

## What the association with Dr Atthreya has meant to me

- While in college, in the early 1960s, I remember my father often speaking admiringly of Dr Atthreya. In particular, my father would mention Dr Atthreya's pioneering efforts in the field of management consulting and his extra-ordinary motivational skills
- 2. As a result, I always longed to be associated with Dr Atthreya. I got my opportunity at the age of 25 when I had the good luck to be associated with Dr Atthreya and observe his methods first-hand
- 3. As a young engineer and a raw consultant, I was keenly aware that it would not be easy to get my ideas considered, much less accepted. That is where Dr Atthreya came in. By closely observing his methods, I could use some of these techniques with the most gratifying methods
- 4. Throughout my consulting career, my clients have always mentioned that I could motivate people and achieve results. And, I have always remarked that whatever success has come my way, the real credit goes to Dr Atthreya and what he taught me
- 5. As a matter of fact, during the two-year period from 1966 to 1968 when I had the opportunity to hear some of the talks given by Dr Atthreya, I made notes which have helped me throughout my career. I call these notes the "sanathana" principles of management they are timeless. These are attached herewith: ..\epigrams\nha.doc Whenever I am faced with a tough problem, I have always found an approach to the answer by going through this list
- 6. As a student, I was very fond of Dale Carnegie's book: "How to win friends and influence people". After learning from the real Guru (Dr Atthreya), I have always told everyone that Dr Atthreya begins where Dale Carnegie left off. In fact, I believe, Dale Carnegie would have profited from a correspondence course from Dr Atthreya! What Dr Atthreya has taught is "How to win friends and make everyone influential (through motivation)".

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