

I WISH I KNEW THIS BEFORE
(LIFE'S HANDBOOK)

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Book Description:

This book talks about how we can understand ourself and how our surrounding environment affects us. As this knowledge could be applied in all areas, here I focused on parenting as its the foundation. The content of this book is written in a way so that it is generic and can be applied to all irrespective of their age, culture, class of society etc

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Chapter - 1

UNDERSTANDING SELF

It is very important to understand about self to better understand your behaviour. To begin with, let's look at a few aspects about learning and emotions.

How often does our brain learn?

Every second our brain is learning by our experiences through our senses etc

How emotions are created?

Brain manufactures or creates emotion which is unique to a situation and is created based on past experiences.

Which means in both the cases above, our behaviour including emotions are conditioned or influenced by our experiences which we consume from our senses.

We are influenced or conditioned through TV, social media, cell phones, talking to people etc i.e., by all our senses from our surrounding's.

Let's also look at some habits which we got by the influence of media:

Craving for food while watching movies or football or cricket or any matches etc even when we are not hungry.

Learning various other things by watching Tv or advertisements. We don't realize that our brain is learning i.e., Vicarious learning.

Our food habits, thoughts etc are all influenced by the media.

We behave in certain ways or show emotions in particular situations as we learnt it from the media even when it was not needed.

We also get addicted to phones.

It becomes very difficult to choose a path or have a mindset which is different from society.

We accept certain things as right only when it's accepted by society and we search for validation from others.

Parents mostly don't upgrade themselves about newly available career options so as to decide for their children, they rarely spend time on it, mostly many just listen to what surrounding people are saying or what career options they have chosen or will choose.

Spending family time is underrated i.e. We also sometimes regret for not giving time for other things than family time unless it's most important because we measure our accomplishments, money we have, places we visited and many more. Even society and social media also helps in reminding and measuring all these but we don't measure or count the number of hours spent with family, the number of times we had lunch or dinner with family. When we don't have that data we won't remember it until we specifically recall and hence we might not appreciate it in the same way as we appreciate other things.

Lot of things we will think are right because the society, media etc will convince us.

Now let us look at the explanation of how the media or anyone can convince the other person. i.e. If someone wants to convince you then they will tell you a scenario where it will fail and will give you a solution as well so that you believe it. In case if they want you to choose a particular solution then they will tell you the same solution. That's the reason why we feel all quotes we read, books we read, motivational talks which we listen etc are true even if they change their definition or modify it. Let's understand better with an example:

We have heard about this below quote:

i.e. **Practice makes man perfect** and we all believe in this quote but someone can convince you saying that this quote is wrong by telling you about a failure scenario and also will give you a solution. In this case he or she might say **practice in the right direction will make you perfect** and then you will believe it.

This is the reason why we feel almost all the content we consume from the media is right.

Why we believe is because it's partially right because the truth in every scenario is different and anything to happen in this world, it depends on many factors and also the proportion of that factor.

But one important characteristic is that, if one factor is used in more proportion then indirectly another factor will be used unknowingly i.e. If task requires us to work hard and if we put more hard work then we develop concentration without explicitly thinking about using it, which makes us difficult to understand exactly what factors are involved in performing the task. Due to this, it's easy for anyone to pick a factor and try to convince another person. So in the above example, the direction of the practice is a factor used to convince another person.

After reading the above example of concentration and hard work, many people will think that concentration is also required, and yeah, it's important but how it's related to other factors we are not sure but because we all have heard or read it so many times, we feel that concentration is a separate thing and it is important. I don't want to tell whether it's important separately or not here because as I said earlier it depends on many scenarios, factors and proportion of factors, how these factors are associated with each other and dynamism i.e. increase in one factor proportion makes increase in another factor proportion, which was required while performing the task. This appears to be very flexible due to which people make use of it knowing or unknowing to convince others because they were being conditioned or habituated.

Let's assume that we know all the factors involved and their proportion used but still the outcome differs in each individual because the outcome also depends on each individual factor. I.e. When the factors interact with unique personal factors the outcome differs.

For example:

We have heard below statements from many people to reduce weight:

It all depends on physical exercise so do exercise more and eat whatever you want.

It all depends on food intake so choose your food accordingly or eat less and do normal exercise.

It depends 80% on food and 20% on exercise.

It depends on what time we are eating.

