



# Knowing who you are?

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**MOST  
VALUABLE  
CAPITAL**

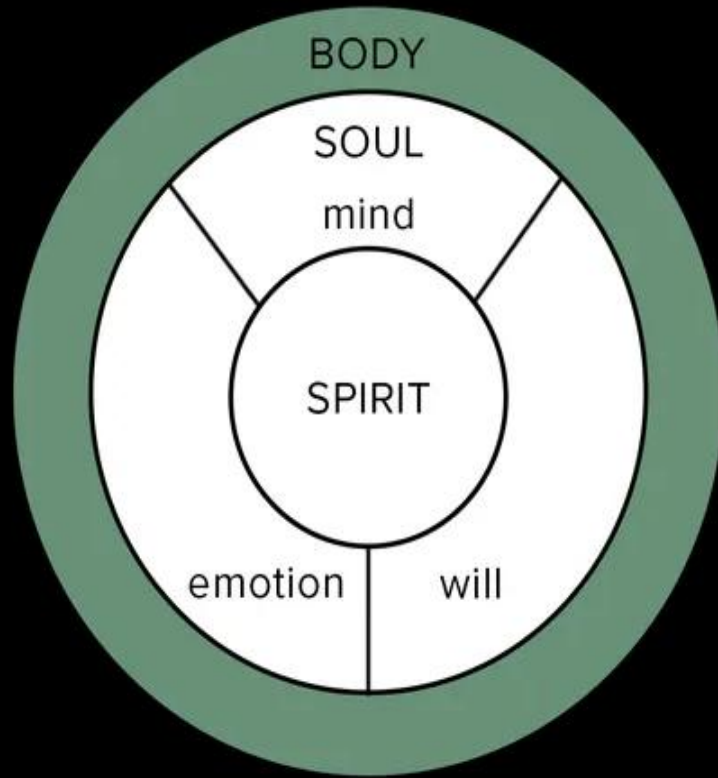
*"Knowing yourself is the  
beginning of all wisdom"*  
Aristotle

A quote by Aristotle. The text is in a white, serif font. The background is a blurred, abstract image with shades of blue, green, and yellow.

I am unique.  
I am special.  
I am me.

Who Am I ?

Say it!



SELF as defined by  
Zohar and Marshall  
(2004)

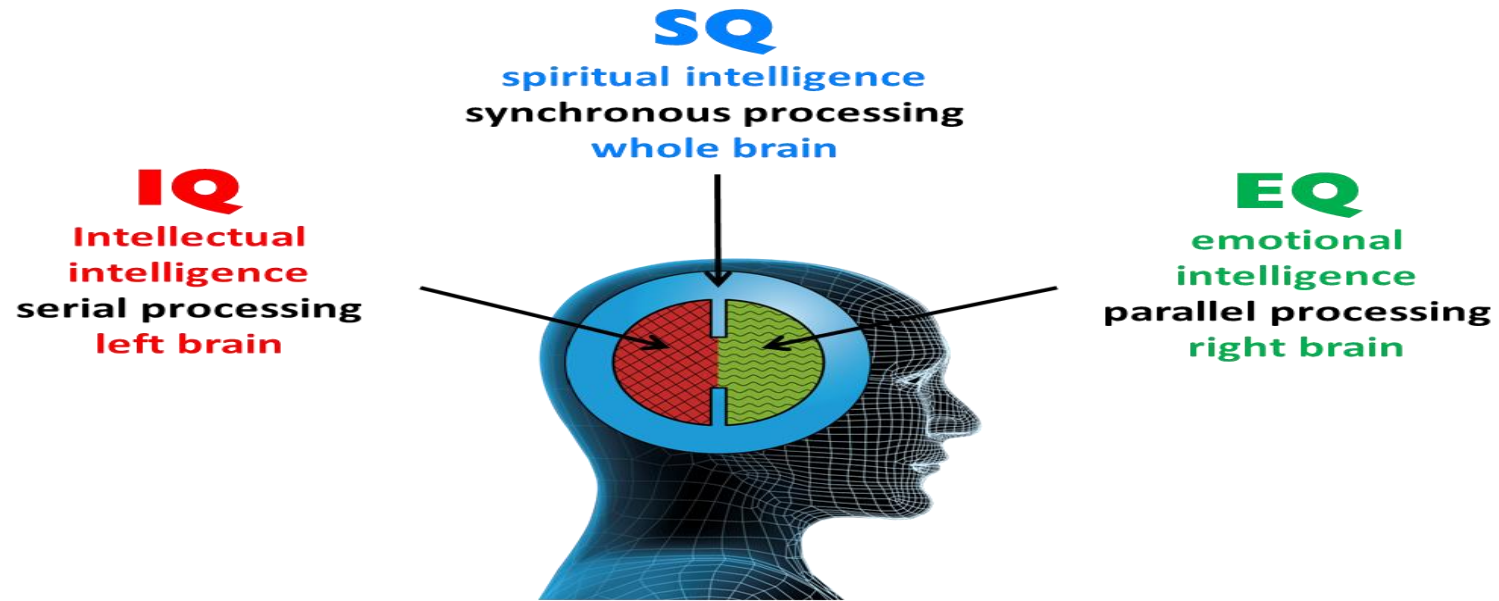
- The word psychology comes from the Greek word psukhe, meaning soul, spirit, mind, life and breath. –ology refers to the study of....
- “Your spirit is the part of you that is not physical and that consists of your character” (Collins dictionary)
- Soul – mind, emotion & will (thoughts & feelings)
- Body – organs, bones and flesh



