

Nectar of Governance

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Part 12: Six principles of love enhancement



Often one worries about lack of trust and love amongst the team members. Indeed, this is the basic concern of any leader. There is a famous saying that states, "Country means not land, but people." Similarly system means a set of people. Organization, family, society, enterprise, etc. all mean nothing but a set of people. But, the perennial problem with

the people is always quarrel and in-fights. People have found the best ways to reach the Moon, but miserably failed to understand the reasons for petty quarrels amongst human beings. Organizations would spend lots of money and man-hours to bring change in the heart of people, but results are very poor. Even if a conducive environment for a friendly living is created, it wouldn't last long. Ancient Indian culture had spent sufficient time to understand this peculiar behavior of human beings and given solution in the form of scriptures. Vedic scriptures are essentially meant for the proper guidance of human beings, irrespective of gender and age. They strongly advise all the human beings to know about the purpose of human form of life.

Modern management techniques developed many motivational techniques or processes to develop love and cooperation amongst the people of any system. However, such systems, as they have been designed without holistic approach to life, may not be applicable to all spheres of our life. But, ancient wisdom based instructions will not get limited to a particular time, place or people. They can be applied to all political, social, religious and organizational

situations. One such instruction that surely ensures enhancement of love amongst a set of people reads as under:

*dadāti pratigrhṇāti guhyam ākhyāti prcchati
bhuṅkte bhojayate caiva śaḍ-vidham pṛīti-lakṣaṇam*

This 15th century Vedic wisdom is from a book entitled “Nectar of instruction”, by His Divine Grace Srila Rupa Goswami of Vrindavan. Meaning of the above verse reads as, “Offering gifts in charity, accepting charitable gifts, revealing one’s mind in confidence, inquiring confidentially, accepting food and offering food are the six symptoms of love shared by one person and another.” Need of developing love and trust amongst the people of a system need not be over stated. Computers, machines, equipment and even animals can be properly programmed or trained to deliver a consistent and predictable performance, but prediction of human behavior is next to impossible. Only by a constant endeavor to develop love and trust, human beings can be brought together for a common cause. Obviously, this activity assumes the top priority in any governance process. It means trust or love building amongst the subjects becomes the topmost activity. Trust and love are the resultant effects of Spiritual Quotient (SQ) of a leader. Generally, the failure of a system is ascribed to the activities of people on mental plane. Moving the people from mental plane, namely Emotional Quotient (EQ), to spiritual quotient is gradually achieved through the six processes mentioned in the above verse. Though they appear to be simple, but play a major role in building love and trust amongst people. There is a saying, “if you want to make someone happy, just do three things, namely give attention, affection and appreciation”. These are known words and known things to one and all, but hardly anyone would apply in the real life.

First set of love enhancement activities include giving and taking gifts. Opportunities always knock our doors to give gifts to someone or receive gifts from someone. What type of gift and what is its worth are not relevant in this context. If son gives a chocolate to mother as gift, will it not make her happy and enhance her love towards the boy? But, what is the value of a chocolate? Here only the gesture matters, not the value or the article. Be sure to remember the birthday of your boss and gift him an interesting thing, then see the difference. It certainly makes a difference. Similarly, boss can remember the birth day of a constantly troubling person and gift him something on his birthday in presence of all, then see the difference. It indeed makes a difference. This is simple, yet effective. Once you give something to someone, then you can expect something in return. It is but natural. Loving exchanges are simple, effective and predictable. This set of activities has to be conducted at all places of our dwelling and acting, be it is office or home or society.

Second set of love enhancement includes revealing one’s mind confidentially and inquiring things confidentially. This is another set of important activities. A leader should make it a point to reveal his mind regularly and also try to hear people’s voice. Sometimes, simple

hearing of one's concern may solve the whole issue. At home, husband should spend quality time to hear the voice of his wife, children, elderly parents and other dependents. He should also reveal all his ideas to each member of the family to bring all on to the same page. Grown up children should be given valuable time for hearing their concern, which parents generally ignore.

Third set of love enhancement includes accepting food and offering food with one another. All meetings end with sumptuous feast to ensure happy endings of the session. Taking food together brings the people closer, which is everyone's experience. At home, one should not miss this opportunity of love enhancement. Taking advantage of this process every night would be fantastic. Sometimes taking family to a temple restaurant or vegetarian restaurant for eating completes the cycle. Any leader, who wishes perfect governance process, should ensure that people take food together and also should try to take part in it.

A leader should try to apply these six principles of love enhancement meticulously to strengthen the governance process. Mere strict implementation of system with watchdog approach or lion's approach will not result in permanent success. Sensible application of the above six principles makes him surely successful, not only at office but also at home.