Some suggest intermittent fasting.

Some suggest one meal a day which consists of all nutrients.

Some suggest we should not skip any meal but we can eat less in each meal and many more factors.

So what exactly should we do?

So in this case it depends on each individual factor. This means each individual should understand their body system and act accordingly.

Another example is, when we see videos of any motivational or strategy videos of any exams on YouTube then we will get lot videos which has topics like "Three ways to become successful in this exam", "You can't clear the exam with hard work", "Patience is key", "Common sense is key to clear this exam", "If you have confidence, you will clear exam" etc etc and we generally believe due to inferiority complex and also due to reasons mentioned above i.e. They will pick up a factor and try to convince us that it's the most important.

Due to these reasons many experiments in this world have been proved right saying it depends on these many factors and again another theory comes up and gets approved saying it depends on these factors as well and we believe it because we don't know exactly how many factors are involved and in what proportion, their association with each other.

Sometimes we also watch motivational videos or interviews of successful candidates. We feel motivated but sometimes seeing more positives is also disadvantageous.

Explanation with an example:

When any topper or motivational speaker or anyone who is motivating through videos etc i.e. by talking about all positive points ignoring all challenges or struggles he faced, then the brain learns all positive points about it and when we actually execute it obviously we face challenges and then we will feel more demotivated because our brain or mind didn't expect it, as it was not mentioned by the motivational speaker or topper or successful candidate. We feel inferiority complex and we may not be able to perform the task well and we might also feel less confident and may enter a negative thought loop. Instead, if challenges or difficulties faced and task accomplishments were told equally then we will feel that it's common to face challenges so we might continue doing our task without much negative thoughts. This way we will develop the right attitude among others to make them ready to face challenges as well while performing any task. I also feel that we should tell as objectively as possible.

Similarly, a lot of content which we consume is unrealistic and since our brain has learnt it as it receives, we feel that's the reality and due to which many times we fail to realize the actual reality and this happens because it becomes difficult for our brain to accept reality which is different from what it has learnt due to conditioning or influence from surroundings and another reason is that the brain cannot differentiate between the reality and imagination. And we imagine and generate thoughts based on what we consume through our surroundings i.e. media, society etc.

Now, let's understand with an experiment if it's really the thoughts in mind which drives us to do in this context:

Let us think about our favourite delicious food.

Some like biryani or dal rice or roti sabji or pizza or pani puri, noodle, Manchurian etc Now if you observe, the image of your favourite food or other food also which you read above will pop up in your mind, you might also remember a picture in which you are eating your delicious food. Images which we consumed while seeing an advertisement might also pop up

Now you will be salivating!!!! 😊

If you think more then you will get craving and most probably you may end up eating it for your next meal unless you have a habit to resist it or maybe you might not eat due to other constraints like it's not convenient to order or you don't have time to cook etc You can also resist it by thinking multiple times in a negative way that "I don't want to eat, I don't want to eat".

And yes, we are habituated based on our past experiences and yes, we can eliminate it by changing our experiences which also includes by talking to yourself i.e. brain telling positive points of leaving the habits and negative points of having the habit.

Due to this conditioning of us, it becomes difficult to go against it and do tasks, so next time please don't regret if you are not able to do any task easily because many people think it's their fault that they are unable to do the task and they feel under confident and go in negative loop of thoughts sometimes. You should remember that it might take a little more time but you will eventually do it.

Many will also regret that they should have known this before, but it's very disheartening to know that even though they realize the importance of knowing this on time they don't have time to share it with their children.

Now let us look at some scenarios to understand why many parents won't give enough time for family or parenting.

Scenario-1

They devote most of their time to achieve their goals.

They do it because we have been conditioned in such a way that everyone should have goals or purpose or aim and should work hard towards achieving it. I agree that we should have certain goal but we shouldn't do it by sacrificing the family time i.e. Ideally we should also give time for food, exercise and spirituality which is subjective to an individual.

Because even if we become successful sacrificing family time, we actually move to another new goal and the process is never ending. And as we see in interviews of successful candidates, they usually regret not giving enough time to their family.

Why is it so that we continuously move to another goal?

Before reaching our goal, our mind is occupied with and about the goal because we are working towards it. That's why we are curious about reaching goals but once we reach, we are happy for only a limited time until we are thinking about what we have achieved.

