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## *Mind Management: Lessons from Bhagvad Gita*

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*Abstract: We are living in an era of Knowledge economy wherein the primary source of wealth is human capital. Today, the challenge for management professionals is how to ensure its human capital to convert data into meaningful information and convert that meaningful information into common business intelligence and ultimately convert it into Wisdom? This paper is an attempt to answer these questions.*

*Ancient Indian philosophical text, the Bhagavad-Gita is a sermon given by Lord Sri Krishna to Arjuna in the battlefield. The three principles which have been emphasized by the Bhagavad-Gita are the management of mind, management of duty and the principles of self management. The principles propounded therein, seem to have universal application and useful for managers to mould their character and strengthen themselves to develop their managerial effectiveness. Man's understanding of the world around him is proportional to the understanding of the self. There exists a correlation between the self-knowledge and the outer world. This paper aims at exploring the divine principles in Bhagvad Gita for its application to mind management & development of human capital.*

*Keywords: Gita, Arjun, Srikrishna, Human Capital, Mind, Karma, Detachment.*

### I. INTRODUCTION

In general it is seen that the professionals and industrialists who are great achievers, have great social prestige but do not enjoy their life. On the other hand, there are many who are contented and happy but are not achievers. But it is expected that one should have a combination of these two qualities. The author proposes that the study of Bhagavad Gita will serve as a useful guide for achieving both these purposes.

The Bhagavad-Gita was delivered by Lord Sri Krishna to boost Arjuna's declining morale, confidence, motivation and to take the Arjuna out of the intra-personal conflict, which was to fight or not to fight the war at Kurukshetra. Arjuna got mentally depressed when he saw his relatives with whom he has to fight. (Mental health is a major international public health concern now). In the battlefield Arjuna face the problem of conflict between emotions and intellect. In almost all of the cases, emotions win. Only a very few people have a conflict-free emotion and intellect. Emotions are required, without which one will be a mere robot. They make life pleasant as long as they are sensible and within limits.

Bhagavad Gita has got all the management tactics to achieve the mental equilibrium and to overcome any crisis situation. The Bhagavad-Gita can be experienced as a powerful catalyst for transformation. Bhagavad-Gita means song of the Spirit, song of the Lord. The Holy Gita has become a secret driving force behind the wisdom of one's life. In the days of doubt this divine book will support all spiritual searches. This divine book will contribute to self reflection, finer feeling and deepen one's inner process. In his words he expressed that -

*"Mind is very restless, forceful and strong, O Krishna, it is more difficult to control the mind than to control the wind"*  
(B. Gita 6.34)

– Arjuna to Lord Sri Krishna

While doing their duty Arjuna as well as all the readers of Bhagavad-Gita should give away weakness of heart is desired by Lord Sri Krishna. Managers who are mentally weak cannot attain the organizational vision and mission. The mind of the manager must be firm in driving the organizational resources (human resources) towards vision and mission. In that situation Sri Krishna gave not only spiritual enlightenment to Arjuna but also the art of self management, conflict management, stress & anger management, transformational leadership, motivation, goal setting and many others aspects of management which can be used as a guide to increase our managerial effectiveness. In reply to the question Sri Krishna said:

“O mighty-armed son of Kunti (Arjuna), it is undoubtedly very difficult to curb the restless mind, but it is possible by constant practice and by detachment”. (B.G.6.35)

In the storm of life a common man struggle through myriads of stimuli of pressure, stress, and multi problems that seek for a solution and answer. He is so suppressed by the routine of this every life style that he feels helpless. However, the lesson of the ancient scripture Bhagavad Gita which is a sermon of Lord Sri Krishna is still relevant today & is the magnificent way to understand self and others.

