

Themes and Techniques in the Selected Works of Robin Sharma

Dr. Y. Suneetha¹ Dr. V. B. Chitra² & M. Aparna¹

¹. Professor and Research scholar at RGM CET, Nandyal

². Associate. Professor at JNTU-A, Ananthapuramu

ABSTRACT: Robin Sharma is a Canadian writer and a litigation lawyer. Sharma is popular for his one of his writings *Monk Who Sold his Ferrari*. Robin Sharma works deal with the Self-Mastery, Self-Leadership and enhancing the personality of an individual. He gives enormous techniques to enhance the Self-Mastery in his book *Monk Who Sold His Ferrari*. His works inspire the common ordinary people, entrepreneurs and firefighters to make changes in life. His quotations motivate young people to make personal change in life. The techniques presented in the book *Monk* and leadership wisdom enriches the individual to enhance positive thoughts in the mind. *Monk who sold his Ferrari* attempts different skills like self-awareness, interpersonal relationships and self-discipline. Sharma teaches powerful and practical lessons in his book *Monk Who Sold his Ferrari*. In the another work of Robin Sharma *Leadership wisdom* author focuses on how to develop trust and commitment in the organizations. The author presents eight rituals which make the professionals to mend trust, commitment and spirit in the organization. In this paper I wish to examine the themes and techniques of Robin Sharma's works.

Key Words: Self-Mastery, Abundant Knowledge, Interpersonal relationships

I. INTRODUCTION

Robin Sharma was born in Canada in 1965. His father was Shiva Sharma was an author. His mother Shashi Sharma helps in writing the inspiring book *Monk who sold his Ferrari*. His wife Alka who supported in writing the book *Monk*. He was raised in a family of traditional Indian values. Robin Sharma traditional family background reflects in his works and speeches. When coming to his career, he started his career as a litigation lawyer, but he quit away from his legal career at the age of twenty five due to dissatisfaction with his life, and started writing books on self-improvement. He has given many seminars and motivates the people. Robin Sharma has excelled as a respected and prominent author, Robin Sharma notable works: *Leader Who Had No Title*, *The Saint, the Surfer, and the CEO*, *The Greatness Guide*, *Leadership wisdom*.

The present paper deals with the themes and techniques in the works of Robin Sharma. The main thematic aspect in his major works namely *The Monk Who Sold His Ferrari*, *Leadership wisdom*.

Robin Sharma writes practical themes, in which gives fun to the reader. His books encourage the readers to take risks and set goals in life. He concentrates on Indian Philosophy because he believes that human beings need to learn from each other. Sharma incorporated both western and eastern spirituality techniques. **Awards:** Golden Gavel award by Toastmasters International in 2011, World's Top Leadership Professionals for 2016. *The Monk Who Sold His Ferrari* is a fictional story. The main protagonist of the story is Julian Mantle a famous lawyer who collapsed in the court room. The author provides the back ground of Julian Mantle how he felt stress in professional life quits away from his job and leaves all the possessions in the life. Though he has everything in his life but he is not happy of the pressure in his work. Julian Mantle personal life is not happy. One day he suddenly collapsed in the court room. John who is a friend and colleague of Julian mantle narrates the story. John knows Julian seventeen years back. He is a brilliant and handsome and fearless with dreams though he came from a rich family he himself continues his own race of not depending on his parents. As a lawyer he always takes the challenging cases and thinks how the judge questions him and how he has to answer the questions. Due to huge stress he appears as seventy though he was fifty. His face completely wrinkles with stress and out balance of life style.

He lost the purpose of life, every day he feels that he had lost passion towards work the thought makes him feel meaning less. The massive heart stroke brought him to the earth he has made a decision that he wants to give up his family and his profession and want to find answers in the mystical land of India. He sold all his property mansions and even a Ferrari and started to travel to India for a meaningful life.

Initially he met a person called yogi Krishna he needs to learn how to build richer and fuller life. But yogi Krishna advised Julian to meet monks who are living in the Himalayas they can make to improve the quality of life. They teach number of principles and timeless techniques to liberate the mind, body and soul. While he is travelling to sages of sivana he says that "Life is about choices ones destiny unfolds according to the choices". Life is full of adventures one has to see how to win in the life and must face the challenges that come in every walk of life. As Vivekananda emphasizes choices that are determines the path "You have to grow from the inside out. None can teach you, none can make you spiritual. There is no other teacher but your own soul." — **Swami Vivekananda**. It takes almost seven days to Julian to reach the place. He was attracted by the place and its beauties. He promised to a person who showed the place of sages of sivana that he will transform the principles of the sages to the people who are in need. Yogi Raman is the eldest person in the sages of sivana. Julian was fascinated to study under the sages of sivana

and he sits in front of Yogi Raman as an enthusiastic person he filled his mind to find the meaning for life. He told some ancient techniques to control the mind to erase the worry in the mind. Yogi Raman teaches seven virtues for life which brings peace and joy to human life. Julian transfers his knowledge taken by sivana to John who is the friend of Julian.

