



Session 2

POWER OF COMMUNICATION



Part 1: Communication is all around us - 8 mins

WHICH SONG IS YOUR FAVORITE? WHY?

Teri Mitti - from the movie Kesri

तलवारों पे सर वार दिये, अंगारों में जिस्म जलाया है ।
तब जा के कहीं हमने सर पे, ये केसरी रंग सजाया है....



Every time I hear that song, I remind myself to give my 100% to everything I do. It reminds me of the contribution 1000s of Indians have done for this country.

It makes me ask myself again and again, am I too selfish and thinking too much about my own small comforts? Have I forgotten the sacrifices made my people? My teachers? The soldiers? My parents? Grand parents?

It doubles up my determination to be a part of KMM and play my role in the destiny of our country.

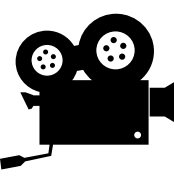
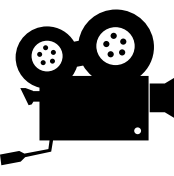
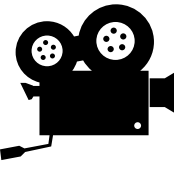


तेरी मिट्टी में मिल जावाँ
गुल बनके मैं खिल जावाँ
इतनी सी है दिल की आरजू

ANY MOVIE THAT YOU LOVE?

I love the Ocean's 11/12/13/8 movies - George Clooney, Brad Pitt, Matt Damon, Julia Roberts, Bruce Willis too - all of them in one movie - Oceans 12!!! Slick editing, great music, fantastic dialogues, electrifying twists.

It tells me three profound things.

-  Never panic.
-  Always plan ahead of your competitors.
-  Believe in yourself, no matter what are the odds, and you will overcome them all.

