

# Knowing Your Inner Self

(Relating Better with Others)

By Prem Kamble

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## About the Seminar

We all think we know ourselves very well, right? We think our behaviour and actions are controlled. We may be far from truth when we say, "I have full control over my actions". You will be surprised to know that most of us have very little control on our actions. We are driven to do what we do, and we are not in control. Unbelievable but true. Prem Kamble tells you how and why.

Not all actions are results of our conscious decisions. This talk dwells on the conscious and the subconscious. Most of our actions are results of what Prem calls "Mental Reflex Actions™" on which we have little control. This insight can help us better understand people and improve relations both in our **personal** and **professional** lives.

The seminar explains human behaviour in light of the controllable and the uncontrollable behaviour. It explains the meaning of subconscious mind, what goes in our subconscious mind, the unfathomable nature of what goes in the subconscious mind and how to know your subconscious mind. Understanding your subconscious mind is the key to know yourself better.

## Why this Seminar?

This seminar can help you both in your professional and personal life. It can help you understand people around you - your subordinates and colleagues in office and your friends and relatives in personal life. You can understand other people well when you know yourself well. It can thus improve your people management skills at work and your interpersonal relations.

***“We all think we know ourselves very well, right? We think our behaviour and actions are controlled. We may be far from truth when we say, “I have full control over my actions.”***

A manager who empathises with his subordinates is the most respected manager. Understanding the rationale (or the lack of it) behind the human actions can help you as a manager to empathise with your employees. It can help you motivate

your employees and to get the best out of them.

How do you understand your employees or subordinates better? Or, how can you understand others better? The key to understanding others is to know your inner self.

## Contents

1. What Governs our Actions and Decision
2. How Do we Decide
3. How Do we Act
4. Conscious and Sub-Conscious Decisions
5. What is the subconscious Mind
6. What is a Paradigm
7. Subconscious Rule Book – the source of all our actions
8. What is Mental Reflex Action™
9. What Goes in the Subconscious Mind
10. How to uncover what is there in the Subconscious Mind
11. How does all this impact our behaviour, our relations at personal and professional level
12. Empathising with your subordinates and colleagues - Understanding Self is key to understanding People Behaviour.

## Key Takeaways / Benefits

1. Better Personal and Professional Relationships
2. Better understand people and improve relations both in our personal and professional lives
3. Inner Peace and Strength
4. More Self Confidence & Self Esteem
5. Positive & Enthusiastic Personality
6. Higher Personal Motivation and Achievement
7. Motivate your employees and get the best out of them.

## About Prem Kamble



Prem Kamble is a Management and IT Consultant, and author of an eBook titled "God in Two Minutes". He has a bachelor's degree in Engineering from IIT Bombay and post graduate degree in Management from IIM Calcutta. He has passed Advanced Management course called "Energoc Cybernetic Strategy" with flying colours from a German institute. He has also attended self-development programs like Est, Forum and Vipassana meditation.

### Prem Kamble

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Last he was Vice President and Head of Global Software Infrastructure at Sutherland, a multinational BPO. He has been a CIO for over 20 years in manufacturing and service companies like Essar, Pidilite, etc. in Mumbai. He has also worked as Software Delivery Head in SEI CMM Level 5 companies, where he created a unique record of delivering all projects on time. He attributes this success to his understanding of the psychology of change and an insight into people behavior under the impact of change.

He has published articles on InfoTech management in the country's leading magazines. Most of the articles display an 'out-of-the-box' thinking and a knack to see what is not so obvious. He has also written on psychology and spirituality. His articles on Psychology are based on his original thoughts and not based on books. His book "God in Two Minutes" is a unique, objective and "Scientific" analysis of God and Religion. Prem believes that his book will one day change the world. It will help explain the concept of religion and God and unite our world which is divided by religion. He believes that it will help usher in the next big revolution – the Spiritual Revolution.

Though these diverse areas of IT Management, Psychology and Spirituality may seem to be poles apart, most of his writings have two things in common – they

are a study into the human psychology of change and they all try to bridge divides between people.

## What is Unique about Us

What makes this presentation unique compared to most of the IT seminars is his 'out-of-the-box' thinking and a knack to see what is not so obvious. This skill is amply demonstrated in his various articles and blogs. He has published articles on InfoTech management in the country's leading magazines. He has done a deep analysis of the psychology of change from the industrial revolution to the information revolution, and believes that there is need to change our thinking from machine age to the IT age.

## Who Should Participate?

This seminar is exclusively for CEOs of any business who want to make a difference by successfully bringing about rapid and smooth changes to meet the business requirements.

(Images: NASA/courtesy of nasaimages.org)