But once our mind or brain starts thinking about next future goals, we start working on it and we are not in a happy state anymore unless we remember about our achievements in a positive way.

Why does our brain start thinking about the next goal?

Because we have been influenced or conditioned by our society to think about the next goal. If we don't plan for the next goal then people will ask you what your next goals are. What's the next plan? So the brain learns it and we start preparing for the next goal.

So, we can say that it's all in our mind and what it contains will create your emotions. So, appreciating our accomplishments is one way to be happy!!!

So we should not give all our time to our goal, instead If we divide time by balancing family, health (and spirituality in case they believe) and give our 100% in whatever we do then we can be more productive and will never regret at any point of time in life. Else we will regret each time when we think about our past and analyse our life, we will think that "We couldn't give time for these and that".

If you think in terms of balancing life with family time, health, (spiritual) and goal, then you will surely find ways to balance it. If you don't think in that direction then obviously you will not find time which is the case with many people. Because many people hear from others that it is difficult to manage goals with family and health so they do not even think of balancing it.

Scenario-2

Another mistake parents make is, instead of giving family time they try to invest their time in working to save more and more money for their children.

It is like, parents are building a smooth path or road for their children so that they can go without any hurdles but the child goes wandering in the forest asking which path to take and finally based on his experience with his surroundings, he chooses the path.

Money alone will not guarantee a good future for your children. Instead, parents should also spend time with their children to choose the right path.

Sometimes parents tell children to do what they like but they do not realize that their children's choices are influenced by their environment. Instead, parents should influence them from childhood maybe until a certain age to choose the right path. So, it's very important that parents give time to children and lay the foundation or values or directions so that they can automatically choose the desired right path. If we do not influence or habituate them with the right things from childhood then when they are grown up, parents tell them to choose a path which children might not like as they are influenced by other things. Instead of being fully occupied making money for the future of our children, we should also take out time for family and should teach children to be happy even if they do not have adequate money.

Scenario-3

Currently most people do not focus much on parenting because it is not talked about more in society which leads us to give less time for parenting as like others do in the society.

Until now we looked at the various experiences in which our thoughts in mind have driven us to do the tasks. Now let's get little deeper and let me introduce one more factor which affects us i.e. **RANDOMNESS**

Once thoughts are present in our mind, we look to do random things and that's also a reason why we don't appreciate things we have.

We like randomness. I mean the reward which we get when we do things randomly because it releases **dopamine**.

Since our brain is curious, we become curious to know about a lot of additional things e.g. things which advertisers want us to think about. They also make us addictive by making us emotional and also by showing random content which makes the brain to release feel good hormones i.e. Dopamine

When I analysed all the examples below, I found that it's all due to randomness.

Examples:

We like cricket, football, hockey etc because of its random nature.

We like to talk to people who talk to us on a random time on a random day or texts or replies randomly but we don't find that excitement when we talk to people who respond immediately or talk to us in a predictable time or are available for us all time. (Exceptions also exists)

Take examples of movies or serials or web series etc. We get attracted because every scene in it is random to us.

We like various dishes even though they are unhealthy because they are made up of different ingredients (which is random) which give us some different taste.

We like playing video games because of the random nature of it.

People get addicted to gambling easily because its results are random.

The cashback which we receive randomly from various payment apps makes us habituate to use their apps.

We also like free things or gifts, complimentary things or discounts irrespective of their price because its given randomly

Another reason we see our phone more. One example is due to social media i.e. When we post something on social media, the company holds the likes and shares of that post and releases it randomly. Due to this we check phones continuously to check how many likes we have got on our post because we are not sure when our likes on our post increases.

So, if we are not influenced, then there are not many random things in mind and we won't be diverted much.

Chapter - 2

PARENTING

Now after understanding in depth about self and why we should give time to our family from the previous chapter, now let's look at a very high level how we should go about parenting, so that you can make your own low-level plans to execute it.

The main idea here is to eliminate the influences, but not all influences can be avoided completely so we should limit it by choosing and enabling them with those limited experiences which we think are good for them.

We should also provide them with definitions for all the emotions or some stereotypical words or other words which we think will help them in a positive way.

