

## 8. “Think just how you can change the result”

- if you think simply

There is a person who says, “I don’t see with whom I can hit it off.” This person thinks in reverse because people get along with those who are already around.

The person who says something like, “I don’t see which company would be a better place to work,” thinks in reverse as well. Compatibility is not what you determine but what people around you eventually choose. This is what I learned from Mr. Yashumitsu Shigeta (The Chairman and Chief Executive Officer of HIKARI TSUSHIN, INC.).

If a person says, “I don’t know what the best job is for me,” it means that this person is still looking for his/her identity. If I saw this person, I would say, “You don’t see because you are just thinking.” When you apply for the interesting position and the company gives you a job offer, it is a fortunate and high possibility that the job position is a perfect match for you. At Hikari Tsushin, Inc., there is no interviewer asking for details about you because they consider a good employee to be one who keeps working there for more than 1 year. It is not easy for you to judge which company is the best and which working environment is perfect. It is also not easy for human resources to find an appropriate person from all of the applicants. Therefore, their definition of a good employee is one “who keeps working for more than one year.” They say, “Our judging ability is very limited. Let’s wait for one year.”

This idea makes you think more simply. For example, young entrepreneurs such as Mr. Horie, the founder of Livedoor, have simple ways of thinking. He repeatedly mentions the phrase, “Keep it simple.”

- What’s going to happen if you don’t fuss.

A mediocre person fusses over everything. To finish fussing in the early stage is preferable. Long consideration is meaningless, but it is meaningful if you consider something you can change with your answer. A poor person thinks, “what if it rains tomorrow,” “what if I get denied,” or “what if I get dumped by my partner.” That’s what you cannot change. Do not fuss over things, but consider them constructively.

First, set time limits for your consideration. If you set a limit of 10 minutes, you must stop considering it by then. Mr. Eitaro Itoyama (the Chief Executive Officer of Shin Nihon Kanko Co., Ltd) said, “What would you do if you have to attend both a wedding and a funeral on the same day? Do you keep being happy and smiling or keep crying?” After all, setting time limits for smiling and crying is the solution.

Since I learned this, I have been able to take everything more simply. I stopped the meaningless fussing over things. If I have something to do, I do not have an enough time to fuss. You have to realize that you have a lot of free time if you stop spending your time fussing over something.