OCEAN'S
11 / 12 / 13 / 8

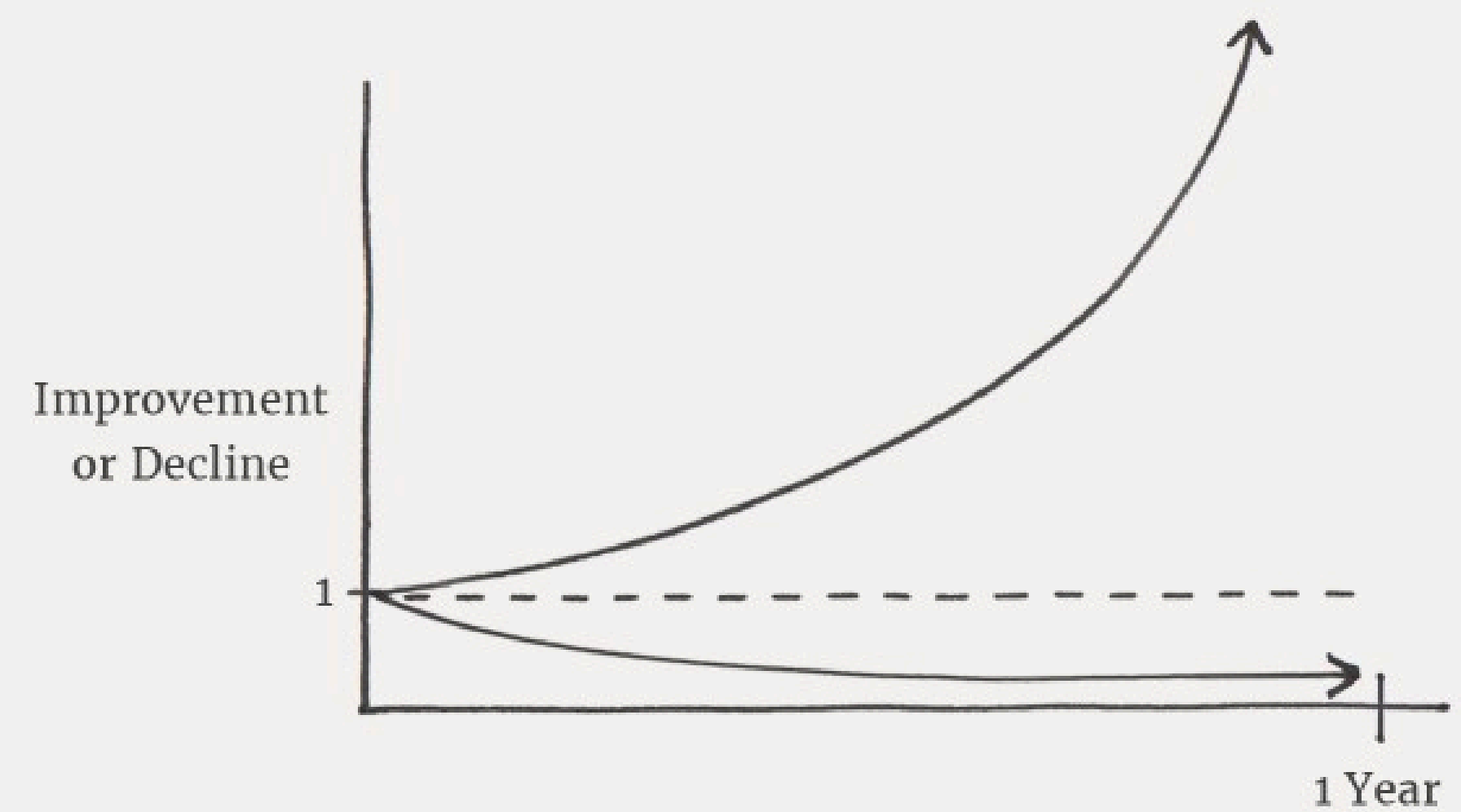


DOES ANY IMAGE SPEAK TO YOU?