Let's understand better with an example:

In case if you want them to excel in studies then parents should condition them accordingly. i.e. By telling them the positive points about good things like telling them "Studying is joy", telling them "How happy it is to learn". Telling them "How fulfilled one will feel when they know or understand things after reading". Otherwise, they will listen to experience as it comes from the surroundings, which is defined as education or studying is difficult, hard, boring, it takes effort to study etc which makes them dislike studying and they can experience limitations. Thus, the brain also learns accordingly by the influences of the surroundings.

Let us look at a few examples who benefited from the conditioning of their parents in the right way.

The parents of Sudha Murthy i.e. R. H. Kulkarni and Vimala kulkarni who raised their children in such a way that they developed love towards books, love towards knowledge, respected education etc which I got to know by seeing an interview of Sudha Murthy.

The parents of Tejaswini Manogna, who have put efforts from childhood to enable her to acquire multiple skills by giving her the required exposure and supporting her accordingly.

From the above examples we saw how the parents had put efforts which made them what they are today and yes it requires good effort from parents for the initial few years but rewards will be unimaginable.

Since TV, mobile phones affect the child's behaviour by influencing them and their emotions too, we should not let children consume it. It's best, if avoidable influences like watching TV not consumed at all but it makes difficult for some parents as parents are habituated with media and also based on parents' culture, spirituality, and based on parents' choices they should at least keep children away from media consumption at least a **minimum** number of years until they can understand what's good for them and what's not good so that children later can decide by themselves whether they want to consume it or no when they are grown up.

Once we have reduced the influences, now the parents should also encourage them from an early stage to read about how the mind, brain, emotions, body etc works so they can understand themselves better and can use that information or knowledge in performing any tasks or goal or purpose or aim.

Lets see one example of an impact of conditioning to children i.e Regarding children's eating habits:

We usually unknowingly influence children by saying that certain dishes are good and parents make them eat more i.e. By saying 'It's good, you should eat, take more, it's delicious so eat more' and the brain learns it accordingly.

These experiences will make them habituate to eating out of proportion and eating unhealthy too. Since health is also very important, it's very important to make them adopt the right food habits from childhood so that they are always healthy.

In certain times, we cannot stop them from consuming experiences like, talking to friends or society but we can or should reduce the negativity or stereotype. One way to do this is, let's pick one general word i.e. **problem**, so since it's often used and has a negative impact, we should set our own definitions of it.

Maybe we can define it as "It is a puzzle in life which we have to solve and move on."

Advantage of solving a puzzle is that since we know how to solve it, we can use these steps in solving the next puzzle. Disadvantage is that we lose time as we invest that time in solving puzzles instead of focusing that time on our actual task".

This way we should define our own statements so that even if they hear those words in society, they aren't affected as much as others.

One more important thing many parents miss or many don't stress is making children learn to say **NO** for the unwanted experiences which they get from society as it has an effect on them or when required. So, we should equally make them aware about when to use **NO**.

Unfortunately, at present society's perceptions and parents' habits are being conditioned to their children.

So these are a few examples to give you an idea of how we can make a positive impact in children's life. Now after reading you can have your own customized plans for your children accordingly.

Till now we looked at scenarios to prove that influence from surroundings affects the child's behaviour so the best way to go about parenting is to limit the unwanted experiences and induce the necessary experiences from childhood when the child has not been conditioned yet.

Now how one should go about parenting if he or she is already conditioned with things in society:

Since the parent now knows the root cause of the problem, to achieve the desired behaviour, the parents should change the experiences of the children slowly which are influencing them in a negative way and try to influence them which has positive impacts.

If the reader is an adult and is already influenced and now wants to achieve the desired behaviour, then can do by changing the experiences they are being influenced in a negative way and by talking to self i.e. brain about what you want to do and the advantages of doing it and the disadvantages of not doing it (i.e. Positive affirmations) and reduce the surrounding influences or consumption at your own pace till it doesn't affect you anymore.

Chapter -3

EMOTIONAL BALANCE

Here in this chapter, I want to talk about how important it is for us to be emotionally balanced or stable. Let's start by understanding the definition of it. i.e.

What is Emotional Balance?

Emotional balance is the ability to remain calm and clear headed during stressful situations or crises i.e. None of our emotions are too high and too low when we are emotionally balanced.

It is always very important to note that we should think and act only when our emotions are balanced. If they are not balanced then bring them to normal state i.e. calm or relax yourself and they think and act accordingly.

