**Shloka - 10**

**गावो गन्धेन पश्यन्ति वेदै: पश्यन्ति ब्राह्मणा:।  
चारै: पश्यन्ति राजान्श्चक्षुर्भ्यामितरे जना: ॥**

गावो  = cows, गन्धेन = with the help of smell, पश्यन्ति = can see, वेदै: = with vedas, ब्राह्मणा: = brahmins, learned people, चारै: = with the use of spies , राजान = राजन : = King , चक्षुभ्यां = with the help of eyes, इतरे = other, जना : = people

This is a shloka which indicates how should one find out what is happening around, what one should do, what others are doing, what our subordinates, friends, colleagues are doing. What should a boss do in the company, what should a king do? What should a CEO or MD do? What should we do?

It says that, common men perceive with eyes (including with ears, after reading what comes in front of us through TV news, newspapers, learning from friends, relatives colleagues etc.

But what is apparent is not enough. One has to go beyond, to find out what is really happening beyond what is seen. This is done through different means. Different people, including animals do it differently.

Animals do it with the smell. Cows, dogs etc recognise their pets with their smell. They can also make out if they are well or unwell with the help of smell.

Similarly, learned people, educated people know what is right or wrong with what they have learnt, the Vedas, the scriptures , the teachings of parents and teachers, etc, which help them know what is right or wrong, what is good or bad etc

Similarly, the King, not only knows what is apparent from the facts in front of the king, but also tries to find out what is not apparent, through the help of informers, spies. Here, as we know, one has to have caution. Not only the informers have to be objective and communicate the facts, but also the king has to try to get the facts cross checked and not get carried away only by the feedback of the informers.

What is true for the king is also true for the CEOs, the MDs and those, handling large number of subordinates and are in a senior position who have to manage and lead so many layers of people.

Whereas, ordinary people, perceive information based on what is in front of their eyes, they do not try to go beyond, do not try to anticipate, extrapolate what can go wrong and get carried away by half true facts in front of them. They need to be alert, think, learn from the past experiences and try to question and validate the information, seek additional facts which can help them know, proactively, what is right from what is incorrect..