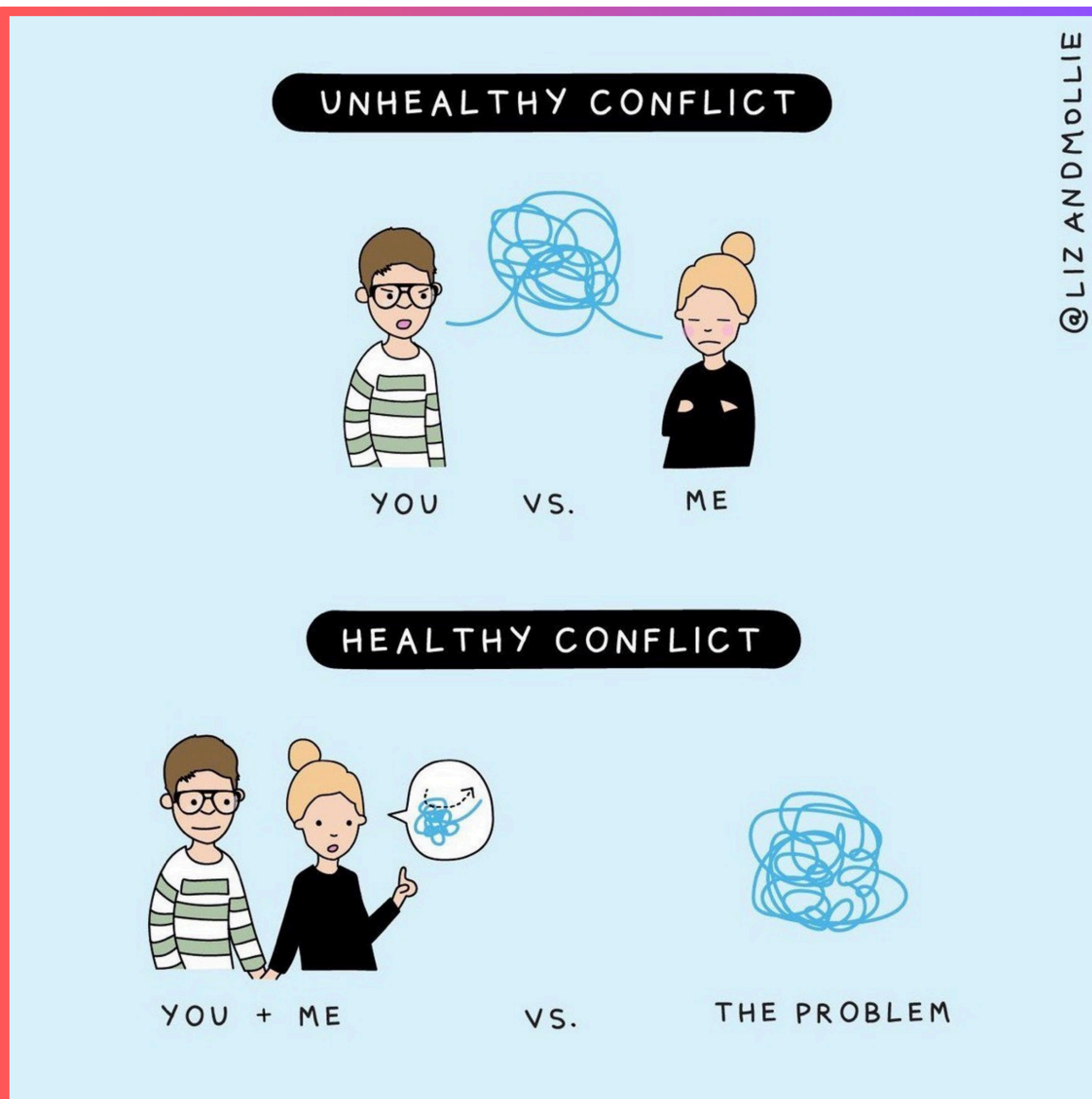


The Power of Tiny Gains

1% better every day $1.01^{365} = 37.78$
 1% worse every day $0.99^{365} = 0.03$



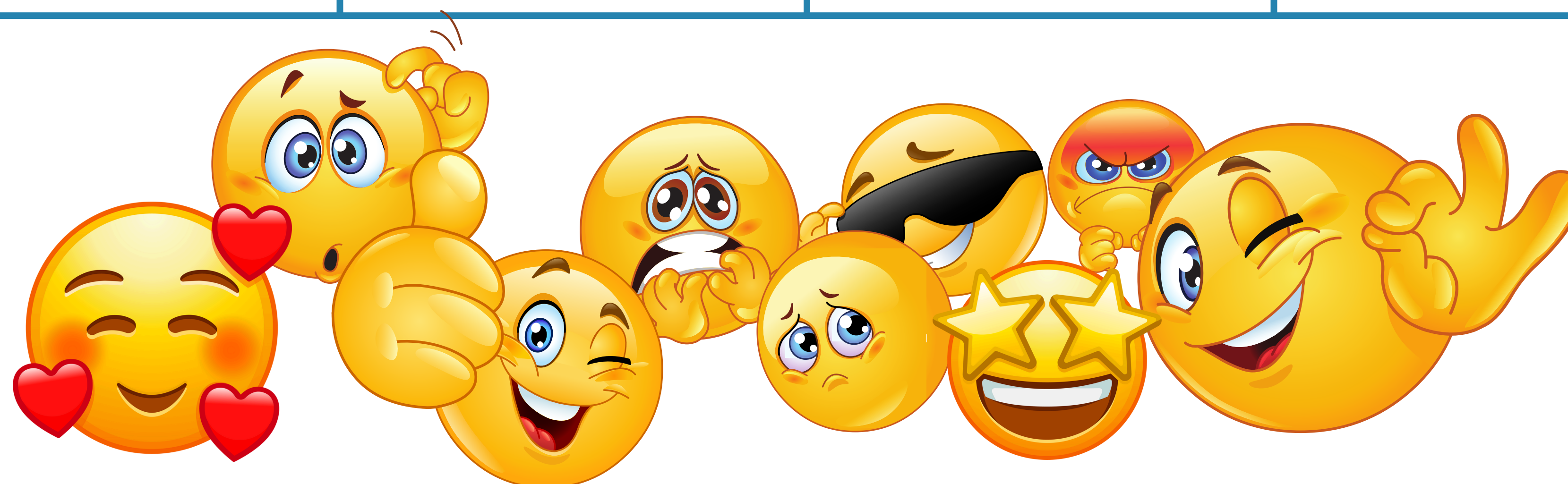
JamesClear.com



Part 2: Communication is much MORE - 12 mins

Communication is NOT just speaking. Communication is much more. The way we sit, the way we listen, the way we behave, the way we remain silent, the way we participate, knowingly and unknowingly, we communicate ALL the time?