## II. LITERATURE REVIEW

**Jeste & Vahia (2008)<sup>1</sup>**: said that in Bhagavad Gita (literally meaning “The Song of God), through examples and analogies, Krishna enlightens the disillusioned and enfeebled Arjuna, who is consumed by pre-battle remorse on the prospects of warring against his evil cousins and relatives, the nature and supremacy of duty as well as several philosophical tenets for everyday living . Thus the Bhagavad Gita is not just a concise description of Hindu philosophy, but also a compass to a meaningful life.

**Easwaran (1997)<sup>2</sup>**: said that there is no significant problem in life which cannot be referred to the Bhagavad Gita for a perfect solution. In recent years, the Gita has been recognized as a perpetual source of wisdom in many fields such as psychiatry, management, administration, leadership etc. thus bringing it acceptability beyond Hindu religion and the Indian shores.

**Mulla & Krishnan (2006)<sup>3</sup>**: said that according to the Bhagavad Gita, there are three (or four) fundamental kinds of *yoga* or *device* . Any one of which is said to be effective in the attainment of human perfection and happiness. These include the *yoga* of selfless action (*karma yoga*), the *yoga* of devotion to God or Divine (*bhakti yoga*), the *yoga* of knowledge (*jnana yoga*), and (either independently or in conjunction with the others) the *yoga* of psychophysical control (*dhyana yoga*, known to the later Indian tradition as *raja yoga*).

**Sharma (1999)<sup>4</sup>**: asserted that with the slow yet increasing popularity of the Bhagavad Gita towards addressing organizational problems in recent years, there has been a growing interest among management researchers in exploring the concept of Karma Yoga. Bhagavad Gita is energy conserving and mind purifying for it urges one to work for a cause higher than one’s ego.

**Martin and Denton (1999)<sup>6</sup>**: have defined spirituality as "the basic feeling of being connected with oneself, others and with the entire universe in a holistic way" . Thus, the term spirituality signifies some higher all encompassing feeling of relationship with the cosmos, a sense of having a purpose in life ahead and having a sense of satisfaction in being able to fulfill this purpose without having to compromise ones values.

**Research Methodology:** This paper is a qualitative paper which involves a review and analysis of literature on human capital development and also the interpretation of selected verses of the Bhagavad-Gita in the context of mind management.

### Mind Management @ Bhagavad Gita:

Mind can be one's friend or enemy. Mind is the cause for both bondage and liberation. Sound mental health is an important goal of any human activity. Sound mental health can be said to be that state of mind which can maintain a calm,

positive poise or regain it when unsettled in the midst of all the external vagaries of work life and social existence. Internal constancy and peace are the pre-requisites for a healthy stress-free mind.

The potential of the human mind is unlimited. It is limited only by, our individual beliefs or un-belief as to whether we can accomplish a thing or not. The power of the human mind is unlimited in its potential to create the results desired, whatever they might be, whether on the mental (spiritual) or physical plain. By knowing this, coupled with the established and unwavering Universal Laws and Spiritual Principles that support its ability to do so, effortlessly one can create the life of Happiness or *Ananda* that one has aspired for. *Bhagavad-Gita* can be used as a guide to liberation through a life of knowledge, devotion and action without aiming the fruits of attachment to results.

Lord SriKrishna answers in chapter three, verses 37 and 38:

*"O Arjuna, it is lust... later transformed into wrath, which is the all-devouring sinful enemy of this world. As fire is covered by smoke, as a mirror is covered by dust, or as the embryo is covered by the womb, the living entity is similarly covered by different degrees of this lust."*

To maintain good character, we must overcome kama, that is, lust or selfish desire. Most people think kama means just sexual craving, but it simply refers to an overwhelming desire for anything, such as lust for power. Greed, dishonesty and corruption are all byproducts of lust. To be happy, successful and well situated, the Gita says, one must control lust.

