

SIGNIFICANCE OF MAUNA FOR IMPROVING COMMUNICATION AND EFFICIENCY.

Jayashree S. Nair

Ph. D. (Yogashastra) student

Abstract : *Speech is Silver. Silence is Golden. Why not exchange Gold for Silver?"*

Man is a power house with infinite potentialities. Unfortunately, he is ignorant / oblivious of the same. We are unaware of how easily we are dissipating and destroying our own resources in different mundane ways. When we realize this frittering away of our energies and are also open to ways and means of conserving the same, we are on the path of higher output and greater efficiency. One common way of dissipation of energy is over talking and tool for conservation of energy can be Mauna or silence. The real worth of Mauna which is the corner stone of all spiritual progress is yet to be recognised in the economic sphere.

The benefits of Mauna can be seen from the following aspects

1.Listening: Our capacity of silence allow us to listen. Listening is very crucial in corporate world. Business owners and entrepreneurs who foster intense listening skills, among the employees are most likely to see their companies grow. Listening illustrates caring attitude, increases the work rate and lessens do-over's. This results in increase productivity resulting in economic growth.

2.Communication: Silence is an integral part of communication. It provides a lens which can magnify the things and situations for us to analyse minutely without using words. Silence often has far more power to heal and to connect than the most well-intentioned words.

3.Silence is the spring board for a great leap. It is a source of activity. When in silence more work is done.

4.Significance of Mauna is duly recognised in some big companies.

Thus Silence enables listening, better communication, increase in output and efficiency which leads to positive growth which is essential for economic prosperity.

Keywords: Mauna , Communication , Efficiency , Speech , Silence .

1 INTRODUCTION

Consider this simple story - A very strong wood cutter took a job in a timber market. The pay was good and so was the work condition. For these reasons the wood cutter was determined to do his very best. The first day he could cut down 18 trees, second day only 12 and so on. He was unable to comprehend the gradual decrease in his productivity. In course of time, he realized that he was so busy cutting the trees that he had no time to sharpen his axe.... Our lives may be like that of the woodcutter. We get so busy that we don't take time or forget to sharpen the axe... We all need time to relax, to think and to meditate, to learn and grow... we need to know our tools and sharpen them continuously.... One such tool is Mauna or Silence.

Significance of Mauna for improving Communication and Efficiency.

THE BENEFITS OF MAUNA OR SILENCE CAN BE SEEN FROM THE FOLLOWING CRUCIAL ASPECTS:

I. LISTENING

Interestingly, the alphabets of the word 'silent' when rearranged frame themselves as 'listen'. Here lies a great secret. Our capacity for Silence allows us to listen. In a corporate world or in any field, listening is absolute significance. Even when man is not actively talking, his mind is continuously chattering. It is a habitually distractedly mind which is torn into shreds every moment whatever it be involved with. Such a mind can hardly listen attentively to oneself or to others. We do not ever listen fully to others. There is never total communication in the real sense of the word. The consequences are obviously damaging ultimately affecting adversely our output and efficiency. Mauna is a crucial practise whereby we learn to listen properly.

Listening is an active process that involves focusing on what is said without allowing other thoughts to interfere in the process. Business owners and entrepreneurs, who foster intense listening skills among their employees, are most likely to see their companies growing. Concentrate on listening at work and you should see benefits such as increased productivity, faster progress toward goals and more congenial relationships between employees.

Employers when they have poor listening skills themselves will jeopardize their working relationship with employees. Workers / employees know when they are not really being heard and this decreases their sense of self-worth in the establishment, builds resentment and motivates them to look for other opportunities.

THE BENEFITS OF LISTENING FOUNDED UPON THE CAPACITY OF MAUNA MAY BE LISTED AS FOLLOWS:

a) Illustrating Caring Attitude - Listening illustrates the caring attitude of the boss in the company. Employees respond positively to an open-door policy in which they know they will be listened to intently and their issues resolved. The level of trust rises between the boss and the subordinates and performance problems decrease. Encouraging staff to listen to one another as well will foster better employee relationship.

b) Faster Work Rate – Inter-alia listening as regards accomplishment of tasks leads to faster pace of work. Clarity improves and focus is maintained on the task at hand.

c) Less "Do-Overs" - Good listeners learn from what is being said so they are able to use the information at work without making mistakes. Repetition of work reduces. When someone does not listen well, however, comprehension is reduced and the production process is likely to slow down. In short to increase the listening skill one has to learn how to remain silent.

II. COMMUNICATION

Silence is not only of speech but also of mind i.e. internal Mauna. It is an integral part of communication. In its absence, words rich in content cannot exist. Silence and word are two aspects of communication, which need to be kept in balance to alternate and to be integrated with one another if authentic dialogue and deep closeness between people are to be achieved. By remaining silent we allow the other person to speak / express himself or herself and we avoid being tied simply to our own words and ideas without them being adequately tested. In this way, the space is created for mutual listening and deeper human relationships become possible. In silence, we are better able to listen to and understand ourselves; ideas come to birth and acquire depth; we understand with greater clarity what it is that we want to say and what we expect from others; and we choose how to express ourselves.

III. SILENCE IS THE SPRING FOR THE GREAT LEAP

Static situation is a must for dynamism to happen. All great activities happen from non-activity state. 'Still water runs deep'. Stillness of the body and silence of the mind are the bedrock from where creativity emerges, solutions to problems arise, resolutions to states of impasse happen, etc. Silence is the plank for the great leap. Life sparkles in a still state. Thus, Silence is a source for activity. If one can remain silent then more work can be done. One should know when to speak and when to stop.

IV. SIGNIFICANCE OF MAUNA DULY RECOGNIZED

Mauna is cornerstone of all meditative techniques. Nowadays most of the top corporate offices have meditation rooms. Why? Because, significance of silence and meditation, for a healthy state of mind and increasing efficiency / output, are recognized in all sectors of economy. Meditation leads to catharsis, a purification of the mind. A meditative mind is a harmonious mind, a mind in a state of equilibrium. This mind lends itself to cheerful work.

Mauna is not the silence of a mute person. It is Mauna of a person who is capable of speaking but chooses to remain silent.

In today's world, significance of Mauna is more and more recognised in the corporate sector. Previously it was limited only to the religious or spiritual world. But now it has become an indispensable tool.

CONCLUSION

Mauna or Silence enables listening, better communication, increase in output and efficiency, creativity, cheerful environment. In today's fast paced, stressful world the significance of Mauna cannot be over-emphasized.

It is time to sharpen our axe of Silence and reap the immense accruing benefits.

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