# SUCCESS & LEVELS OF INTELLIGENCE

- IQ – the intelligence which we think. It is the lowest level of intelligence
- EQ (Emotional Intelligence) – ability to understand and feel for other people and behave appropriately.
- SQ (Spiritual Intelligence) – ability to know ultimate purpose and meaning in life (refer next slide)

# Achieving self-actualization



Spiritual intelligence is a highest dimension of intelligence that activates the qualities and capabilities of the authentic self in the form of wisdom, compassion, integrity, joy, love, creativity, and peace. Spiritual intelligence results in a sense of **deeper meaning and purpose**, combined with improvements in a wide range of important life skills and work skills. (Zohar & Marshall; 2004)

# MASLOW'S HIERARCHY OF NEEDS THEORY

**Purpose & meaning in life is being pursued.  
Life is driven by love and compassion for people**

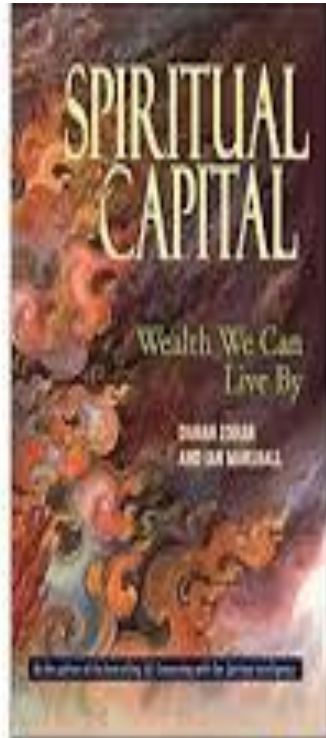


**Happiness & Money correlation  
up to \$75k annual (US study)**



| Ian Marshall's Scale of Motivation |                   |   |                           |
|------------------------------------|-------------------|---|---------------------------|
| Scale of Motivation                | Description       |   |                           |
| + 8                                | Enlightenment     | The few that live life by grace. They have totally dedicated their lives to helping people and driven by deeper sense of compassion i.e. inner light(e.g Mother Theresa). |                           |
| + 7                                | World Soul        | Sense of celebrating the divine aspects of the world (Pope, monks, priests, etc)- be of daily service to the people and communicating regularly with the diety.           |                           |
| + 6                                | Higher Service    | Driven by the motive to change lives from uselessness to usefulness. They put others lives first and as motivation to bring about change.                                 |                           |
| + 5                                | Generativity      | Creative driven by love and compassion Work is life - innovating to change lives  | <b>SELF ACTUALISATION</b> |
| + 4                                | Mastery           | Rooted in wider interpersonal values and skills - especially those in their profession or community   |                           |
| + 3                                | Power within-in   | Strong control over emotions, feelings and will. Has integrity, deep personal value and at peace with oneself.  |                           |
| + 2                                | Cooperation       | Seek company and enjoy shared social and work related activities  | <b>SELF ESTEEM</b>        |
| + 1                                | Exploration       | Associated with curiosity, sense of wonder and willing to try things out  | <b>HIGHER NEEDS</b>       |
| 0                                  | Neutral           | Starting point as infants or life changing cross over from negative to positive   |                           |
| - 1                                | Self assertion    | Associated with self-centeredness, too much pride and aggression  | <b>DEFICIENCY NEEDS</b>   |
| - 2                                | Anger             | Either cold holding their emotions in check or very hot letting anger spew all over the place   | <b>BELONGING</b>          |
| - 3                                | Craving           | Sense of never having enough or always something more to want or need. Sense of inner emptiness.  | <b>SECURITY</b>           |
| - 4                                | Fear              | Associated with anxiety, suspicion, a sense of being threatened (risk averse)   |                           |
