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Context to the nugget

Arun talks about the downsides of being a good listener and says that sometimes, it might be harder for people to notice you given the noise around them. He also goes on to talk about how sometimes, we embark on a path of making some noise (through marketing, branding etc.) to be heard but he says that sometimes that path changes who we are in the process and by the time we get to the point where we are being heard, we may not be the same listeners any more that we were when we started out. He quotes Sir John Dalberg-Acton and says that "Power tends to corrupt, and absolute power corrupts absolutely".

Transcription

Deepak Jayaraman (DJ): How do you get your voice heard in a world that's getting noisier?

Arun Miara (AM): You struck my present dilemma, then I say why do I want to be heard? If I am feeling concerned that I am not being heard, I ask myself why do I want to be heard? What is so great about what I am saying or thinking that I insist that, desire that others hear it, why? So that's where I am at now.

DJ: And it's just maybe taking it forward if its worthy of get being listen to I guess the followership will follow, instead of you being louder.

AM: But there's a practical thing I don't know whether you experienced it and you perhaps do too in the work you do because you are a profound listener I can see but you want maybe this conversation to be heard by others then you will have to do something to get this conversation noticed, you product noticed, what you do noticed and if you have to be noticed you will have to be more noticeable than other people so what they do the yelling that they do, the wrong facts that they put out to get attention to themselves you will have to do some of that otherwise you won't be noticed so are you willing to do that? And some people would say going back to the question you asked that if I have to make a difference to the world I have to do some of those things they are necessary things to do not that I like to do them. And this is where therefor comes to the political question to say well I need to get elected so that I can change the world and to get elected I would have to do many things which I am going to eliminate after I get elected there will be no corruption after that and so on I know I will be a dictator but after that there will be a democracy, it doesn't happen because you change meanwhile, you change. As Acton said power corrupts and absolute power corrupts absolutely, so once you are so strong that you could do it very easily you are no longer a person who wants to do it, once you become something else in the process so we need to be more effective, you I hope will be more effective getting others to hear the very lovely

conversations, I have listened to the conversations that you had with other people is profound and I want to thank you for including me in your list of persons you talk to.

Reflections from Deepak Jayaraman

DJ: This segment of the conversation captures the dilemma I am going through as well as the creator of this podcast. Given the nature of the content, I would like people to discover it and pull it, rather than push it to anybody. In a way, as I think about speaking and listening, I feel the pay-off is often over varying time frames. Talking about Economics, I also liked this situation to Game Theory and Prisoner's Dilemma and the question you need to ask before you pick a strategy is whether it is a one-off or a repeated game.

Even with listening, I feel when I look at some of the leaders I have noticed or some of my batch mates from IIMA who have grown rapidly, the listeners possibly weren't noticed initially and the speakers won the initial rounds. But when I take a long-term view, the deep listeners have built deeper relationships, have greater network of goodwill in the ecosystem around them and when they speak, their opinions matter because they are well-considered and thoughtful.

Having said that, one must find their own path that they are comfortable to get noticed but as Arun says, the key is to ensure that while walking that path, we are not changing the core of who we are.

Thank you for listening. For more please visit playtopotential.com.

End of nugget transcription

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Listening: When you talk, you are only repeating what you already know. But if you listen, you may learn something new". This is a quote by Dalai Lama. Several leaders talk about their experiences with listening and how they have grown with it. More specifically, leaders also reflect on the criticality of listening when transitioning into a new context. You can access the playlist [here](#).

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Arun Miara - Nuggets

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About Deepak Jayaraman

Deepak seeks to unlock human potential of senior executive's / leadership teams by working with them as an Executive Coach / Sounding Board / Transition Advisor. You can know more about his work [here](#).

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