<i>Play Acting - All are different forms of communication.</i>			
Attentively	Bored	Distracted	Happy
Puzzled	Sad	Grin	Disgusted



Lets make this interesting. Tell me what does the following communicate. When people do this with you, how do you process it?

- When you share your thoughts respectfully, they believe that
- When you share your thoughts angrily... they believe that
- When you participate in the class...they (teachers) believe that
- When you dont do what you are supposed to do...they believe that
- When you are punctual....they believe that
- When you do more than expected...they believe that
- When you do not reply to a WA message...they believe that
- When you say I will come but you dont...they believe that
- When you say I will do it tomorrow but you dont, they believe that...
- When you explain a lot...they believe that

- When you are ALWAYS seen to be advising even when no one has asked for it...they believe that
- When you cut people off when they are speaking...they believe that
- When you are updating your status everyday...
- When you come late for a meeting, they believe that...
- When you vidoes are OFF in an important meeting, they (team of KMM) will believe that...

SCENARIO 1

I have my first crush. I invited her to a restaurant. If I am sitting with my back to the wall and looking around the hotel, my interest is less in her. I am telling the whole world, see I have a girlfriend. If I sit facing the wall, my whole focus is her, it means my interest in her is high. The way I am sitting is communicating my focus and interest.

SCENARIO 2

I never said she stole my money.

Someone else may have said it, but it wasn't me.

I never said she stole my money.

I didn't make the claim at any point in time.

I never said she stole my money.

I may have implied or thought it, but didn't say it.

I never said she stole my money.

Someone else may have stolen it, but it wasn't her.

I never said she stole my money.

She may have borrowed or been given it.

I never said she stole my money.

She stole someone else's money.

I never said she stole my money.

She may have stolen something else.

Slide 1



A few months ago, LinkedIn published its annual list of the most sought-after skills by recruiters, skills that are likely to help you grow. As LinkedIn puts it: "If your skills are in demand, you're in demand."

Guess which skill came in second place? - **Communication !!!**

Part 3: The POWER of Communication! - 10 mins

The Zen story

A child asks a master if an object in his hand is alive or dead, and the master replies, "My child, the answer lies in your hand".



STORIES ARE A POWERFUL WAY TO COMMUNICATE AND CAN TOUCH PEOPLE'S EMOTIONS.

When you are a master in communication, YOU make things happen.

If we are poor in communication, we will never get what we deserve.

- Its not about knowing the answer, it's also about how well we communicate the answer, that makes a difference, doesn't it?
- Has anyone in your school known the answers but do not raise your hand. Someone else knows the answer and raises their hand. Your worth, your intelligence is never going to be recognised because you are not COMMUNICATING it properly.

- Its not just wishing someone of their birthday...its about how you wish them. Your wish will communicate if you are important, if you mean the world to them, if they genuinely wish them or is it just for the sake of wishing!

EVEN JOKES ARE COMMUNICATION - COMEDY (3 MINS)

