

# **SECRET TO SELF COUNSELLING**



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**Mr. Rishabh Jain**

# ABOUT THE WRITER



## Mr. Rishabh Jain

Founder, Réform Training and Consulting  
Co-Founder, SortEd Careers

Ré is an ardent corporate trainer, specializing in the field of life skill instruction designing and training. He is also a personality enhancement coach and an expert in organizational communication. He believes that "Success is directly proportional to the degree of soft skills one possesses", and hence considers the same a major necessity in today's educational and corporate establishments.

Rishabh is also passionate about conducting his signature workshop on "IKIGAI: A Reason", which has been attended and appreciated by senior executives from HCL Technologies, Dell, Deloitte, Bain & Company, Boston Consultancy Group (BCG), NTPC Limited, etc.

He further customized his workshop to "IKIGAI for Entrepreneurs", and has successfully conducted the same for various startup owners.



**WE ALL WANT TO BE SUCCESSFUL  
AND DO WHATS BEST FOR US?**

**THAT IS WHY WE ALL ARE HERE  
ISN'T IT ?**

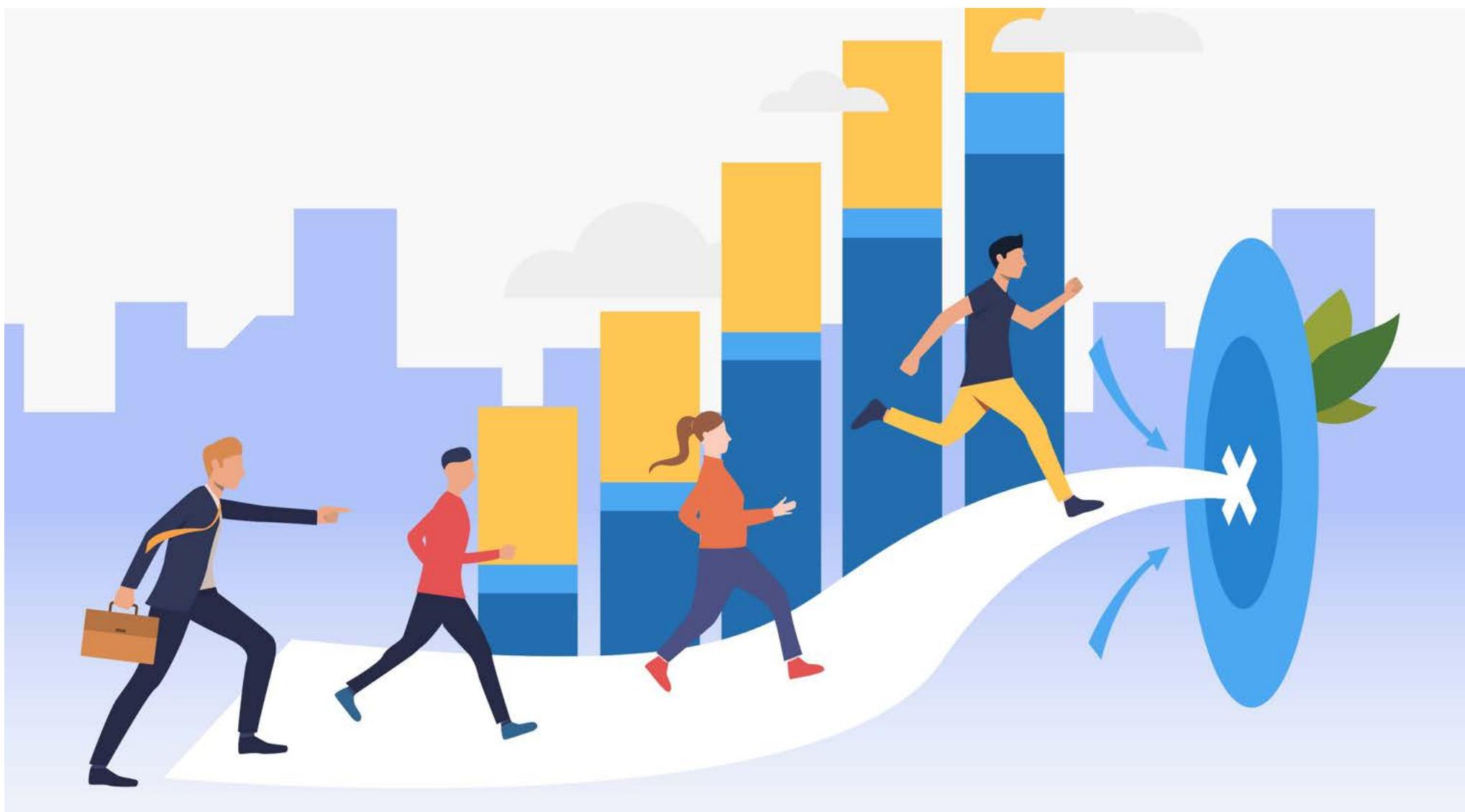


**THERE ARE SO MANY CAREER CHOICES  
AND INTERESTS  
SOME COZ FRIENDS ARE DOING IT  
SOME COZ FAMILY WANTS  
SOME COZ SOCIETY GIVES  
RESPECT TO IT  
SOME COZ THERE IS NO CLARITY  
AS TO WHAT ELSE TO DO  
RIGHT?**

