

Acknowledgments

Researching is like mountaineering systematically, accompanied with courage, hard work, and bitterness; but once the researcher is on the high peak, he enjoys a pleasant feel of the pinnacle of success. Though the expression of his gratitude in words to all the helping people is not enough, he would still shower plenty of thanks to these people as the researcher alone could not accomplish the entire process of the work.

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Executive Summary

Management is the foresight and the art developed through heredity, knowledge and experience, in order, to foresee the problems when they are just in the sprouting stage or otherwise, and to tackle them whether they belong to personal life, or career or business or Administration or industries or agriculture or social or religious or political spheres. Hence knowledge got from any source is a prerequisite for fore-seeing and tackling the problem.

That's why Kapil the propounder of Sankhya says:-

“No problem can be solved without knowledge”. (1)

It is a well-known fact, that man is placed in this universe with challenges. The first and foremost challenge is the survival of life. To survive, we have to struggle. If struggle is in right direction, we can grow, if it is wrong, we are harmed. **“Survival of the fittest”** is a well propounded principle by Darwin.

“Fittest is he who has the knowledge of solving situational problems”.

Ages ago Kapil, the propounder of Sankhya system of philosophy, professed the truth pronounced by Darwin in a much more comprehensive way. He says that no problem can be solved without knowledge. Sankhya's knowledge stands for holistic upliftment of man.

This system aspires to uplift man to such a level as he may be identified with Purusha and Prakriti. After this accomplishment, man is Charismatic.

“Charisma, which is a primary aspect of transformational leadership, is perhaps the most marvelled at and the most researched concept in the history of leadership. However, the true nature is still intriguing the researchers”, say Aditi Kejriwal and Venkat .R. Krishnan. For the information of these scholars and to draw the attentions of many others who are interested in the researches of charismatic leadership and who still think, this issue, as the intriguing one, for them, the solution or answer is available in the Upanishads, which say:-

(1) Rite Jnanannamuktih-Sankhya Darshan.

Who, shearing off his ego can identify with or realize the Ultimate Truth viz., Knowledge, transcends everyone viz., becomes charismatic. To quote:-

“ब्रह्मविदाप्नोति परम्” — (2)

Hence a lesson in spirituality, somehow, and a perpetual practice of it, invariably, makes a man charismatic. **Ram, Krishn, Moses, Buddha, Christ, Mohammed, Kabir, Nanak, Rama Krishn Paramhans, Vivekananda, Mahatma Gandhi, Nehru, Radha Krishnn and so on are the quotable examples.**

If man can manage self, he can manage the whole world. Knowledge is supreme, through knowledge man becomes supreme.

Knowledge means both, the techniques and precautionary measures. Apart from the knowledge of techniques certain precautionary measures such as desirable attitude, getting cooperation from others and establishing coordination with others, all around, are also essential, in solving the situational problems.

Attitude is complementary to efficiency and efficiency is complementary to attitude.

Even if one is equipped with thorough knowledge of the techniques of solving the problems, but if one is not well equipped with self discipline and if one lacks the repo skill of getting the cooperation from others because of his egoist nature he will not be able to solve the problems. Ego is the main problem with a person. Because of ego, one is selfish, one has got concern for oneself and thus he invites trouble for himself. Hence, self discipline and a particular attitude of getting cooperation from others are also essential in addition to the proficiency of technicalities of a particular problem or project.

Arjun knew all the skills of warfare and applications of weapons. He surpassed everyone of his time in this art. But when the war was going to be waged he became confused and shattered because of the apprehensions of the death of his nears, dears, and self and uncertainty of victory in the war. He started trembling. He put aside his bow and asked Krishan that he would not fight. Bhagwan Krishan, seeing the plight of Arjun, enthuse him with the knowledge of Sankhya and enhanced his courage and prepared him for an attitude essential for war.

(2) Tattiriya Upnishad 2.1.1.

From this episode, it is clear that the only proficiency of techniques of solving the problem is not sufficient. An appropriate attitude is also essential. It was the wonder of the togetherness of proficiency and attitude that Arjun having the army of seven brigades could win Duryodhana having the army of eleven brigades.

We should harness ourselves with these two things before taking up the project, is the message taken up by Bhagwan Krishan from Sankhya to prepare Arjun for the war.

In this world, that expounder is listened to by the audience, who offers expositions of facts whose knowledge is desirable by them to solve their problem. On the other hand, one who expounds such doctrines, as are not desirable or useful for the solution of the social or personal problems, are neglected, and the expounder is disregarded.

Only those problems are taken up for studies, the solution of which is useful in the improvement of the conditions of an individual or of society. In addition, even such studies are recommended which require the interpretation, research, and exposition of the ancient knowledge which contribute commendably to the present day disciplines.

Sankhya is one of such ancient system of thought which if studied appropriately and understood essentially would contribute to the self and social discipline, and also, individual or organizational management to a great extent.

In the light of the above necessities, Sankhya study is taken up by the researcher. Sankhya in fact, is a very comprehensive system of thought which deals with all aspects of management right from very ancient times. It discusses the sensation of the problems; measures to solve them, the dynamics of manager, and all the principles necessary for management.

The research spans over five chapters:

Chapter 1: Introduction of Sankhya philosophy as per Sankhyakarika for the orientation into management study. It includes the objectives as well as significance of the study, explores Sankhya darshan from management point of view, Sankhya's process of evolution, Gunas role in Management and highlights on the relationship between Purusha and Prakriti.

Chapter-2: Review of literature provides the thorough review of existing literature relating to various aspects of Sankhya darshan in India as well as in abroad. The chapter begins with significance of Traditional thoughts of Management and Challenges of Indian Management, and then provides review of various studies on Traditional Management Thoughts, researches on Bhagwad gita, Upnishads and Vedas, Researches from Sankhyakarika. The chapter concludes with a summary of key observations after review of literature and research gap in existing studies.

Chapter 3: Research Methodology provides the statement of problem for research, Explanation of the title, Objectives of study, Hypothesis of the study, and Highlights of the research study includes type of research, sources of research work and research designs. With the reference to this study the chapter also discusses some limitations in the end.

Chapter 4: Data Analysis includes the analysis in 2 parts i.e. 1) is theory part and 2) is practice part. It includes the problems as well as their measures, finds the master manager according to the Sankhya philosophy and tells his area of working and in practice part University of Sankhya Management or Four Schools of Management as well major tools like Samanaytodrisht inference and Satkaryawaad completes analysis.

Chapter 5: Conclusion and Recommendation provides recommendations and suggestions for an inspirational leader as well as his employees. The study concludes with scope for further study for new research in this area.

Besides these five chapters mentioned above, the research work also includes footnotes at the end of every page and Bibliography at the end of the research studies.

List of Research Publications

Publications:

- 1) "Problems Concerning with the Sankhya School of Management", Published in Everant Publishers Private Limited, Journal of Management and Economic on 31st May, 2016 in Volume 1 Issue 4.
- 2) "Gunas and Their Role in Management", Published in Everant Publishers Private Limited, Journal of Management and Economic on 31st May, 2016 in Volume 1 Issue 4.

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