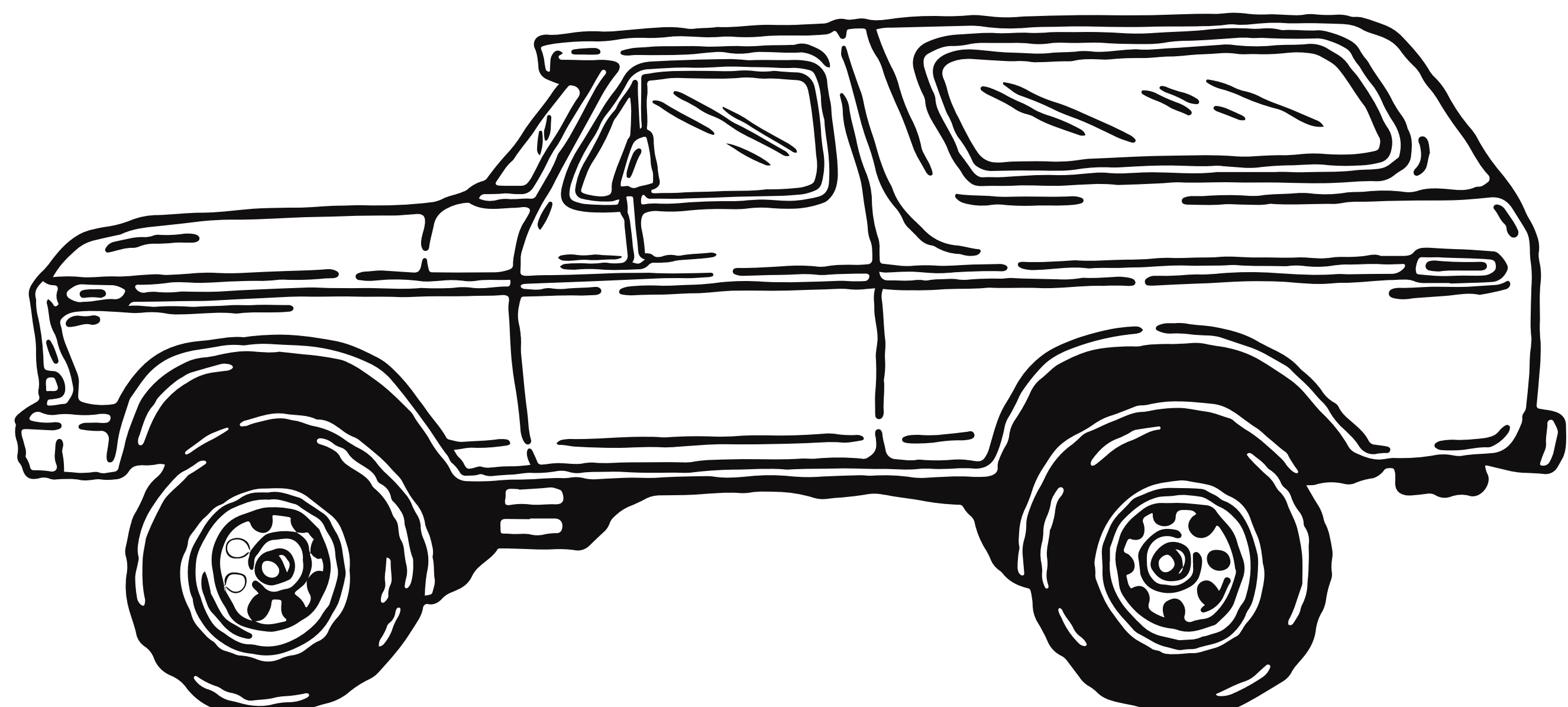
- Ghass deya
- My dad shaves twice a day.

MISUNDERSTANDINGS - (3 MINS)

- Doosra hath toh aane de
- WhatsApp auto correct Misunderstandings Ford Endeavor= Red Underwear

Towards the end of a wedding, the bride's father approached the groom and said, "Son, I received your last minute WhatsApp message asking me for your wedding gift. I found your request a bit strange, but I have to fulfill your wish regardless. Here's the packet of *Four Underwear* you asked for."

The groom was startled, then looked at his message again... In a rage, he smashed his iPhone on the floor... "Goddamn Autocorrect! It was supposed to be *Ford Endeavour*!!!"



Inspiring People - (3 mins)