**THAT IS WHY WE GO TO A  
CAREER COUNSELLOR?  
SOMEONE WHO CAN HOLD OUR HAND**



**AMD GUIDE US TO A PATH,  
WHICH IS BEST FOR US**



**THAT WILL GIVE US THE CAREER FLIGHT  
WE ARE LOOKING FOR?  
DO YOU BELIEVE THIS?**





**WHAT IF I TELL YOU,  
IT'S ALL INCORRECT?  
IT IS ALL JUST AN ILLUSION AND  
NO CAREER COUNSELLOR CAN REALLY  
TELL YOU WHAT YOU SHOULD  
DO IN LIFE!**



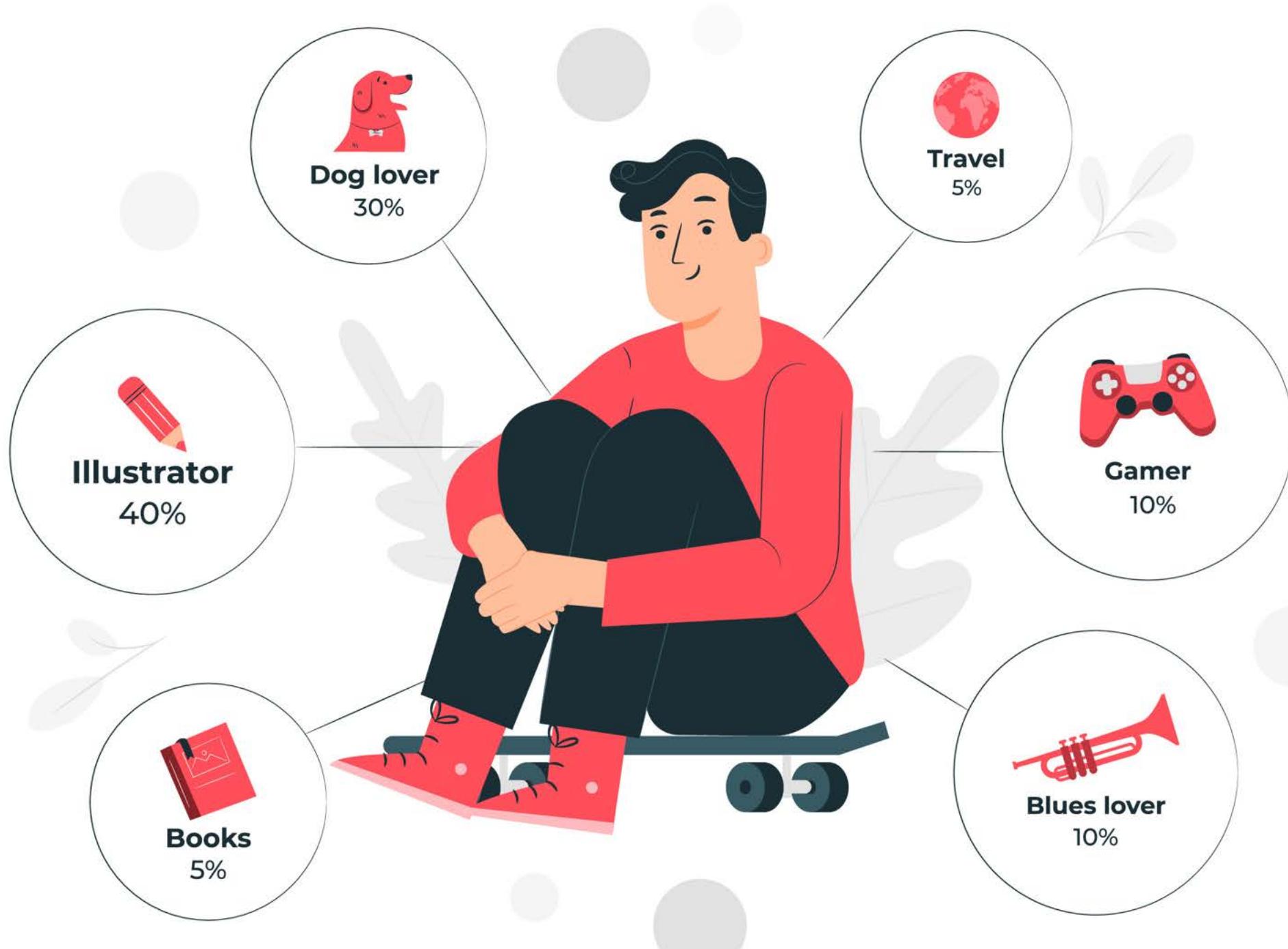
# CONFUSED?

