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#### **ABSTRACT**

*Time and again we speculate the bearing of the significance of a vicar today, who took birth years ago and led the life of a mendicant and at the age of 39 he left for blissful dwelling. This manuscript will be focusing on the relevance of Swami Vivekananda's philosophy of positive mental attitude in the working of today's era. The concept of TQP (Total quality people) given by Swami Vivekananda who wanted hundred "atmavaan"/TQPs for changing the course of this country. Swami Ji's teachings encompassed all the broad and deep aspects of Religious Conviction, Edification, Spiritualism, Personality building, fortitude of social service. Various movements were started all over India by his innumerable followers who got inspired because of his contemporary teachings which were full of positivity. Swami Ji is the symbol of ceaseless, effort blazing eagerness, valor and energetic personality. People get prejudiced with his personality as his words used to shake the natives and help them to come out of their shell of flaw's, laziness, submissiveness, apathy and agony. The views of swami Ji have already been read and seen by many eyes but this manuscript will try to enlighten His positive mental attitude through various incidences, anecdotes stories etc. in his journey on this mother earth.*

#### **KEYWORDS**

TQP positivity, attitude, life, work, youth, law, society, universe.

#### **INTRODUCTION**

**C**hange your mental attitude, and the world around you will change accordingly. It is our own mental attitude which makes the world what it is for us. Our thought make things beautiful, our thoughts make things ugly. The whole world is in our own minds. Learn to see things in the proper light.

— Swami Vivekananda

As per the study accredited by Harvard University, 85% role for promotion of a person is played by his attitude whereas acquaintance and aptitude plays 15% of it. The specifics are fairly astonishing that 100% of sum spent on edification accounts for only 15% of success of a person. Do you know that attitude is the groundwork of success, despite of your preferred turf?

We carried out an opinion poll in various private enterprises and asked a common question that if you had a magic stick and there was one thing you could change that would give you a cutting edge in the marketplace, increased productivity and profits, what would that be?" Unanimous answers were given by them. They said that their priority is to change the attitude of their people so that they could be enhanced squad thespian, cut back on squander and raise to be more reliable. Incidents have revealed that human resource is the most precious positive feature of any company. In comparison to capital or equipments, people are more valuable.

Henry Ford was once asked, "What did he want the most if he was to raise another company?" His prompt reply was, "Give me my people and I can raise any company"

The study is precisely aimed at exploring this from the life of Swami Vivekananda a great saint of 18<sup>th</sup> – 19<sup>th</sup> century who took the Indian Vedanta to the West and showed it to them that by adopting it, universal peace and brotherhood can be achieved. Swami Vivekananda during his stay across the major countries in the world was asked a question that if Vedanta is so good then why do people back home in India continue to be poor, downtrodden and backward? Swami Ji was clear in his answer that country is not poor because of anything else but because of the attitude of people. Therefore, he wanted to teach positive mental attitude to the Indian population and that is why he said,

"It is our own mental attitude which makes the world what it is for us. Our thoughts make things beautiful, our thoughts make things ugly. The whole world is in our own minds. Learn to see things in the proper light."

We are as are our thoughts. Take care of what you think; words are immaterial but thoughts travel distantly.

He always said that he needed only 100 TQP's (Total Quality People- natives with positive mental attitude, boldness, compassion, determination, empathy and focus who can set goal for themselves as well as for the country.) Once a lady approached Swami Vivekananda and said, " If I had your brains, I would be a better person" Swami Ji replied, " Be a better person and you will have my brain."

Do you know that the Calgary tower is 190.8 meters high and its total weight is 10,884 tons, out of which 60% of it (6,349 tons) is underground. This shows that to be the great, foundation needs to be the strongest. Just like great buildings stands on a strong foundation, so does the success. And the foundation of success is attitude.

Three E's which determine your attitude:

1. Education
2. Environment
3. Experience

**ADVANTAGES OF POSITIVE MENTAL ATTITUDE**

Here are some of the benefits of positive mental attitude which are divided into two broad categories:

**POSITIVE MENTAL ATTITUDE**

- For Organization
- For Individuals

**(a) For Individuals:**

- Inverted coma personality
- Is energizing
- Increases enjoyment
- Inspires others around
- Important member of society
- Important asset for the county

**(b) For Organizations:**

- Augments efficiency
- Brings eminence
- Cracks problems
- Dealings among bosses, workforce and patrons become better.
- Encourages solidarity
- Fosters teamwork
- Good atmosphere created
- Honesty improves
- Increases profit
- Jealousy is gone
- Knowledge and efficiency increase
- Loyalty becomes better
- Motivation improves
- Novelty begins
- Opportunities strike
- Potential becomes reality
- Quality improved
- Relieves job stress

**DISADVANTAGES OF NEGATIVE MENTAL ATTITUDE**

Following are some of the disadvantages of Negative Mental Attitude:

