that's not how life works. You have to read every line, meet every character. You won't enjoy all of it. Hell, some chapters will make you cry for weeks. You will read things you don't want to read, you will have moments when you don't want the pages to end. But you have to keep going. Stories keep the world evolving. Live yours, don't miss out."

Excerpt from my book,
Dear Son: Life Lessons from a father