## **WHY DO YOU NEED SOMEONE ELSE TO TELL YOU WHAT CAREER IS BEST FOR YOU?**

Do you think a personality test, an aptitude test and a few hours of discussion gives someone the authority to make the most important choice for you?



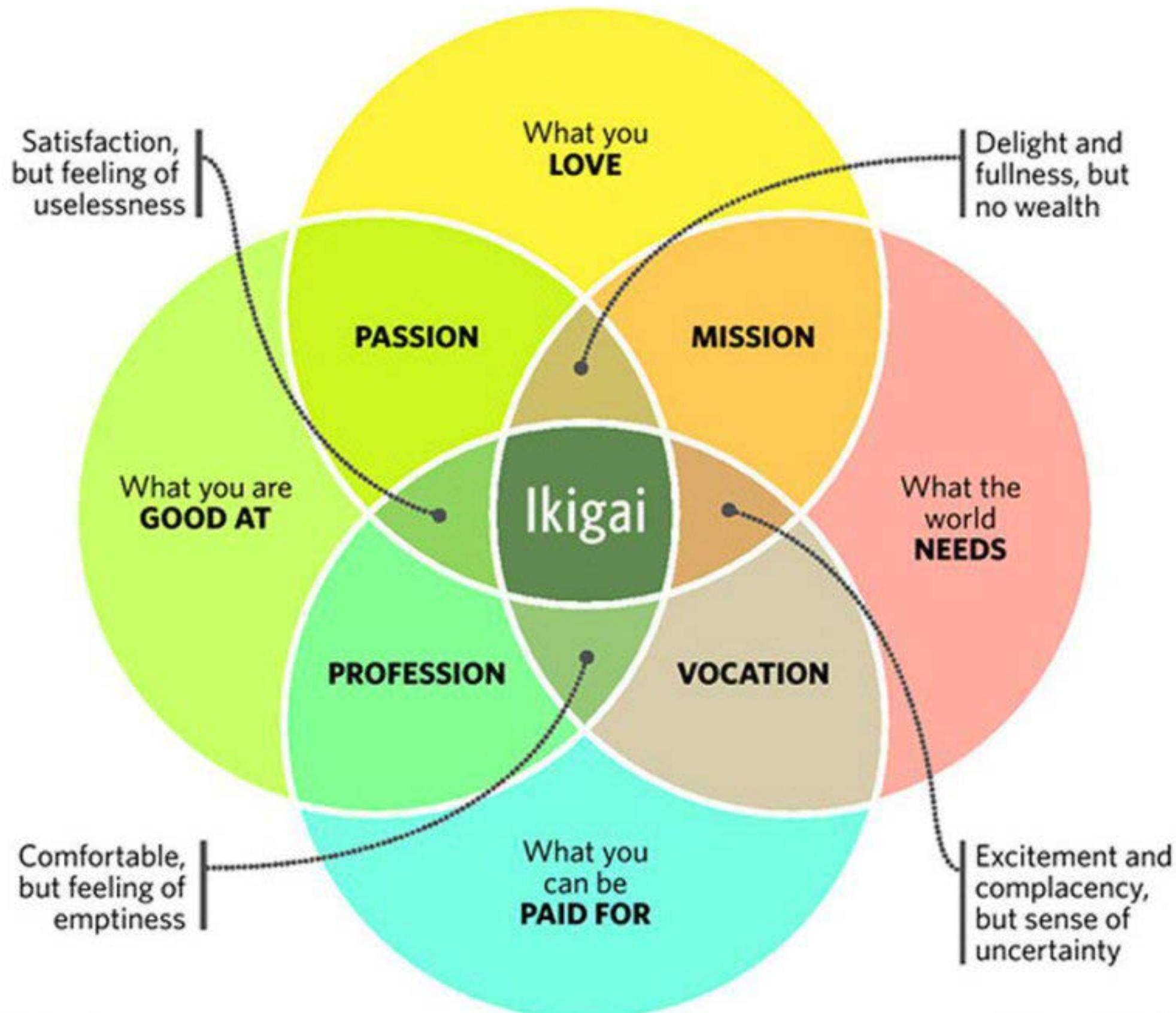
# DON'T YOU THINK YOU ALREADY KNOW YOURSELF?