The other name of life is obstacles and we with our negative mental attitude; we increase the obstacles of our life. Unenthusiastic mental attitude escorts:

- Blaming
- Bitterness
- Beastly life (without purpose)
- Bad health
- Boosters of stress
- Barbaric atmosphere at home and at work
- Limited friends
- Limited enjoyment
- Limited success
- Limited life

**WHAT SHOULD BE DONE TO BUILD A POSITIVE MENTAL ATTITUDE?**

Working to build a positive attitude will be worth enduring the temporary stress and uncertainty of change. This involves:

- Becoming aware of principles that build a positive attitude.
- Cultivating the discipline and dedication to practice those principles.
- Desire to be positive.
- Encircle your dreams and move forward.

**STATEMENT OF THE PROBLEM**

POSITIVE MENTAL ATTITUDE: LEARNING FROM THE LIFE OF SWAMI VIVEKANAND: A DESCRIPTIVE STUDY

**NEED OF THE STUDY**

"All progress is born of enquiry. Doubt is often better than over confidence for it leads to enquiry, and enquiry leads to invention."

Research has its special significance in solving various operational and planning problems of business and industry with positive mental attitude. Research, along with motivational research, are business decisions, research is the investigation of the structure and development of the organization for the purpose of formulating efficient attitude for running it smoothly.

**OBJECTIVES**

1. To know about Positive Mental Attitude.
2. To know about the process of building a Positive Mental Attitude as per Swami Vivekananda.
3. To know about its relevance with the success of an individual.

**RESEARCH METHODOLOGY**

A research design is the arrangement of conditions for collecting and analysis of data in a manner that aims to combine relevance to the research purpose with economy in the procedure. As this was an historical research, the researchers adopted the secondary source of data for the collection of data. Therefore, the researchers adopted the descriptive analysis approach of the secondary data. Researcher collected the data from the secondary sources (i.e. Holy Granths, journals, books, magazines and newspapers) and processed them to reach at a conclusion and to answer the research questions. All the findings and conclusion are drawn from the secondary data analysis.

**ELEVEN STEPS TO ATTITUDE CHANGE****Step 1. Start your day with something positive**

Whatever you think that you will be. If you think yourself weak, weak you will be; if you think yourself strong, **strong** you will be. Swami Ji always started his days with prayers the first shlok one should recite while you get up in the morning.

**कराये वसते लक्ष्मीः करमध्ये सरस्वति | करमूले तु गोविन्दः प्रभाते करदर्शनम् ||**

(The Goddess of Wealth (Ma Laxmi) - stays in the front part of the hand, the goddess of education (Ma Saraswati) – stays in the middle part of the hand. At the pace of your hand lives the creator – Lord Brahma.

Therefore, the first thing you do in the morning is to look at your hands.)

**Step 2. Change focus to look for the positive**

Swami Vivekananda was having a long trek in the Himalayas when he found an old man extremely exhausted standing hopelessly at the foot of an upward slope. The man said to Swami Ji in frustration, 'Oh, Swami Ji, how to cross it; I cannot walk anymore; my chest will break.'

Swami Ji listened to the old man patiently and then said, 'Look down at your feet. The road that is under your feet is the road that you have passed over and is the same road that you see before you; it will soon be under your feet.'

Swami Ji reminded him that it was he who had crossed the previous road and so he can easily do this again and again, he can achieve it because he did this before. These words emboldened the old man to resume his onward trek and he successfully reached the destination. Do every work with caution and reality. Make this a habit because reality means character and character means power.

**Step 3. Make a habit of doing it now**

When Swami Ji was in America and Europe the day used to pass in delivering lectures and meeting people. Half the night he used to study to prepare for the next day and meditation. He never postponed his work to next day, that is why in such a small life he could do big works. He always said, "Great works are possible with great sacrifices.

**Step 4. Keep educating yourself**

As per Swami Ji Education is the manifestation of the perfection already in man. Knowledge is inherent in man; no knowledge comes from outside; it is all inside. What we say a man 'knows', should, in strict psychological language, be what he 'discovers' or 'unveils'. What a man 'learns' is really what he 'discovers' by taking the cover off his own soul, which is a mine of infinite knowledge. We say Newton discovered gravitation. Was it sitting anywhere in a corner waiting for him? It was in his own mind; the time came and he found it out. All knowledge that the world has ever received comes from the mind; the infinite library of the universe is in your own mind. The external world is only the suggestion, the occasion, which sets you to study your own mind. The falling of an apple gave the suggestion to Newton, and he studied his own mind. He rearranged all the previous links of thought in his mind and discovered a new link among them, which we call the law of gravitation. It was neither in the apple nor in anything in the centre of the earth. All knowledge therefore, secular or spiritual, is in the human mind. In many cases it is not discovered, but remains covered, and when the covering is being slowly taken off, we say 'we are learning', and the advance of knowledge is made by this process of uncovering. The man from whom this veil is being lifted is the more knowing man; the man upon whom it lies thick is ignorant; the man from whom it has entirely gone is all-knowing, omniscient. Like fire in a piece of flint, knowledge exists in the mind; suggestion is the friction which brings it out. All knowledge and all power are within. What we call powers, secrets of Nature, and force are all within. All knowledge comes from the human soul. Man manifests knowledge, discovers it within himself, which is pre-existing, through eternity.

