



## Success Mantra For Management Professionals

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**Abstract:** *In the world of intense competition, corporate professionals now a days are running for achieving target and are left behind in the happiness of living, success can be achieved by managing all surroundings, family and company. If you are concentrating only on target given by your boss and left back all matters which are related to personal and social; you may achieve the target. But, your success in corporate or organization may be doubtful. We should know every thing, give attention and fruitful to all, beneficial for people working for you; then success will be for long in corporate world and even in life.*

**Key Words:** competition, corporate professionals, achieving target, success, surroundings, company.

Success is a word which every one wants to achieve in life, also in organization where working and looking all matters of company. Apart from achieving success in company, real success in life is more important which shall be long lasting. Every one running for success and professionals are mad for achieving target and even owner of company wants success in business ignoring emotion of workers, relatives, family, etc. One can achieve success in business or company; but real success in life shall be long lasting and can be enjoyed success of profession.

There are relentless quests for finding out essential characteristics of successful persons or professionals. A number of thinkers and researchers have engaged themselves in exploring the word 'Success mantra'. The findings are that only 20-25% of business man or professionals are enjoying time and really to be considered as successful persons or working professionals. The debate is about what makes a person successful in business :

- \* Is it academic qualifications?
- \* To be born in rich family without good moral values?
- \* Is organization powerful?
- \* Do people in society like you?
- \* Are you made for the society and give values to your family?

- \* Is money only parameter for success?
- \* Is a healthy person with rich moral values more successful than others?

If you are taking views on successful persons or successful businessman; it shall be surely differ from one to another. Everyone wish to be successful in life or at work place. But views differ from another one like :

**When I asked my friend Amit what he viewed is-** "Its your ability to work hard and to overcome challenges to offer support to your colleagues to demonstrate a strong work ethic which helps you to be successful while having positive relationship. In addition to it to have strong work ethics means to know what is expected from you and to stay delighted and motivated to achieve the goals...."

What he said about mantra for success, may tabulated here -

- \* Creativity
- \* Leadership
- \* Problem solving ability
- \* Good communication skills
- \* Confident
- \* Resilience
- \* Team player
- \* Empowerment

When enquired to one working



professional Deepak having more than 20 years experiences in different sectors, told -

**Successful mantra are :** 1. Punctuality 2. Smart working knowledge and act. 3. Knowledge of the competitions product 4. We must be good leaders who can identify the white space.

What people view about current Prime Minister or earlier one is not matter for gossip but now a days , it is hot word - 'Success'. They compare all prime ministers of India with each others. Working for many hours continuously, country first etc. are these are successful words for a prime minister? Some may differ, but what maximum view or come to conclusion that "one Prime Minister has lead the country in true sense and we feel proud and can say with smile that I am Indian in abroad. Now Indians are valued more outside and get respect. It is not only possible within one or six months. We should work on it continuously. Successful persons, politicians or even successful business professionals have learned and define mantra for success in different ways. One has to work and attentive for success. I am explaining some qualities for success. These are :

**Evolving Self :** Life is full of challenges, discovery and exploration. It is an important aspect of professionals to recognize first to yourselves and actions should work in that direction. You should evolve into a better human being. Father of Nation - Mahatma Gandhi Ji been the living embodiment of the mantra. The evolution of a great leader is more like an unfolding and expression of what one can be . The great person has the capacity to be in touch with workers/employees/people as well as to see in mirror about himself.

**Live for others :** Great persons or businessman seek immortality by building great institutions, companies and nation. This aspect of life for immortality which helps activate desire, self management, creation etc. Without this, our qualities are in sleeping mode.

**Self esteem-** This word works a lot. Self esteem can take one for walking for longer distance,

but sense of positive self esteem comes in person's own qualities, sense of competence and achievement. This provide person psychological stability. For success in life, every person should be positive self esteem.

When I asked one of young industrialist Mohan Dewangan, Founder & Director of Aquaplast Infracon Pvt. Ltd., Raipur about success of business of his company; what he said are - "I. now people or customers are looking for quality. They are ready to pay money for quality of products II. timely delivery of products is most important. It is going to reduce cost for operations of business. Market is very competitive. How can survive in business, one should learn by attentive of market news. III. Every hour, market is up or down, good business man keep vigil of time and market. IV. No loop-hole in the business is also one of the important characteristics for success in business."

One of IT professional Robin Joseph told :  
1. Tata, Birla, Ambani, Kirloskar and many Indian business tycoons have legacy in the corporate world. They established by their works for society & the country. Products are competitive and also in reach of general people. They established brands of their products. They follow ethics of business. First take Tata; Tata is a legacy, a brand that millions have trusted and believed in for generations. The man behind this trillion dollar empire, who put Tata on the world map is JRD Tata. He founded Tata steel, Tata motors, Tin plate, TCS, Voltas etc. Long before his passing, JRD Tata came to stand for an ideal of Indianness; one that was progressive, benign, ethical, and compassionate. This speaks volume about the man and the life he led. By that point, JRD, as he was known to commoners and the king, had grown beyond the limitations of surroundings and curated an empire that stands firmly till today, while many failed this utopian test."

"Birla Group is also doing many types of business and their products are also commendable. They established their name in India and overseas also. The Birlas family are very ethical and social.



They also run many educational institutions in India. Culture, education, values of human, quality products, etc. in business are success mantras of them."

"Ambani's journey from a modest upbringing to become one of the wealthiest and most influential individuals globally is nothing short of remarkable. His contributions to the business world, as well as his personal life, serve as an inspiration to aspiring entrepreneurs and a testament to the potential for success through hard work and determination"

When I discussed with one of the successful professional Rohit Kumar, General Manager of construction investment company - 'Investor Clinic' sitting in his office in one evening about successful professionals; what he said that, " what you think, what qualities a management professional or a business man should carry; he just pick a pen and write on the paper - 1. A good professional must have a plan for business 2. He/she should prepare for the unforeseen circumstances 3. What the goal has been set, must be focused 4. A business man or professional should inherit good habits 5. Always ready for learning from the mistakes done 6. If one approach is not working, try for another or alternative approach 7. Should ready for taking smart risk in business. 8. Ready to learn from another 9. Develop good relationships with customer, distributors, partners, colleagues, employer-employees 10. One should know how to handle in grim situation 11. Master the art of saying 'no'.

Many management gurus have defined and

given suggestions for management professionals for success in business or industry working or operating of a business/industry. Each and every action and happening, a business man or management professional should watch and take decision wisely for the benefit of company and surroundings.

**Conclusion-** Business is a very popular word which every one knows. But, as a good professional or business person, there is always risk factor in business and depend upon the situation. So, decision followed in action should be very wise for company/business, better for employer-employees, society and as per the law of nation. Money can be earned by any means but not the reputation. Every one has to take care of this.

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