Even when you want to think objectively you need to be emotionally balanced.

Does emotional imbalance have any effect?

Yes, when we are not emotionally balanced then it affects or alters our perspective, views, thought process etc.

Example:

Remember scenarios where you had fever and try to remember your thoughts during fever and after fever. There is definitely a difference in thoughts, views etc. or just remember a scenario where any of your emotions were high or low and think of the thoughts you had during that period.

Reacting during Emotional Imbalance has any impacts?

There are many scenarios where reacting to emotional imbalances could impact us, these emotional triggers can be caused by certain people as well for their benefit. I will list down some of the scenarios so that you can get an idea of where we should be careful to not to react based on our thoughts as thoughts during emotional imbalance are generally not right unless we have trained ourself for the same or we have thorough knowledge about the situation.

Scenario-1:

In this scenario, I will give examples of scams where scammers trigger emotionally to achieve their agenda.

Example-1: The scam done by scammers using multi-level marketing strategy.

Scammers lure people by making them trigger emotionally. i.e. Because of the importance of money and the need for it makes people emotional when they hear someone guarantying huge profits or money easily and sometimes in a short span. Also in this digital age, it's easy to create a website and show data and convince people.

Example-2: The scam done by scammers using digital data.

In this digital age we generally trust google reviews but sometimes we must be careful in certain scenarios, certain places. Because when we are in need we are in emotions so we don't see the number of reviews and we don't thoroughly check the reviews when we are in a hurry and we believe the reviews. i.e. Let's say you need bike for rent in a city or nearby tourist place so you google it and you will check google reviews where they mention that "bike will be delivered to your location" then you will call and book the bike, on call they will also manipulate saying only one bike available etc and they will ask for online payment.

Then you will pay seeing the reviews and the convenience they provide is delivering bikes at your location. If your emotions are high you will not realize that it's a scam.

Example-3: The scam done by scammers by promising better paying jobs. We see a lot of online scams, a recent example is of a job where we have to like 2 or 3 YouTube videos and we get 50 rupees for each like.

Scenario -2:

In this scenario, let's look at examples where the behaviour is manipulated. In this digital world and after the introduction of AI, through the use of user data it has become easier to manipulate the user for their profit.

Examples-1:

If you are searching for any travel place to visit or if you are booking tickets to any tourist place, then you will get a lot of ads related to the same. You will get emotional when there is a huge discount available for hotel bookings. Here if you were in doubt of planning a trip, you might plan for a trip after a discount.

Example -2:

This is the most important example of this chapter so I will mark it bold.

Many people get blackmailed through online and offline mode. Let us consider a scenario of blackmailing through a phone call. When someone threatens on a phone call then the person will get frightened and his emotions will be high so he will not be in a position to think in the right direction as the person will be highly unstable emotionally.

Here I would say even if the person has made a mistake or it could be any reason then the person should not be afraid.

In this scenario of blackmail or scenarios of scam or any other scenarios applicable the person should make his emotions stable and talk to family. If the person is really not in position at that point of time to talk to family then they can reach out to friends for help finding right approach or resolution steps i.e. each one from a circle like school friends, college friends, neighbour friends, office colleagues etc etc (To understand different perspective and also to eliminate scenario where a circle of people are involved in this case because in many cases known people are also involved) If you don't have any friends or if anyone is not helping or if any of your friends is not trusting you then you should search online or watch for any videos related to that for resolution steps or way forward.

And if no one then you can take help from the government through various helplines whose information you will get online.

Sometimes people get threatened through online from social media, here since its online many people might have faced the same as blackmailers will target many so the person should search online for these types of scams and mostly, they will get a lot of information about the scam online, so the person should take appropriate genuine measures and if they don't find any information online then they should follow the above resolution steps mentioned in scenario of blackmailing through phone call.

You should always remember that the mistakes you have made do not define you!!!!

After going through these scenarios, you might have got an idea about how our thoughts, views etc alter when we are emotionally unstable which eventually alters our behaviour. So please keep these things in mind and spread this information whomsoever possible.

I will end this chapter with a quote, ***“Your eyes can’t see, what your mind doesn’t know”***
So now you have the knowledge about how one can fall in trap when they are emotionally unstable. So please help others who are susceptible to fall in a trap or who has fallen in a trap including in any of the above scenarios.