Who has spent the most amount of time with you?  
Who knows what bothers you what doesn't?  
Who knows what makes you feeling like  
flying or drowning?  
Who is the first one to know when you  
are getting bored  
or bothered by something?

# Ikigai

A JAPANESE CONCEPT MEANING "A REASON FOR BEING"



## IKIGAI: A REASON FOR BEING

The concept of 'work to live' is extensively used to derive satisfaction in an individual's life.

This term was first used in the 1990s and is defined as the state of equilibrium in which demands of personal life and professional life are equal.

This philosophy tends to segregate an individual's life into passion & profession and focus more on the individual needs and ignores various other aspects of life.

In contrary to the 'work to live' philosophy, '**Ikigai**', a Japanese concept that literally translates into 'A reason for being', explores the four different pursuits of an individual's life.

This concept has been adapted as a model, that equips individuals to discover their life pursuit by identifying things that contribute towards their needs and aspirations, and inch towards their true reason for being.

The model is represented in the form of a Venn diagram, comprising of four overlapping circles. Each circle represents a specific pursuit that an individual might want to fulfil in his day to day life. These circles further lead to more overlaps ultimately narrowing down to the center, which resonates into their 'ikigai'.

**'What you Love' (L) placed at the top (in yellow)** represents activities that a person enjoys or loves to do. These activities are not necessarily limited to hobbies or tangible in nature but can be anything that brings joy to an individual.

**'What you are Good at' (G) placed on the left (in green)** represents activities that an individual is good at. These activities are not necessarily limited to professional pursuits but can be any skill a person is good at.

**'What you can be Paid for' (P) placed on the bottom (in blue)** represents activities that an individual can earn money from.

These activities are not necessarily limited to something that is currently being pursued professionally but pursuits that a person thinks he can be paid for.

**'What the World needs' (W) placed on the right (in pink)** represents activities that the society can benefit from. These activities are not necessarily related to volunteer work with Non-Government Organizations (NGOs) but can be any pursuit, be it subtle or gross that one thinks people can benefit from or adds up to make this world a better place.

**Passion ( $L \cap G$ )** represents the overlap between what one loves to do and is good at. These pursuits turn out to be the passions one has in life. They are significant in making ones' life fulfilled as one derives a sense of contentment pursuing these activities.

**Profession ( $G \cap P$ )** represents the overlap between what one is good at and can be paid for. These pursuits turn out to be the profession one can opt for in life. They are significant in making ones' life fulfilled as one makes a livelihood out of this and derives a sense of confidence pursuing a desired profession.

**Vocation ( $P \cap W$ )** represents the overlap between what one can be paid for and what the world needs. These activities may or may not be related to ones' current profession but can turn out to be the individuals' vocational pursuits. They are significant in making ones' life fulfilled as one gets a sense of satisfaction and usefulness by using his abilities to help others and contributing towards the society.

**Mission ( $W \cap L$ )** represents the overlap between what the world needs and what one loves to do.

These pursuits turn out to be the mission statement of ones' life. They are significant in making life fulfilled as the person is able to think from a broader perspective trying to align personal interests to that of the world

**Satisfaction but feeling of Uselessness (Passion  $\cap$  Profession)** shows that if an individual is only able to pursue things that he is passionate about and things that can fetch them money, even though the will feel satisfied, but the same will saturate and one will not feel contented because of not being able to go beyond personal needs, and work towards a broader vision.

**Comfortable but feeling of Emptiness (Profession  $\cap$  Vocation)** shows that if an individual is only able to pursue things that fetch them money, either through professional or vocational pursuits, he will feel comfortable but a feeling of emptiness will arise out of not pursuing his mission and things he is passionate for.

**Excitement and Complacency but feeling of uncertainty (Vocation ∩ Mission)** shows that if an individual is only able to pursue things that fetch them money and satisfaction through working towards his mission and vocational pursuits, he will feel excited and complacent, however a feeling uncertainty will arise as the individual might not necessarily be good at these activities and won't really have much clarity towards his future in this domain, due to not pursuing his passion and profession.

**Delight and fullness but no wealth (Mission ∩ Passion)** shows that if an individual is only able to pursue things that are in sync with his life mission and is also passionate for, he will feel delighted but will have no wealth owing to non-pursuit of his profession or a vocational activity that could fetch money.

## **IKIGAI (Passion ∩ Profession ∩ Vocation ∩ Mission)**

**Ikigai** is the sweet amalgamation of all the four pursuits and gives a persons' life true meaning and would want him to look forward to his day thereby giving a reason to be or live.