"Fear into Power"
by Dr. K. Ranganathan, Certified NLP Trainer
Online lecture held on 8th October 2020, 5:30 PM

Dr K. Ranganathan or Dr. Ranga, as he is widely known, is a globally renowned management consultant and consultant and corporate trainer in Personal and Professional Effectiveness. With over 31 years of experience, he is an NLP Master Trainer – one of the few in the world, and is highly rated by his peers and by those for whom he has conducted training sessions. He is a Trainer with the prestigious American Management Association, and the Management Centre Europe where he conducts workshops for senior executives and business leaders. He shared his insights on the exciting journey of transforming Fear into Power. The session was an interactive one with Dr. Ranganathan answering queries from students and staff.

Dealing with Fear

Dr. Ranganathan defined Fear by an acronym - False Evidence Appearing Real. It is a perception battle that we hold towards fear. The behavioral outburst towards the fear is in the form of - Forget Everything and Run. Which is the biggest fear of life? To answer this question, Dr. Ranganathan wittingly answered that the fear that a person is facing NOW (present time) is the worst fear. Dr. Ranganathan suggested three ways to combat fear. Cognitive Balance- helps one to understand the fear. Perceptual Reality is more related to understanding whether the fear is legitimate or not. He said that fear is a good thing to have and it is not always negative. He suggested to use fear to create energy, focus and positivity. Fear can just be a source to become more responsible. He assured that it is perfectly alright to have fear - one must learn how to address fears rather than avoid them. Emotions should work for us and not against us.

Fear vs Phobia

Dr. Ranga explained about the term phobia as the triggered, unguarded moments of early life. Fear is the word we use to describe our emotional reaction to something that seems dangerous. People fear things or situations that make one feel unsafe or unsure. Phobia, on the other hand is an intense fearful reaction to a situation. With a phobia, the fear is out of proportion to the potential danger. But to the person with the phobia, the danger feels real because the fear is very strong.

How do we interpret Reality?

According to Dr. Ranga, him, there are various stages of interpreting reality, such as World Reality, Input Channels, (Visual, Auditory, Kinesthetic, Olfactory, and Gustatory) which he classified as physical filters, and Universal Human Modelling Process, which are mental filters. An individual reacts to it in three possible ways, i.e.- Distortion, Deletion and Generalization. There may be various paradigms of reality, like- map or model. Verbal actions comprise the language that helps to express that emotion.

What is Power?

Dr. Ranganathan described the word POWER with the acronym- Performance Outcome with Effective Rewards. He mentioned that power is of two types- Personal and Positional. He used the phrase Trans-derivational Search. It is

the act of discovering meaning that may not be explicit or implicit on the surface. When a person is asked to 'go inside and think of a time when ...' they will often do a trans-derivational search and search their memories, beliefs, desires, etc. With this an individual can confront the various aspects of their life that can help them to overcome fear and move towards power.

The session was an informative and introspective one and Dr. Ranganathan guided the viewers on how to transform the primal instinct of fear into power.

Compiled by Dr. Pooja Raj Srivastava, Prof. Sindhu Krishnan, Prof. Meenakshi Nandula