Chapter -4

THROUGH MY LENS

We also understand and learn various things through observation throughout our life. Here in this chapter, I want to talk about my important observations till now so that it can be useful to you.

Observation-1

Generally, parents sacrifice a lot for their children and children will sacrifice for their children's and it continues on and on which I felt is not right. We do it because in society almost everyone follows the same. Ideally parents who sacrificed a lot for their children, children should try to voluntarily fulfil their parents needs or wishes or anything as per them, equally as they do for their children.

Observation-2

I analysed that mostly many people around us behave in a certain way as per their agenda. So, they speak, behave as per their agenda. It's good to have an agenda but it shouldn't influence or affect others in a negative way. So, as I mentioned in previous chapters that our surroundings also affect us, this is also a similar example of it, so we should make sure that their words do not alter our path. We should be cognizant about people who have an agenda and ignore their words because when people have an agenda then there are no emotions associated, which means the person who has an agenda to fulfil will not think of others emotion.

Similarly in case, when there is addiction then there are no emotions. Means when a person is addicted to something then he or she will do anything to complete the addicted task.

Examples:

A credit or debit card agent or salesman or marketing agent has an agenda of meeting his targets so they will give their 100% to convince another person to purchase it without understanding other persons needs or emotions. (Note: This example is just to make understand because in this example they are doing their job)

Another example of our surroundings could be that some friends will call for a trip not because they want to go on a trip with you but because they can share their expenses and you can understand it because they call you randomly out of the blue sometimes and not regularly when they go for trips. So, they will convince you, maybe by telling you that" We should travel often because life is only once 😊" They will tell you irrespective of whether it's the right time for you to go on a trip or not.

Apart from people who behave in their official capacity, if people behave abnormally like being too good then we should think and behave objectively until we realize that they are genuine.

One important point to note is that there is a possibility that anyone can convince the other person based on their need or agenda but once the other person realizes sooner or later that the other person's behaviour was based on a certain agenda or need then the relation between them won't be the same again.

Observation-3

As I mentioned in previous chapters, if we change our thoughts, we can get away from society stereotypes or views. I have a good personal experience of it. As some people

don't want to cook because some feel its as burden, some feel it hard, not generalizing though but when I wanted to start learning cooking, I was thinking that how magical it is to see the hard rice when we boil in water becomes soft, lots of things become soft after cooking etc when I had these thoughts in mind, I am enjoying cooking till date. I never felt burdened or hard. It also enabled me to help my mom in the kitchen whenever I go home.

Observation-4

As I observed in our society many men treat women unequally if the woman doesn't earn, as they consider money as a measuring value and also think that raising the children is easy. But as we read in this book, we understand how important and how impactful it is to raise children in the right direction. So, in some cases where women are not earning, they are giving more time to their children. So, I think we should consider the invisible factors as well and I feel or know both are equal.

Observation-5

When we have multiple options, we don't think about other people's emotions and when we have a single option then we have an emotional connection.

Example:

Let us say you have four bikes at your home, if you want to go out then you would choose randomly anyone. So, you are not emotionally attached to the fact that "I should go with this bike" as much as you would if you had only one bike.

Let us say you have only one friend and you wanted to visit a place but he couldn't make it with you which obviously will make you sad and also you will ask the person why he was not able to come. We connect with them emotionally.

But let us say in another case, if you had two friends in which you went with one friend based on your convenience on a particular day, then you usually don't think about the other person emotionally. i.e. Whether another person was interested to come or whether he will feel bad.

Why does it happen?

When we are occupied with one person our mind is occupied unless the other person comes regularly or is a close friend and if we had only one option then we would have thought "Why the person didn't come" etc and our mind would have created emotions accordingly. So, when you both have a conversation regarding the above topic, it's very difficult to understand the other person when you have an option and he doesn't have any in that particular scenario.

Apply in your life, you will understand it better but it will become difficult for you to be on the same page when the other person claims that he has not been invited in a scenario where you had many options.

Observation-6

I think one reason or factor we get addicted to temporary pleasures is that, if we see it we consume or experience it. So if we can delay the consumption or experience then we can reduce the addiction.

Ex: We drink cold drinks or eat junk food as soon as it's brought to the table.

An experiment you can try:

Example if you have a habit of eating food or snacks or drinking cold drinks while watching movies or matches or any entertainment, just keep the eatables near you while watching entertainment and don't consume it. Slowly your eating habit while watching entertainment will be reduced.