Master your Mind: According to Robin Sharma one should cultivate the mind with focus and meditate to remove the negative thoughts from the mind. It helps the individual to not to think of past events and financial problems. The techniques given by Yogi Raman to concentrate the mind is The secret of the Lake, the sages look into the water and envision the dreams into reality. The sages spend their days in silence observing the lake to enhance the will power. Deepak Chopra mentions that Silence is the voice of the eternal presence that undergirds everything. When the person learns to anchor silence, it will begin moving with its rhythm. Follow its leading, and life becomes a flow. (<http://www.chopra.com>)

Follow Your Purpose: Every individual has to focus on priorities and goals in every aspect of life. Julian tells John that sages won't waste their time they really feel that their life had real purpose this is called Dharma. To fully fill the dharma one should take risk in their life which comes through self-examination and soul searching. As Yogananda Paramahansa says, The purpose of life is not to know human love or produce children or to win men's fickle acclaim, man's sole worthwhile aim is to find his self. (<http://www.yogananda.com>)

Practice Kaizen: It is an old Japanese concept by which is ever ending improvement. If the individual has to improve the outer world like finances, health and luxuries first the person must improve the inner world. If one can build positive nature and optimism in themselves their outer world will be happier. Cultivating of good habits like healthy diet and balanced life-style brings mental toughness and make the individual to live with courage. Kaizen means improvement, continuous improvement involving everyone in the organization from top management, to managers then to supervisors, and to workers. This philosophy assumes according to Imai that "our way of life – be it our working life, our social life or our home life – deserves to be constantly improved" (ibid. pp.3)

Live with Discipline: To build self-control and will power one should practice self-discipline. An abundance of will power and self-discipline makes the individual to face the mental curves in life. The technique to implement Live with discipline is vow of silence makes to be in condition and enhance the will power. When willpower and self-discipline are strong, you have the option to choose your reactions, and the option to change negative habits. (<http://www.successconsciousness.com>).

Respect your time: Time is very precious commodity one should focus on priorities in life. The most meaningful things should not be sacrificed for the least meaningful things. Julian says how to simply the life and he says about The ancient rule. This ancient rule is similar to the 80/20 concept that says our 20% activities give 80% of the result. Furthermore, 80% of our activities only give 20% of the result. Accordingly, we have to focus on which 20% of our activities that give 80% result in our life. He says that live your day as if it was the last day

Selflessly Serve Others: When the individual tries to improve the lives of others in the process of elevating indirectly it helps the individual lives. Cultivating the sacredness each day and tries to give to others brings utmost satisfaction in life. The techniques given by Julian are Give to Those Who Ask, Cultivate Richer Relationship. Swami Vivekananda emphasizes service is even higher than compassion for in service one forgets oneself in the one being. (Swami Vivekananda, Rabbi Michael Lerner, Kenneth Wapnick p.26)

Embrace the Present: One should not think of past events which cannot change. The yogis believe that a truly and joyful life is being in the present. Yogis know that past is the water under the bridge and future is a distant sun on the horizon of the imagination. Yogis suggest to Julian never sacrifice the happiness for the achievement. Save the journey and live each day as the last day.

In the extraordinary book of Robin Sharma *Leadership Wisdom* Julian returns from the west to help an old friend transform his company using the leadership rituals that he learned from the ancient mystics with whom he lived. The beauty of Leadership philosophy is the best leaders recognize that leadership is a craft not a gift. The author conveys his ideas simply and profoundly and leaves a positive impression in the mind of readers. The two protagonists in the story are Peter Franklin the CEO of Global View and Julian Mantle a former associate of Peter who guides Peter on to manage stress his company out of potential crises. In the initial chapters Peter worried about the future of Global View. Julian returned from life journey of self-discovery from the Himalays. The leadership wisdom in the book imparted as lesson to Peter by Julian in the form of 8 principals. Peter to gain the much needed leadership wisdom. According to Robin Sharma, the author of the book, to become a leader, it is important to lead thyself before trying to lead others. The interpersonal relationship between Peter and his employees also gets worse day after day. In short, Global View gets to collapse. Self-discipline is the quality that he was referring to. These 8 Rituals of Leadership blend cutting edge business knowledge with ancient wisdom and define the true nature of leadership. They are easy to use and will have a powerful effect on the way people think about any organization.

Link Pay Check to Purpose: Leader needs great followers. Leaders must show their employees to have the best interests in mind. Many people have no idea about their talents and potentiality in themselves. Leader job is to bring those talents for the benefit of the people. Steve Jobs says today, leaders may be evaluated not only by how much is produced or achieved, but by the quality of the team or organization and its members. Lawrence and Nohria (2002) stated that organizations that fail to develop their workforces may not be competitive in the future. As the cost of intellectual capital increases, it is critical to have a supply of talented followers (Citrin, 2002). The old saying, "People are our most important asset" has never been more true.