No one was ever really taught by another. Each of us has to teach himself. The external teacher offers only the suggestion which rouses the internal teacher to work to understand things, then things will be made clearer to us by our own power of perception and thought, and we shall realize them in our own souls. The whole of the big banyan tree which covers acres of ground was in the little seed which was perhaps no bigger than one-eighth of mustard seed. All that mass of energy was there confined. The gigantic intellect, we know, lies coiled up in the protoplasmic cell. It may seem like a paradox, but it is true. Each one of us has come out of one protoplasmic cell and all the powers we possess were coiled up there. You cannot say they came from food, for if you heap up food mountains high, what power comes out of it? The energy was there potentially no doubt, but still there. So is infinite power in the soul of man whether he knows it or not. Its manifestation is only a question of being conscious of it.

The Light Divine within is obscured in most people. It is like a lamp in a cask of iron: no gleam of light can shine through. Gradually, by purity and unselfishness, we can make the obscuring medium less and less dense, until at last it becomes as transparent as glass. Sri Ramakrishna was like the iron cask transformed into a glass cask, through which can be seen the inner light as it is. You cannot teach a child any more than you can grow a plant. The plant develops its own nature. The child also teaches itself. But you can help it to go forward in its own way. What you can do is not of a positive nature but negative. You can take away the obstacles, and knowledge comes out of its own nature. Loosen the soil a little, so that it may come out easily. Put a hedge round it; see that it is not killed by anything. You can supply the growing seed with the materials for the making up of its body, bringing to it the earth, the water, the air that it wants. And there your work stops. It will take all that it wants by its own nature. So with the education of the child. A child educates itself. The teacher spoils everything by thinking that he is teaching. Within man is all knowledge, and it requires only an awakening, and that much is the work of the teacher. We have only to do so much for the boys that they may learn to apply their own intellect to the proper use of their hands, legs, ears and eyes. That system which aims at educating our boys in the same manner as that of the man who battered his ass, being advised that it could thereby be turned into a horse, should be abolished. Owing to undue domination exercised by the parents, our boys do not get free scope for growth. In everyone there are infinite tendencies which require proper scope for satisfaction. Violent attempts at reform always end by retarding reform. If you do not allow one to become a lion, one will become a fox.

We should give positive ideas. Negative thoughts only weaken men. Do you not find that where parents are constantly taxing their sons to read and write, telling them that they will never learn anything and calling them fools and so forth, the latter do actually turn out to be so in many cases? If you speak kind words to them and encourage them, they are bound to improve in time. If you can give them positive ideas, people will grow up to be men and learn to stand on their own legs. In language and literature, in poetry and arts, in everything we must point out not the mistakes that people are making in their thoughts and actions, but the way in which they will be able to do these things better. The teaching must be modified according to the needs of the taught. Past lives have moulded our tendencies, and so give to the pupil according to his tendencies. Take every one where he stands and push him forward. We have seen how Sri Ramakrishna would encourage even those whom we considered worthless and change the very course of their lives thereby! He never destroyed a single man's special inclinations. He gave words of hope and encouragement even to the most degraded of persons and lifted them up.

**Step 5. Build a positive self esteem**

While Swami Ji was travelling by train, in Rajasthan an interesting incident took place. He was resting in a second class compartment with closed eyes as if meditating.

Seeing Swami Ji's Saffron dress and his relaxed composure, two Englishmen started abusing him. They were under the impression that the Swami did not know English. When the train reached the station. Swami Ji asked a train official, in English, for a glass of water. The Englishmen were surprised; they asked Swami Ji why he was silent though he could understand them. Swami Ji snapped back, "This is not the first time I have met fools."

The Englishmen were enraged, but Swami Ji's formidable physique silenced them.

**Step 6. Insulate yourself from negative influences**

One morning in Sarnath, after visiting the temple of Mother Durga, the Swami was passing through a place, where there was a large tank of water on one side and a high wall on the other. Here, he was surrounded by a troop of large monkeys. They were not willing to allow him to pass through and there was no other way. As he tried to walk past them, they howled and shrieked and clutched at his feet. As they pressed closer, he began to run; but the faster he ran, the bolder the monkeys got and they attempted to bite at him. When it seemed impossible for him to escape, he heard an old sannyasi calling out to him: Face the brutes! Just stop and stay. The words brought him to his senses. He stopped running and turned majestically to boldly face the irate monkeys. As soon as he did that, they fell back and fled! With reverence and gratitude, he bowed and did *pranam* to the sannyasi, who smilingly responded with the same, and walked away. Don't run away from negativities. Rather remain there, face them and insulate yourself from negative forces.