Rohit Sharma + SKY = World Cup Finals



Part 4: Barriers to Communication - 4 mins

FEAR OF LOSS

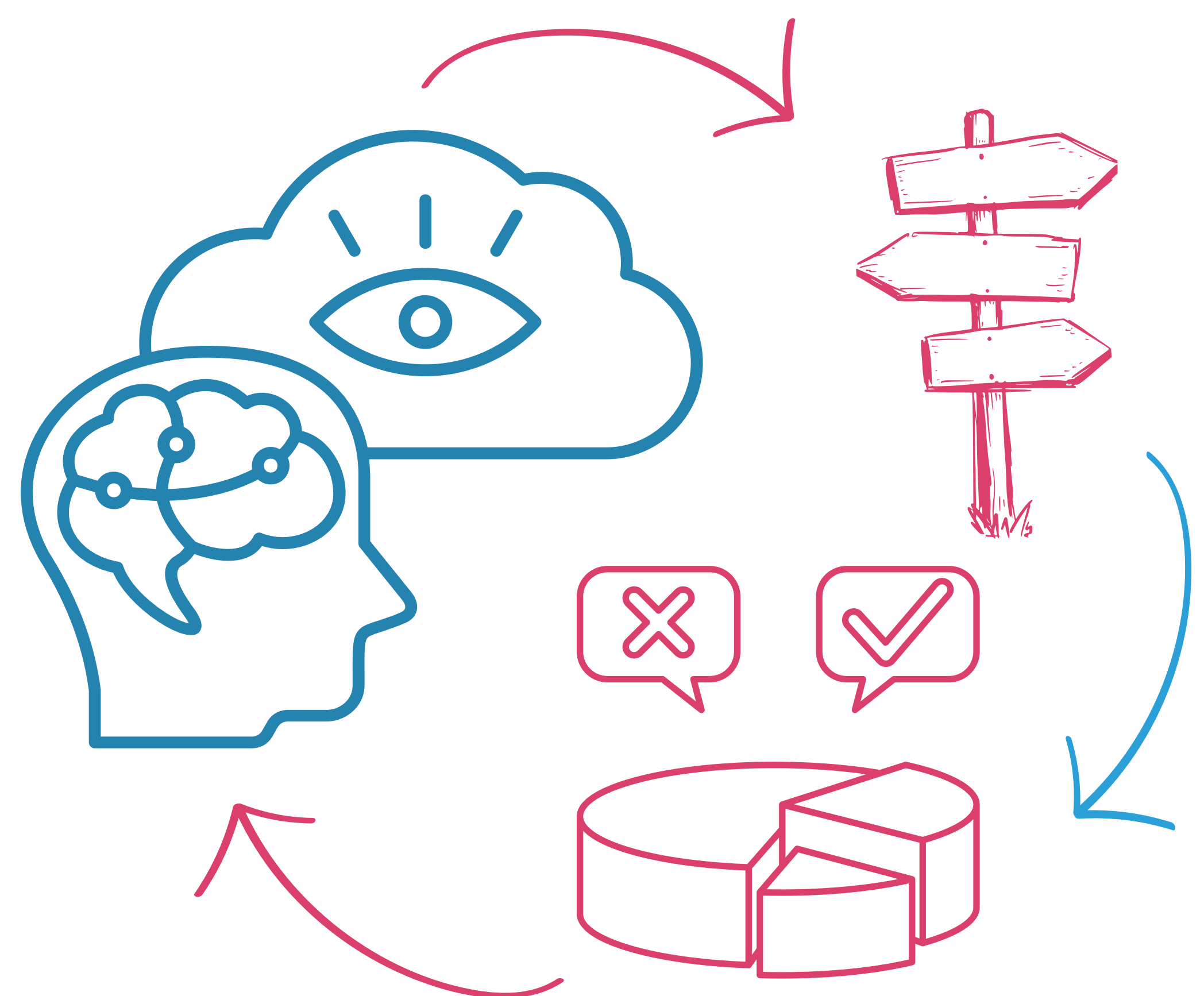
FEAR OF HURT

FEAR OF GETTING REJECTED

ASSUMPTIONS

Assumptions

- 🗣️ They won't agree.
- 🗣️ They won't listen.
- 🗣️ They don't like me.
- 🗣️ Koi fayda nahi hoga.



Solution

Act out of desire to gain and not out of fear of loss.

- **zomato** - Deependar Goyal - "Tera baap kaun hai, maloom hai na?"
- The beggar asked the king - "Will you give me your elephant?"

Part 5: Make Communication your SUPERPOWER - 5 mins

How we communicate largely determines what we experience in life. It influences...

- 🗨️ how much money we make,
- 🗨️ every relationship we have
- 🗨️ where we go in our career.

Our income will be limited if...

- 🗨️ we are unable to sell a product,
- 🗨️ ask for a desired salary in an interview or
- 🗨️ request a raise from management.

Your most important communication happens within yourself.

- 🗨️ Your most important communication happens within yourself. Remember last session - Voice of Despair vs Voice of Hope.

