

Next What? PPR (Possibility, Potential and Reality) Quotient

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If you are NOT following your professional and business dreams whatever the reason may be, then this article is meant (a must read) for you.

To put yourself back on track, you still have time! No matter what your age is and whatever circumstances you are at present.

The search for “Next What” is always a puzzle to be solved by each one of us in this world. Right from the age of just one or a little more than that, curiosity develops to know things more and more, to explore the environment around us and it goes on till our last day of our lives on this planet Earth.

Now the question is to check whether the search has created any significant impact in our lives or is it just another infatuated spike generated out of a momentary impulse. There are many people who generally accept mediocrity and justify the same with reasons which are obnoxious.

Unfortunately, most human beings never pursue their aspirations deeply and their search **Terminates** before it **Germinates** into something profound to impact their own life and the society in general.

The reasons are obvious and to share few,

- Being short of Goals and Priorities
- Being short of Direction
- Being short of Speed
- Being short of Self-Motivation
- Being short of Guidance
- Being short of Consistency

Once we cross a certain biological age, we tend to think that it’s all over and our focus shifts towards routine – upbringing and supporting our offspring.

Time and again it has been proved that One Man, One Idea and One Action has brought in a paradigm shift in what we do. We witness this irrespective of the field, be it Sports, Politics, Education, Music and any other domain. There is someone who has always made the difference by innovating and a whole bunch of people who follow them have also been benefited significantly.

How do we rationalise this extraordinary action? How do we frame this in order to be able to establish ourselves and get into the act?

There is a simple format to analyse our life and possibly find the solution to move forward.

It is called **PPR Quotient**:

What is PPR Quotient?

PPR is a format which magnifies the larger context of one’s dream, wish list and rationalises it with capabilities and skills first and then analyses it with ground reality. It creates a pathway to bridge the gap and accomplish the set goals- priorities.

Let’s dive deep into this model:

P- Possibility – List out your Dreams

P- Potential - Map your potentials/capabilities with Possibility

R- Reality – Validate your Current state of affairs with Possibility + Potentials that are required to achieve

Eg: Cricket Game

Possibility Quotient:

The Cricket Game with 20 overs has 120 Deliveries. The possibility is to hit sixer in every ball which will count to 720 Runs. This is a paper possibility which is technically correct. Drawing parallel from this example, explore the possibility of your domain, vertical and field of choice in which you can rise to your highest possible potential. The key is to know where you are heading and why you are heading in that direction. This clarity is lacking in a lot of people. It is called the "Theory of Possibility" (ToP). We find most people work on what is called the "Theory of Constraints" (ToC) instead of ToP. Hence, they tend to get satisfied with what they have in life currently and never venture to what they should be and finally to what they ought to be.

Potential Quotient:

Possibility to Potential is the one which determines the player to look at his/her own capabilities to hit as high as possible to reach the pinnacle of success in securing the highest ever possible scores in the history of cricket.

Highest innings totals as of now...

263/5 in 20 overs by Royal Challengers Bangalore against Pune Warriors India at Bangalore on 23rd April 2013

Source: Wikipedia / ESPNcricinfo

The above example proves that there is always a scope to hit the possibility inch by inch and all it requires is a modified belief system and putting in consistent efforts towards the goals and priorities by adopting different techniques and skills.

Why do people stop pursuing their possibilities? Is it Age? However, Life takes U turns and Curves and there is one feeling which pops up to many "Oh No...It's enough!". One who is persistent, will not give up on his/her priorities and it may seem that while we need to balance our livelihood and dreams however our passion, goal-oriented efforts, inner fervour to achieve the dream must never stop at any age or life situation. Those who do not follow this path fail and never keep the FIRE ON all the time until it is achieved. **Swami Vivekananda said, Arise, Awake and Stop not till the Goal is reached.**

A known interesting personality from the Movie Industry (Tamil) is **Chiyaan Vikram**. His passion and focus with 10 years of **persistent waiting** (working towards the possibility with his potential, after the initial 3 movies as hero failed in row one after the other) has made him what he is today. This actor proved all-time great in proving his mettle by demonstrating his endurance and strength of character, or the necessary skills, abilities, or traits to succeed in something which he believed so firmly.

Reality Quotient:

Here comes the Ground Check, Validation and Introspection of What am I today? Where am I today? Where exactly is the Gap?

This needs continuous introspection, counselling, mentoring and brainstorming. It requires openness; willingness and courage to accept the reality of where are you today with relevance to your dream or potential.

Unless the receptivity is established within yourself, it is almost impossible to realise the truth about yourself. Once someone can accept the stark truth, then the rebuilding can happen with lesser time. For some people it needs few years to realise, for some it could just be the very next minute to accept and start working on the gaps identified with a support system. For many it is a distant dream. The reason is they neither know that they are not what they think they are, nor do they approach an expert to analyse the truth about themselves. Majority of people fall under this category hence theoretically they know that a possibility exists, and the potential can be developed but in reality, they are not inclined to know or accept or take action to come out of the quick sand in which they are almost buried. These are ones who build negative vibes and spread negativity and it impacts the positive ones and some fragile people who get attracted and lose their focus and priorities.

Hence, we see that the bottom of the Pyramid is always crowded but at the top it is always a few who accomplish their Possibilities by consistently building their potentials and often validating with reality check.

To sum up,

1. Write your field of Possibilities
2. Write your short comings, technical skills, functional knowledge and behavioural traits to meet the possibilities
3. Write your Reality Check list, what stops and blocks you

If you can figure out the above, you are 50% way towards your Dreams and Aspirations.

Next What?

Work on it and Fix it. It's that Simple.

Best Wishes for all your endeavours in 2019 and the Future Years.

About the author



M. K. Anand is a Co-Founder and Chief Relationship Officer, See Change Consulting. He is a first generation entrepreneur and ventured into business domain at the age of 26.

His 25+ years of career includes 5 years in Employment which includes Wipro Channel Business. Since 1998, over the last 20 years he has been in the entrepreneurial journey handling verticals like IT, HR and Business Consulting.

His Professional accomplishments are in the areas of Sales, Marketing, Information Technology, System Integration, Training, Coaching and Turnaround Consulting.

His present priorities are Coaching Entrepreneurs, Fund Raising, Establishing L&D for organisations, Employee Development Program, Entertainment and Sports Consulting. His organisation has Empanelled 100+ Subject Matter Experts in their panel of network across India and abroad.

On the Academic front, he is a Graduate in Chemistry, Post Graduate in Public Administration and Management Graduate (MBA), DSM in software application and certified on various areas of L&D.

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