| - 5                                | Anguish           | Arises from a sense of lost or helpless for what to do or decide. A sense of blocked potential  |                           |
| - 6                                | Apathy            | Sense of no role to play in life, neglect themselves and their affairs  | <b>SURVIVAL</b>           |
| - 7                                | Guilt and shame   | No meaning or deeper level of reality. Self destruction through drugs, alcoholism or reckless behaviours including suicide.   |                           |
| - 8                                | Depersonalisation | Concept of self has disintegrated. No person left, only random utterances and uncoordinated behaviour e.g hopeless drug addict. Waiting to live.                          |                           |





Only 15% of people in the US are motivated at higher level of motivation driven by power within and higher motivation.




★★★★★ (7 Reviews)



**Me      Myself**

**and**

**I**



Working on self awareness , self perception and public image.  
Building character and self esteem

# Embrace your past

Accept your past, love yourself

Learn & draw your strength from it

Rich knowledge from your experiences

(wisdom :”the quality of having experience, knowledge, and good judgement”; Oxford Dictionary )

Requires humility

Teachable, disciplined

Driven by higher motivation

Realising your purpose and meaning



## Positive use of adversity

- An important quality of spiritual intelligence
- Learn from and use your mistakes
- Teaches us how to recognise our limits, learn from it and surpass them
- Adversity really builds the real person manifested in your character (spiritual attributes). You become resilient.
- Accept the fact that life is filled with adversities and there are solutions to all adversities

## Power within

- You have so much power within you to access in order to deliver your purpose in life.
- Your unique purpose is required to transform your environment and people around including me.
- You were born to explore, socialise, help one another and create things.
- You are underutilised.

Change in  
perception

Your purpose is bigger than  
yourself.

Things will become  
meaningful.

Think about others not just  
yourself (Love and  
compassion)

# Self Communication

- Take time to catch up with yourself
- Start listening more to yourself
- Talk to yourself ( mirror- assisted)
- Can be aggressive or calm
- You need to activate that power
- Activation of power within is through words spoken loudly so your inner being, your spirit, can hear it and move through your emotion, mind and will and body to make it happen.
- You have an inner compass that is ready to guide you if you take time to listen to it
- Voice of conscience and responsibility
- Gives you a sense of peace because it agrees with your purpose and meaning





Remain  
humble

## **Humility :**

- Is necessary to take you to higher levels of motivation and to realise your purpose and meaning in life
- is described in the Harvard Business Review as one of the two essential defining qualities of a leader who can transform a good company into a great one
- makes you open to learning from others and from experience
- Is a catalyst to developing a life of service
- nurtures well-rounded wisdom

# Being generous and kind

Showing generosity and kindness to others is the medicine to the inner being

When you are discouraged, go and encourage someone. When you feel lonely, go and spend time with someone. When you feel there's so much negativity around you, say something positive.

Always find ways to see and bring out good things about people. When you looking at things positively, you are unconsciously building positive attitude towards yourself.

Transformation  
of self





**THANK  
YOU**

*dreamstime*