
Why are the successes so varied ?

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Abstract :

This article aims at depicting the key factors behind the variance in successes of people with the same field of expertise, same chosen segment, same available resources and the same intellectual levels. This article narrates the significance of concentrating one's forces more pointedly and hitting selectively the most effective point. This article also discusses the various common objections that people come up with, for not achieving success.

Keywords: concentration of one's forces, effective point, favour of circumstances, disadvantage, talent, intelligence and energy.

It is a common observation that all are not successful and among those successful, success is so varied. In many cases, the field of expertise, the chosen segment, the available resources, and the intellectual levels are observed to be the same. Yet, the success is so varied. So, undoubtedly, success does not depend on the size of the intelligence, of energy, expertise and means. And definitely not at all under dynamic conditions. But perhaps on chance ? – For example, on the chance that, concentration of the forces meets a burning requirement ?

The concentration of forces cannot be the sole cause. If the concentration of the forces is the sole cause, then the successes must be equally large, when the concentration is equally pointed. But they are not so. Some successes occurred at lightning speed, while others took long time, some successes were large, while others shrunk again soon.

Of course the penetration-force is larger, if you hit, not with the flat hand but with the edge or hatchet. But, that is not the only thing for success, the question is where you hit.

For instance, hit an opponent instead of with the flat hand, with the edge of it on his back, he only shouts louder and possibly hits back harder. But hit him on the jugular vein, a much less force is enough to put an end to the fighting ability of the opponent and to the fight as such.

Hence, two factors become important here :

1. to concentrate one's forces more pointedly ,
2. to hit selectively, most effective point.

If the hitting point selected is more effective, then a lesser force and concentration is sufficient. In mental and psychological competition, it is exactly as in physical one, the more burning the bottleneck

problem on which one is concentrating, the less is the force required, and the greater is the effect. Whoever has therefore actually less (physical, financial, mental and psychological) force, needs only to aim more accurately on the most selectively effective point, in order to become victorious.

Out of the interaction of a) concentration, and b) effect of the selective hitting point, one can explain why the successes are, in spite of pointed and long concentration, sometimes small, whereas in other cases, inconceivably large even with small concentration. These two factors are decisive for the effect and success.

Some of the common objections that people come up with are :

1) "my circumstances are different and more unfavourable than in the case of others",

The "favour of circumstances" is a shadowy concept. In a state of famine whoever concentrates on the production of food stuffs enjoys the "favour of circumstances". In times of excess production, on the other hand, who knows how to stimulate the demand, enjoys "the favour of circumstances".

In both the cases, it is clearly a case of concentrating on the selected 'most effective' point. The most effective point in both cases is the bottleneck of circumstances, namely what is in both situations, most necessary to produce harmony. Famine as well as over-production are both "favourable circumstances" for him who concentrates purposefully on their bottleneck. In other words, whoever learns to locate the bottleneck in every situation and to concentrate his forces on it, for him any situation is favourable situation.

In the past chance or vague feeling or intuition really determined whether one hit a selectively more effective point with his efforts or not. To enjoy the "favour of circumstances" means in reality hitting the most effective point, determined exactly. From a question of chance it has become a matter of practice of aiming through "the theory of bottlenecks".

2) "I am at a disadvantage"

Many are of the opinion that, they could not be more successful, because they have a handicap or are in some way underprivileged or put at a disadvantage. That does not matter at all, if the method is stronger, the method of concentrating one's forces.

The fact is that, every dis-advantage has also advantages. For instance, the employee and the small firm are more flexible than the large concern. In the dynamic circumstances, under which we live, having this flexibility is more important than having capital. But 9999 out of 10,000 employees and small entrepreneurs 'imitate' the big industrialists, the 'capitalist' or at least models from earlier times, instead of developing their own special advantages further and becoming superior in this way.

The decisive mistake is : we always see only the disadvantage of our situation. Everyone imitates somebody else : the smaller one imitates the bigger ones, the physically deformed the healthy ones, the older person the younger one, the younger one older person, etc., instead of being aware of his special strength and becoming superior in this area and complementing the work of all others.

The case of the black people in U.S.A. is especially interesting : They differ, for example, in body structure and voice from the white. Through concentration in sports or music in which they are superior to the white, some have developed outstanding performances and achieved their social breakthrough. These breakthroughs made them celebrated stars and respected personalities. The breakthrough at one point goes so far that many white women, who would have earlier refused indignantly to marry a coloured person, are widely enthusiastic about black top sportsmen,

conductors of an orchestra and artists. It is exactly so, even in every other respect. More Concentration forces social breakthrough and this leads to reputation, and reputation to acceptance,

power, administration and even love. So even the skin colour is not the crucial thing, but the reputation. It would be wrong to close one's eyes to this fact.