One should understand that the human brain and the mind are not the same things. Both the mind and mind power are purely a non physical consciousness (spiritual) that is only capable of thought, while the brain is the physical tool that the mind uses to carry out a portion of its intended purpose. It has been found that the average person utilizes only about 10% of their brains capability. What about the other 90%? Would our Creator have provided us with mind power that he had no intention for us to use? That is a valid question. The attempt to find the answer to that question is the first step towards self-realization. This type of awareness of the functions of the human mind, and establishing a belief to do so, it is possible to consciously and purposefully utilize human mind power to dramatically enhance any area of human life.

An uncontrolled mind is very weak and unstable; as a result even a small obstacle coming in its way may make it lose initiative. Sri Krishna also mentioned that -

*"One who has conquered the mind, the mind is the best of friends, but for one who has failed to control their mind, the mind will be the greatest enemy". (B.G. 6.6)*

Managers should use their intelligence to control the mind (the driving instrument), they should not let the mind to be controlled by the senses. In the chariot of the body, the five horses represent the five senses (tongue, eyes, ears, nose and skin). The reins, the driving instrument, symbolize the mind, the driver is the intelligence, and the passenger is the self. In Bhagavad Gita, while elaborating on the issue of mind control SriKrishna said –

*"Lord Sri Krishna said: O mighty-armed Arjuna, it is undoubtedly that mind is very difficult to curb & is restless, but it is possible by suitable practices of meditation & by detachment. For one whose mind is unbridled, uncontrolled, self-realization is a difficult work. But he whose mind is controlled and who strives by appropriate means is assured of success. That is My opinion." (B. Gita 6.35)*

So in the Bhagwat Gita, Lord Sri Krishna said if one's mind is in one's control & he/she can concentrate deeply on one's work, then that person can do wonders at work. Mind is very powerful one & to control it, to keep it in one's control is very difficult. It just wanders like wind here & there & it takes enough of self discipline & practice of meditation to control it, to get it concentrated on any job or activity. first of all asks one to do his DUTY. If a person does his/her duty then half of the problems of that person are solved. Not doing one's duty is very harmful as it produces negative results only in one's life, like frustration, depression, de-motivation etc. If one does at least his/her duty, then such negative factors affect that person to a

lesser degree or do not affect at all. As per "Lord Sri Krishna", doing one's prescribed duties, even though faultily is better to have a better Mental Health.

*"It is far better to discharge one's prescribed duties, even though faultily, than another's duties perfectly. Destruction in the course of performing one's own duty is better than engaging in another's duties, for to follow another's path is dangerous."* (B. Gita- 3.35)

*"Lord Sri Krishna said: You have a right to perform your prescribed duty, but you are not entitled to the fruits of action. Never consider yourself the cause of the results of your activities, and never be attached to not doing your duty."* (B.Gita 2.47)

Another teaching of Gita is to do one's work for the sake of work only without caring for the fruit arising out of that work. That simply means to get deeply involved in one's work or to just think single mindedly about performing the best in one's job without thinking about the results arising out of those actions performed while doing one's work or duty. Just concentrate on your work.

*"Lord Sri Krishna said: Perform your duty equi-poised, O Arjuna, abandoning all attachment to success or failure. Such equanimity is called yoga."* (B. Gita 2.48)

So if a person is dedicated to his work & works for the sake of work only without any fear of success or failure, then that person is going to be certainly successful in his/her carrier. By doing meditation & other yoga techniques, one can control one's mind & a disciplined mind can be made to concentrate on one's job better, producing better results. So by following the teachings of "Bhagwat Gita" one is certainly going to excel in his/her job & in life.

### III. CONCLUSION

The teachings of "Bhagwat Gita" can transform a person. Bhagwat Gita teaches about "Mind Control". Mind is that makes the personality of a person. De-motivated mind makes a person depressed one & a motivated one makes a person cheerful. If one's mind is in one's control & he/she can concentrate deeply on one's work, then that person can do wonders at work. Mind is very powerful one & to control it, to keep it in one's control is very difficult. It just wanders like wind here & there & it takes enough of self discipline & practice of meditation to control it, to get it concentrated on any job or activity

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