**Step 7. Learn to like things that need to be done**

In America, Swami Ji was watching some boys. They were standing on the bridge trying to shoot at egg-shells that were floating on the river, but they always missed the target. No one was able to hit the target, they all were getting annoyed. Swami Ji waited patiently seeing their practice.

Swami Ji took the gun and aimed at the shells. He fired twelve times and every time he hit an egg-shell successfully.

The boys asked Swami Ji: 'Great, how did you do it?' Swami Ji said 'Whatever you are doing, put your whole mind on it. If you are shooting, your mind should be only on the target. Then you will never miss. If you are learning your lessons, think only of the lesson. In my country boys are taught to do this.' The focus on the task at hand can complete the task to perfection.

**Step 8. Achieve a goal everyday**

Swami Ji used to be annoyed when somebody wasted his time. He had written a note on his door, "One who wants to stay here must help me in my work. All great people have been misers as far as time are concerned." He used to say, "When people pass time in show off, when people spend time in physical and mental rest that is the time I spend in knowing the TRUTH.

His travel plans used to be fixed. Everyday had a fixed time table. He never wasted time. Even on the last day of his life, he took class in the morning did all his works and before breathing his last opened the windows of his room to symbolize; let the noble thoughts come from all sides.

**Step 9. Write it on your wall**

When you fix up your goal write it on your wall or engrave it in your mind. When Swami ji reached Kanya Kumari: The confluence of three oceans, he sat on a stone-top (exactly the same place where Maa Parvati had worshiped incessantly for years) and there he got the determination to go to the West to showcase it to the world about Vedanta. This he engraved in his mind and nothing stopped him after that.

**Step 10. Be a man of character**

There were a few Christian missionaries of America who were jealous of the popularity of Swami Ji. They wanted to distort his path of *dharma*. They tried numerous cunning ploys to fill Swami Ji's path with hurdles.

In lieu to this, they planted one attractive young American lady as disciple of Swami Ji. The lady visited Swami Ji along with other people to listen his discourses. Once she got the chance to meet Swami Ji, in her first meeting itself, she praised Swami Ji a lot and asked him to marry her.

Swami Ji was surprised and asked her "why you want to marry me?"

Lady replied "I want a son exactly like you. I want to bear a child who looks exactly like you and who has similar features like you" To which Swami ji replied, "It is very simple I sit in your lap and call you Maa (Mother). This way her wish could also be fulfilled and Swami Ji's character could also be maintained.

**Step 11. Develop and Attitude of Gratitude**

Attitude of gratitude does not mean complacency. Swami Ji always said, "Whatever good is in me is of Ramkrishna my Guru and whatever bad is in me belongs to only me and nobody else. He always had lot of gratitude for his Guru. He writes, "When he rose up to speak in the world religion assembly in Chicago, his hands were trembling, his legs were shaking, his eyes were watering, his lips were quivering, his heart was thumping and his throat was choked but then he took a long breath, remembered his guru and felt as if the Guru was just standing behind his back, gave a pat at his shoulder and directed him to go ahead. Swami Ji felt as if the Guru was telling him, "Go ahead, Narender, this assembly has been specially called for you." This way he always had gratitude for his Guru. We also need to pay gratitude to God, our parents and the teachers and seniors for whatever we are and whatever little we have achieved in our lives. This small act of gratitude will make us an individual with positive bent of mind.

**CONCLUSION**

The way we treat our self, the way we think and the way we talk is called mental attitude. It plays a vital role in our life which as an ordinary person we can't even imagine. In our daily life the kind of messages we take and then give has a significant role in our personality grooming. Thoughts are also known as opportunity creators. The more we will allow positive thoughts to go to our brain, the opportunities we will avail in our life to grab hold on. That's why it's at most important to do our best if we want to get the best with the help of our communication and to intake what is valued. Making our mind free off all the critics or one can say from all the negative thoughts, gossips and unkind messages can prove to be destructive to all those efforts made by us for maintaining a positive character and mental attitude. Positive mental attitude and courage both unitedly developed together, the attribute which comes out is mental courage which can also be called Positive Mental Courage. A person with lots of courage can only try to control his thoughts and internal hearings and also to filter all the external thoughts consistently and deliberately while being a part of the society. People can overcome worst life challenges without being emotionally intense, if they have positive mental attitude whereas people with negative mental attitude suffers a lot. Such kind of people with negative attitude can never be smiley or can never sound pleasant, as they have to put in hard work to see the light out of the darkness around them.

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