

Understanding Self and Others

What holds us, people, together; what makes our lives even more fulfilling – is the fabric of our relationships. The tighter woven the fabric – the richer are our life experiences. One of the keys to a fulfilled and enriched life is to understand our world and the people in it and this is one journey that essentially starts from within. As a wise person once said, “What you see in others is a reflection of yourself.” So, before we look outside, let’s look within.

Understanding oneself is important from so many aspects and perspectives, some of which are:

- Achieving goals effortlessly
- Building a stronger network and support system
- Evolving to the highest degree possible

One of the biggest rewards of understanding the self is that it helps us to understand others better. We all have our filters, opinions, biases, perceptions, and more. It is okay that we have them, as they are the result of our life experiences so far. What is not okay is that they unknowingly control and filter the way we look at ourselves and others, and hence need an eye of discernment. Therefore, if we understand ourselves, it will help us to look at others with a detached sort of attachment – in the sense – we would be able to detach ourselves from the attachment to our filters – and see others the way they are – not the way we want to see them or the way we perceive them.

There are several, useful tools that help manage this part of the journey – making it simpler and easier. Here is a list that will help:

- SWOT: gives you a snapshot of your current status. It helps you identify your strengths and weaknesses (S+W), as also the opportunities and threats that exist in your environment (O+T).
- Johari Window: it’s actually four windows, not just the one, that allow a deeper glimpse into your life. This tool offers you a more well-rounded, broader look into your personality – not only from your perspective – but from those around you as well.
- Self-Assessment Questionnaires: there are any number of questionnaires where you can map where you stand – depending on which part of you – you are looking at exploring and understanding.
- Psychometric Tests: these are scientifically designed tools, tried and tested robustly – and yes, they are very, very difficult to fool – if at all possible.

Once you understand yourself better, look at understanding those around you and others who are a part of your life. One of your strongest allies for this is going to be empathy. Putting yourself in someone else’s

place – understanding their feelings, intents, motives, responses, and reactions will help you to relate better with them. This helps build rapport – the grease that keeps the machinery of relationships running smoothly. Remember, your network goes a long way in defining your net worth. Keith Ferrazzi, CEO – Ferrazzi Greenlight **shares, based on their research**, “The number one predictive element of an individual’s success is the number, the quality, and the depth of social capital—the personal relationships among those that they do business with,”.

Understanding others is very powerful – because in almost every human being is a deep yearning to be understood, liked, and accepted for what we are. And, when someone does that, they earn our trust, and maybe even loyalty.

Understanding ourselves is an act of courage – to be able to see the mirror, without wincing – is tough. An even greater act of courage is to understand and accept someone else – without judging them – because this means that we are ready to let go of our filters and suspend some of our beliefs about people and the way they are. It is this courage that will help us live life to the fullest, experience amazing moments of evolution and transformation. I wonder how life will change for you when you embark on this journey. See you on the other side!

Deepak Kotak
aUt sUr Interventions & Transformations
M: +91 9820580984
E1: coachkotak@autsur.com
E2: coachkotak@gmail.com
W: www.autsur.com