

FOCUSING ON OWN VALUE BY A CONFIDENT INNOVATOR REFLECTS THAT GREAT THINGS NEVER CAME FROM COMFORT ZONES

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Focus: Every person has some hidden talent. It is quite difficult to analyse that whether he/she is concerned about the awareness of this talent. This talent may be in dormant stage or in awoken condition, the innovator must focus this talent from in-house to out-house horizon so that the innovator could be evaluated properly in

global media and this innovative ideas never came from comforts. Today's fast life is a rat race of struggle because each one tries to beat the next competitor no doubt it by healthy or unhealthy competition but the person tries to focus the own value in front of all.

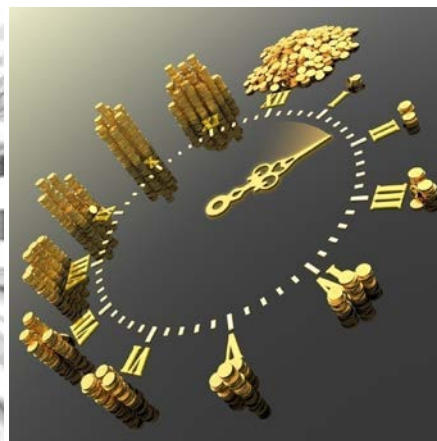


Figure 1:

To keep a person motivated it is essential to focus his/her intellectual value towards his/her innovative qualities which have not been acquired from comfort zones because **Success walks on the footsteps of hardships to reach at target.**

Your most valuable commodity is your time; spend it wisely. Don't invest eight hours in putting together a

presentation when you can deliver the same results with less prep time because **Time is money**. Management will value the content of your message, not a bunch of fluff and pretty artwork. Main extract of your work outcome in minimum time duration will be highly acceptable and appreciated because the same lengthy presentation in this duration will be boring.



Figure 2:

Your work should be self-explanatory so that it can speak for itself. The entire picture of the work can **Sing your own praises but silently**. You must speak for yourself. Make sure that managers understand the effort you put into your job and the results you produce. If you want to be valuable to your company, then you need to contribute to **Be a part of the bottom line**. In

other words, you need to help it make money. Otherwise, it's not worth it to your company to keep you around. Make a concerted effort to connect to what it is that makes your company money, and focus on the talents and skills that you have that will contribute to those things.



Figure 3:

When you pitch your ideas to management, be prepared to defend your views and also to receive criticism. Management will challenge you simply to test your **level of enthusiasm for the idea and its viability**. There are a lot of variables to consider, and management wants to know you've thought about them. If you support your

ideas with solid research and show some passion, management will be more likely to embrace your concept. When you pitch your ideas to management, be prepared to defend your views. Also, be prepared to receive criticism.

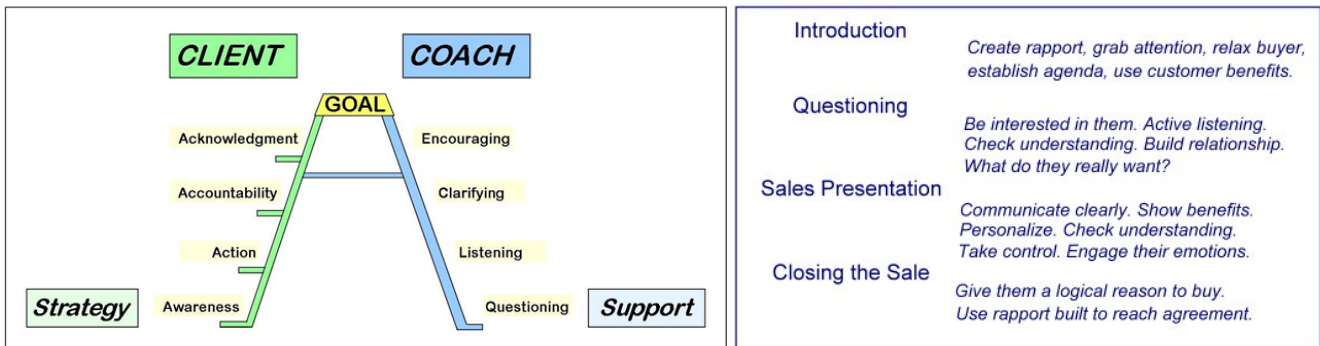


Figure 4:

Do you want to be responsible for the success or failure of your company? If so, move up the ladder. Do you want to go home at five every day and forget about work until the next morning? Then moving up the ladder is not for you. **Know which rung on the ladder is right for you.**



Figure 5:

Good intuition in the business world can be your guardian angel. Right thinking in right direction dissolves many obstacles which can be smoothly overcome by intellectual power. Do you want to be responsible for the success or failure of your company? If so, move up the ladder. Do you want to go home at five every day and forget about work until the next morning? Then moving up the ladder is not for you. The important thing is that you do your job to the best of your ability and that you are happy doing it. **Know which rung on the ladder is right for you** because the steps of ladder are Start-Think-Analysis-Planning-Try-Do-Do Again-Keep on Doing.....and finally success!



Figure 6:

When it comes to You, Inc., there is only one person on the sales team: you! Despite what your resume says, adding sales to your skill set is a must. Whenever you are trying to pitch a new idea to your company, you'll need a sales pitch that is convincing and sound. Moreover, if you are vying for a promotion or raise, you'll need to be prepared to pitch yourself. Be ready to defend your views and have answers for the tough questions. If someone disagrees with you, be ready to support your ideas with solid research and your own enthusiasm. You'll soon persuade people to see things your way. That is, if you're doing such a great job your company can't afford to get rid of you anyway. If you don't set limits, you will find yourself working on a perpetual

treadmill. Too many people don't understand the basic operation of their companies. Familiarize yourself by becoming **smart but not over-smart** with the organizational chart and reporting structures. Study and understand the financials. You never know where your life may lead. Learn as much as you can along the way, even though what you're learning may not seem relevant at the time.

Reflection: A leader is a single person who can lead over the team. This leadership may be on research (team leader), country (prime minister), company (boss) and this leading capability is generated by focusing the innermost innovative values which is not a child's play.



Figure 7:

Inner eye (intellect) of thinking takes a lead role to place the innovator in proper way if the fellow follows the coin **How much is your time worth?** A bigger title usually comes with a pay raise and more perks, but some companies have discovered that a simple change in title with few additional incentives is enough to keep a person motivated.