Note: This may not be applicable to all temporary pleasures.

Observation-7

Representation has its own perception.

Example:

Habit: If we see someone doing something repetitively then we tell the other person that you have this habit. But we are not sure in what stage of habit he is in. But even if he is in the initial stage or if he is not actually habituated, he might feel stressed and might look for solutions to get out of the habit. These thoughts may lead to more negative thoughts. The reason for thinking this is because with each representation it comes with certain perceptions

i.e. It comes with certain definition, certain emotions, certain expectations, certain things to do etc

Friend (Any relation i.e. Relatives etc): If we call or treat someone as a friend then it comes with certain perceptions and we expect the other person to behave in the same way as the perception exists in society which we have influenced.

So we just accept the society definition and we respond with the same emotions as perceived.

Not only in case of representations but also in other contexts or situations i.e. could be perception about colour, about certain types of professions, certain types of attire, certain style of speaking, certain way of behaving, certain way of appearance in particular places, exams and many more. **(We should change the perceptions, so that we can change the reality because certain perceptions have its own negative effects which impacts many people in a very negative way)**

Perception about something or some representation hinders us from thinking and acting objectively.

Chapter - 4

TO THE READER

Now when I started writing this book, I had a doubt whether the reader would realize the importance of this content or not as it is equally important that the reader should understand the content of the book and its importance. I was thinking further about what can stop the reader from understanding this content. So I started analysing a similar scenario which is mentioned below.

I always had these thoughts in mind when I was searching for a job i.e. Why I didn't put 100% effort into my placement preparation study during college. Even when professors said or when we had placement training why didn't I realize the importance of placements? So, I wanted to know the reasons why we don't understand or realize at that point of time. I analysed and came up with a few possible reasons: Firstly, I was influenced by the surroundings or encircle and I didn't put 100% effort irrespective of people saying **"You should study well so that you will get a good job."** We always think that not doing any task is a neutral state but we should understand that when professors or well-wishers say to study and if we don't do that task then we actually are learning of not doing that task i.e. In opposite direction of what we wanted to do, our brain just learns it, it doesn't understand if it's a right or opposite direction, beneficial or non-beneficial. Due to which when professors or placements officers told to concentrate on placements, I didn't do it because already my brain learnt or habituated to ignore it. And since it's habituated our brain goes into **autopilot** mode (Autopilot mode means when the brain is habituated then it performs the activities or tasks unconsciously) and we automatically do our regular tasks. Example: We know which way to go once we enter our home.

To summarize, when you say or think of doing a task and if you don't do that task then you are actually learning to not do that task. So every time you don't do that task, it becomes more and more difficult to do the task.

Due to the above reasons, one may want to apply the concepts mentioned in this book but might fail to do because the person might have been in autopilot mode so it becomes difficult to understand or realize the importance of it at that time unless a good amount of effort has been put in.

So if you are not realizing the importance of these concepts then you should start analysing it by applying these concepts in your life, go in depth of it and ask questions to yourself and then you will understand whether to adopt it or not. In case if you don't understand any part of this book then please do read it again. The more you read, the better you will understand. This content is very generic in nature apart from examples and hence gets applied to all irrespective of age group, culture etc but one thing to remember is that, although each individual or group of individuals might be equally influenced but the proportion of impact it has on each individual and their family differs based on different classes of society due to which some readers may not appreciate this content at this point of time even after reading again, I would advice to keep this book as a handbook and read it again when the need arises.

Some readers may realize the importance only when they have been affected by the influences mentioned here.

Some readers may realize in proportion to the impact made by the influences mentioned in this book.

Finally, I would say, whatever type of reader you may be, please make a note of these concepts and apply accordingly.

CONCLUSION

Some might be aware of this facts or concepts mentioned in this book but may not tell others thinking what's the advantage of telling or maybe due to time constraints but I feel if we tell these concepts to others, it will in turn will help us i.e. the more we spread, the better we will make our surrounding which eventually helps us and our children as they will be influenced with the same surrounding.

Note: As mentioned earlier, for anything to happen in this world, it depends on many factors. Here I have focused on one such factor i.e. the content we consume but I am sure this is one of the major factors which influences.

“You may choose to ignore this but you can never say again that you did not know.”