

## CHAPTER 7

# GREAT EXPERIENCES

*"No existence of sunrays without sun*

*No existence of necklace without gold*

*No existence of spot without mud*

*Similarly no existence of life without experience"*

Each and every pulse of time either it may be second or millisecond gives new lesson to life. The value of those lessons called experience. As the time passes you gain new experiences. Definitely, it is true that books make you full of knowledge but the experience will give you real ways and laws of living life. There are some aspects of life that require the time and experience to deal with them.

But if you explore the world you find some great personality holds higher designation at a young age.

Why not we can do it?

If they can.

Yes definitely we can also do it but the question arises how?

Simply if you want experiences in life then develop the habit of reading the biographies of great people. Try to listen to the experience of your elders, old men like your grandfather and so many others. The benefit and outcome of it clear, the knowledge and experience which others have will be also added in your dictionary. It might be difficult to believe how important experience is for our life to fight with different problems of the real world.

In our life, we suffer four stages:

- **Student (brahmacharya)**
- **Householder (grhastha)**
- **Hermit (vanaprastha)**
- **Ascetic (sanyasi)**

Our life at each and every stage full of some challenges we suffer from some challenges and to overcome such challenges we need experience and get some new experience. The most sensitive stage of life is 16 to 22 where our minds frequently diverts with just a little things like love, money, attraction (discussed

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previously in “Love the attraction” chapter). While the stage where a person is full of experience and all is ascetic (sanyasi) stage in which we explore and observe nature and try to know what it reveals.

To become a successful entrepreneur, the experience is essential while dealing with the business we must have more and more experience apart from the knowledge that experience will provide you a well understanding of the people and make you good dealer. During business, you will meet with a variety of people like well educated, illustrated, rich, poor, logical ladies of different characters, customer, students, old man, youth each and every type of person will come to you to buy and know about your product and it becomes your duty to convince them and sell your products where your communication skills also tested.

Experience also develops the quality of leadership in person. Lately which is very helpful in different aspects of life as a job and social point of view. You become able to control the people of different aspects of this world.

In business, apart from experience we also learn from conversations, the more you listen to people more thoughts arise in your mind more the answer you have for convincing the other. Experience improves your own judgment which bring great potential and confidence in you. While sharing experience it becomes important to have the knowledge about the two keywords “open-ended” and “close-ended”.

### **OPEN AND CLOSE ENDED**

When we are getting the information from others and we are listening and he is sharing the experience of living this way of talking called “open-ended” means “full free incoming”. On the other hand, if we are giving information to others and here we are, the speaker, called “close-ended” means “outgoing have a cost”.

But we must remember while being open-ended it is necessary for us to get all the thought and knowledge as much as possible from others but in the case of close-ended be strict and never share your information and thoughts to every person. In life, you do not know how much span of time a person is with you.

Now the thing is that how to deal with a person during open-ended. The concept is very simple here you required the “matching of thoughts”. Here we have to put on the center point at what we want to focus on. It is need of listener to appreciate and execute your thought if he thinks it is genuinely. Definitely, you will able to achieve it.

As I discussed previously the great personality so now here I illustrated about some great person. Who on the basis of life experience, struggle and fighting with problem to reach success and achieve their destination.

- **As student of a village go for studying in school by crossing the river by swimming every day to get the knowledge become the prime minister of India is called “Lal Bahadur Shastri”.**
- **A person who used to sell the newspaper just to earn some money become the President of India as called DR. APJ Abdul Kalam.**
- **A person used to sell tea at a railway station become the prime minister of India is called Mr. Narendra Modi.**

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- **A person who imprisoned for 27 years and ultimately become the president in same country(south Africa) is known as "Nelson Mandela".**
- **A person have all the luxurious condition in his constituency and live as prince of that kingdom, do not know about the word "old man", "Sanyasi" at age of 29 and become the establisher of Dhamma called "Gautam Buddha".**

So is the need to know the history of such inspiring people to help you. It is mandatory for us to follow such a great personality and learn from them about different aspects of life and also explore the world.

The world is like an ocean and different flora and fauna present in it. Similarly, there are a variety of people present in this world more you explore, the more you know, the more you gain. If we talk about the astrologer they not used the "concept of rocket science" in predicting the future of people simple they have the art of reading the faces of people, a gesture of person, communication, convincing power, the best way of dealing and all these things got by the experiences. That is why the company wants to experience from the employer and pay for them.

"Always remember one thing in life if you are listening for a particular subject or topic, definitely in the future, it will help you it context might be different. So every experience is important there is no wastage of time always gain and gain than implement it wherever possible.