In similar way, though less apparent, breakthroughs have been achieved by the black Americans in technical, economic, informational, psychological, military and political special areas, for these are several abilities and circumstances, in which they are superior to the white.

The example of the blacks is to show that the method of concentrating one's forces more pointedly than the others is actually stronger than the dis-advantages. What is here valid for the under-privileged is true for any other person. The person at dis-advantage need not even strain himself more, he only needs to concentrate more pointedly (and hit the selected more effective point accurately).

One more recent inspiring example of Srikanth Bolla, who is visually impaired, had overcome a number of challenges to become an entrepreneur, proves the 'overcoming of dis-advantages' with sheer determination.

In Srikanth's case, it is his sheer tenacity that shines through the dark clouds of his misfortune. Being born blind into a family of farmers in Seetharamapuram in Machilipatnam, Andhra Pradesh, India, was just one part of the story. He was also born poor. And you know what that means in a society like ours.

He considers himself the luckiest man alive, not because he is now a millionaire, but because his uneducated parents, who earned Rs 20,000/- a year, did not heed any of the 'advice' they received and raised him with love and affection. When he wanted to take up science after his class X, he was denied the option because of his disability. All of 18, Srikanth not only fought the system but went on to become the first international blind student to be admitted to the prestigious Massachusetts Institute of Technology (MIT) in the US.

Twenty-three years later, Srikanth Bolla is standing tall living by his conviction that if the "world looks at me and says, 'Srikanth, you can do nothing,' I look back at the world and say 'I can do anything'." Turned a social entrepreneur, Srikanth is the CEO of Hyderabad-based Bollant Industries, an organisation that employing more than 400 people, with over 60 per cent being differently-abled uneducated employees to manufacture eco-friendly, disposable consumer packaging solutions, which is worth Rs 50 crores. Today, Srikanth has four production plants, in India, one each in Hubli (Karnataka) and Nizamabad (Telangana), and two in Hyderabad (Telangana). Another plant, which will be one hundred percent solar operated, is coming up in Sri City, an integrated business city in Andhra Pradesh, 55 kms from Chennai.

3) "I lack the talent"

If even handicapped persons achieve extra-ordinary successes through better strategy, why then a normal person with normal abilities should need a natural talent in order to achieve extraordinary successes ?

The behavioural researchers doubt the significance of talent. The behavioural scientists maintain that much of what is held to be a talent of a high order is in reality what has been acquired in childhood out of special environmental circumstances. It has become extremely improbable that one needs a special talent for extraordinary successes. Fundamentally it is also immaterial whether one needs a special talent or not. The functions in society today are so variedly differentiated that everyone has some talent or other that can help him to develop sensational peak performances.

Everyone has some talent and inclinations that differentiate him from others. But unfortunately they are levelled off artificially by the school. The manager to be is tortured with absolutely senseless peak performance in managerial mathematics, the mathematician in languages and the creative types to unravel laboriously Cesar's "The Gallician War". Whoever is interested in the great historical interactions must cram without fail the historical dates, thereby losing automatically the grand overview !

The infinitely differentiated talents of the citizens face infinitely differentiated functions and problems of society today, but no : whoever wants to study physics must also be able to do without fail the belly dance !

The increasing differentiation of the functions would automatically lead to a rectification of the competition but instead of following this natural tendency to differentiation and rectification, science and education cram all the highly varied individuals on their way to very different tasks into quite few standardised training paths, professional goals, careers and professional images. And then chop-off whatever stimulus is there for further development through rigid directions for career and the levelling of income.

Instead of promoting that everyone becomes a flexible complement to the others, all are compelled to undergo a basic training that is 90% same. If one is not loaded and misled with an excess of subsidiary facts, each one could become, in his own original area, a top performer. For quick and sure assertion of self, it is therefore not a question of the breadth of ability, but the pointedness.

Conclusion : Everyone has enough talent, energy and intelligence in order to achieve in some area an astounding peak (top class) performance. What he lacks in talent, intelligence and energy, he can compensate through concentration. There is therefore no reason why one cannot achieve more success and security through more pointed concentration. Concentrating one's forces more pointedly and hitting selectively most effective point would take one through success.

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