Manage by Mind Lead by Heart: Leader should treat the people with courtesy and kindness. Leadership is not a title leaders need more empathy towards their employees Practices that should be followed by leader is promise-keeping, being consistently compassionate.As a leader, by means of empathy have the possibility to better understand the subordinates, to intuit their thoughts and feelings, to anticipate their behavior and even to act on it accordingly(The Role of Empathy in Developing the Leader's Emotional Intelligence ,p.3)

Reward Routinely Recognize Relentlessly:Great leaders are great coaches. All visionary leaders have made it daily practice to reward and recognize the employees. Keep rewarding the kind of behavior that leaders want to see.The best leaders are like the best coaches, give those around them permission to succeed and know how to help them reach potential - See more at: (<http://www.lollydaskal.com/>)

The Ritual of Adaptability and Change Management:To master change develop the discipline of managing the unexpected.There is joy in change without change there is no progress Change is essential for human being survival. The practices given by Julian are Leader should become massively competent. Inspire positive attitudes to the opportunities change can presents.

The Ritual of Personal Effectiveness: The art of getting things done lies in knowing what things need to remain undone. If the priorities get scheduled into the planner and the other people's priorities will get scheduled into the planner.(Lashway, 2002) emphasizes the need to focus on instructional priorities and made acreating vision and setting the tone for the change.(Lashway, L. (2002). Developing instructional leaders (ERIC Digest No. 160).

The Ritual of Self-Leadership: Leadership begins with in the individual .One should see the world how the person leads the lives in their personal lives. One should not settle for mediocrity rather than attaining mastery. In the view point of swami Vivekanandawhat is the secret of leadership? He said, this is what leadership is. One who sacrifices his ego, one who sacrifices his selfishness, one who can sacrifice his prejudices, he alone can become a successful leader. (Swami Nikhileswarananda Volume 4 Issue 1 April-June, 2012 P.3)

The Ritual of Creativity and Innovation: The task of visionary leader is to make the human being to think in a creative way. Leaders allow the individual to make them fail in the task and allow them to think in a new way and make their creativity shine.Visionary leadership is useful for organizations that are focused on the future and possess an entrepreneurial spirit. "While every visionary leader manages differently, many of these leaders share a few common characteristics". (yourbusiness.azcentral.com/characteristics-visionary-leadership-9056.html)

The Ritual of Contribution and Significance: The purpose of life is life of purpose. Leadership greatness comes by beginning something that does not end with the individual. Creating a successful present is important to build a brilliant future.

Conclusion: Robin Sharma has tried to present his themes to make the individual to think of life and set goals. Sharma mainly focuses on self-awareness, he is able to bring new style new techniques in his works.In recapitulating Robin Sharma thematic concerns as shown in his works *The Monk Who Sold his Ferrari, Leadership Wisdom*. Sharma gives his ideas through the protagonist Julian Mantle how the individual remove their negative thoughtsand develop positive thinking. In the another book*Leadership Wisdom* author shows how peter Franklin fails in building interpersonal relationships with the colleagues. Julian Mantle helps peter to bring the company as the top most company and he give different principles to become a visionary leader.

References

- [1]. (<http://www.chopra.com/articles/5-simple-ways-to-find-silence>)
- [2]. (<http://www.yogananda.com.au/gurus/yoganandaquotes06.html#whyhere>)
- [3]. (<http://www.successconsciousness.com/willpower-self-discipline.html>)
- [4]. Nectar #7: The Excellence of Sacrifice and Self-Effort By Babaji Bob Kindler, Annapurna Sarada, Swami Vivekananda, Rabbi Michael Lerner, Kenneth Wapnick p.26)
- [5]. <https://www.fastcompany.com/3029840/bottom-line/5-ways-being-a-good-follower-makes-you-a-better-leader>
- [6]. Citrin, J.M. (2002). Zoom. New York: Doubleday Publishing.
- [7]. Lawrence, P.R., &Nohria, N. (2002). Driven: How human nature shapes our choices. San Francisco: Jossey-Bass Publishers.
- [8]. (Theoretical and Applied Economics Volume XVII (2010), No. 2(543), pp. 69-78, The Role of Empathy in Developing the Leader's Emotional Intelligence ,p.3)
- [9]. <http://www.lollydaskal.com/leadership/best-leaders-great-coaches/#sthash.nzeoMwr2.dpuf>
- [10]. Lashway, L. (2002). Developing instructional leaders (ERIC Digest No. 160). Eugene, OR: ERIC Clearinghouse on Educational Policy and Management. Retrieved January 18, 2005, from ERIC database.(ERIC No. ED466023)
- [11]. (Swami Vivekananda The Innovator of Management Values1 Swami Nikhileswarananda Volume 4 Issue 1 April-June, 2012 P.3)
- [12]. <http://yourbusiness.azcentral.com/characteristics-visionary-leadership-9056.html>
- [13]. https://www.goodreads.com/author/quotes/80592.Swami_Vivekananda
- [14]. Citrin, J.M. (2002). Zoom. New York: Doubleday Publishing.
- [15]. Lawrence, P.R., &Nohria, N. (2002). Driven: How human nature shapes our choices. San Francisco: Jossey-Bass Publishers.
- [16]. Robin sharma,Monk who sold his Ferrari,Jaico publications,2015
- [17]. Robin sharma,Leadership wisdom,Jaico publications,2013