Positive Communication

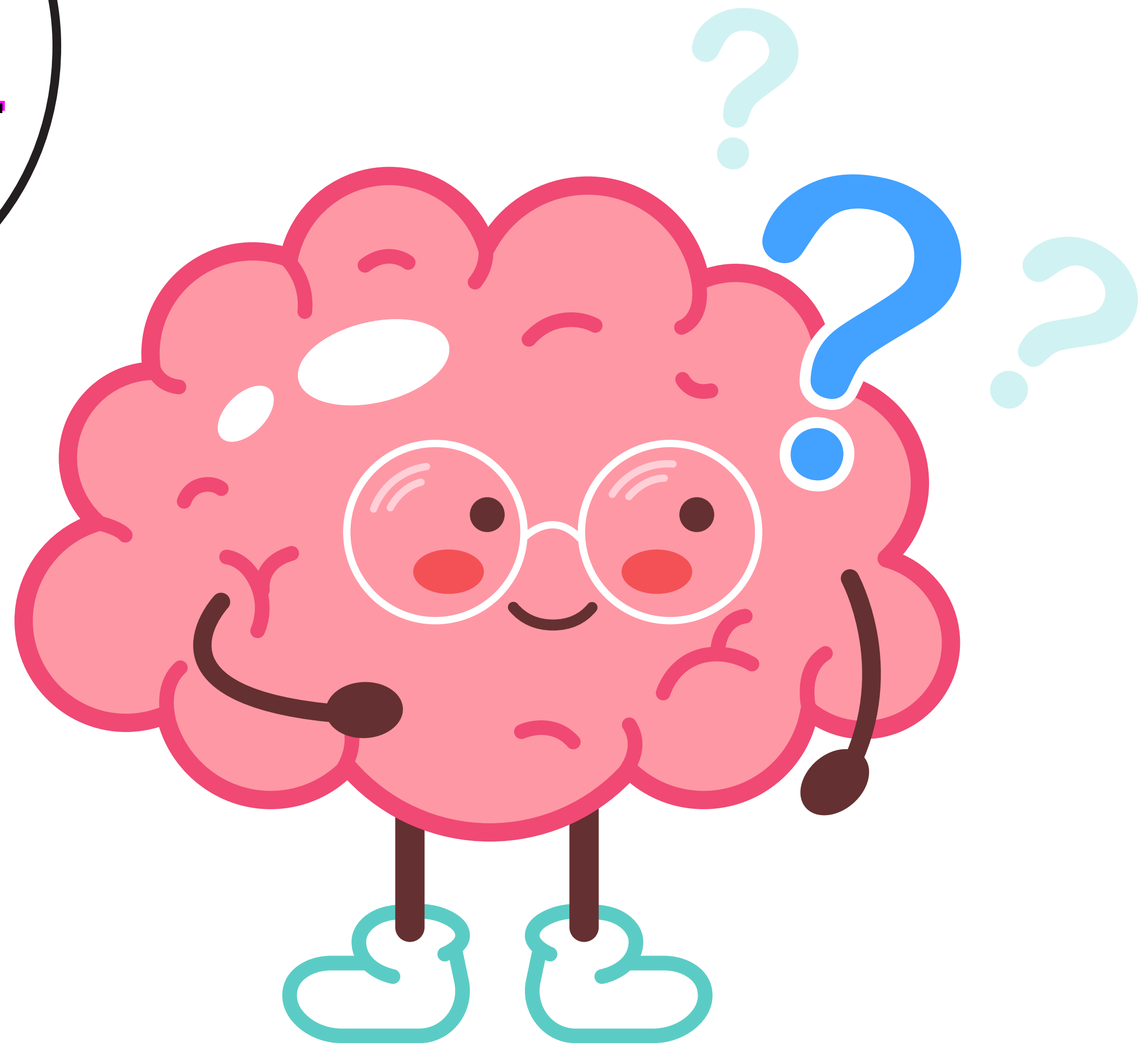
- 🗨️ Positive Communication creates a DEEPEER IMPACT than Negative Communication.

Tone is more important as words

- 🗨️ Please come and eat your food



RNIBA
OTOTAT



BRAIN
TATTOO

