

### खण्ड-A / Section-A

- Q.1 If you look into someone's face long enough, eventually you feel that you are looking into yourself.  
यदि आप किसी के चेहरे को काफी देर तक देखते हैं, तो अंततः आपको महसूस होता है कि आप अपने भीतर ही देख रहे हैं।
- Q.2 We can easily forgive a child who is afraid of the dark; the real tragedy of life is when men are afraid of the light.  
हम उस बच्चे को आसानी से क्षमा कर सकते हैं जो अंधेरे से डरता है; जीवन की वास्तविक त्रासदी तब होती है जब लोग रोशनी से डरते हैं।
- Q.3 It is the province of knowledge to speak and it is the privilege of wisdom to listen.  
बोलना ज्ञान का क्षेत्र है और श्रवण करना बुद्धि का विशेषाधिकार है।
- Q.4 Drop the question what tomorrow may bring, and count as profit every day that fate allows you.  
यह प्रश्न छोड़ दें कि कल क्या हो सकता है, और हर उस दिन को लाभ के रूप में गिनें जो भाग्य आपको अनुमति देता है।

3) IT IS THE PROVINCE OF KNOWLEDGE TO SPEAK  
AND IT IS THE PRIVILEGE OF WISDOM TO LISTEN

The evolution of supermarkets, grocery stores was an organic development to meet the demands of the customer. On the early days, the knowledge of the store-owner was all it took to decide on stock-keeping units (SKU). This has served the customer's interests for better part of 20th century.

However, an individual in the late 20th century hypothesized that the customer's interests are being under-valued. He realised that there is lack of two-way communication in reality and listening to customer's opinions. So, he embarked onto creation of a company. Little did he thought that he was creating a revolution!

Before understanding the revolution he created, let us understand the concepts of knowledge and wisdom, its interrelation and the need to use them judiciously in all walks of life. Knowledge is culmination of human learnings, through education, enculturation and experiences. Wisdom can be understood as the ability to decipher the grey zones of life, the limitations of knowledge and its applications.

## The need of knowledge and wisdom

Homo Sapiens have developed the construct of language, which is understood to be a pivotal marker for superiority of species. It led to needs of communication and improved overall life.

To illustrate, humans spoke about hunting methods to impart knowledge to others but at the same time they actively sought advice on migration patterns, hunting duration and animal selection. This helped in maintenance of gaitutanian society.

However as population grew, political systems established. to ensure coordination and peace. While there are several models of organisations such as chiefdom, council of elders etc, there is one common trait that binds them all. The wisdom to listen their subjects.

At the global level, Church became the medium of delivering knowledge by medieval period. However, it lacked the wisdom to listen contradicting opinions. The enlightenment period challenged the knowledge of church and opened the lanes of wisdom to actively listen and pursue contradicting thoughts.

Similarly at the regional level, Mauryan kingdom attained its peak glory due to violent expansion of empire by Chandragupta, Bimbisara and Ashoka. While their knowledge to impart tactical skills and administration enabled their heights, their wisdom to listen to religious leaders etched their place in the annals of history. Chandra Gupta and Ashoka's religious expeditions brought even more prosperity for large public, thus solidifying the Rule's 'philosophical'

Mahatma Gandhi is known for his valor and reliance on his values of Satyagraha and Non-violence. He didn't limit in imparting knowledge to citizens but actively listened to large public. The instances of engaging with Dalits for better integration into society, heeding to the advice of Amno Asif Ali to allow women in freedom movement encapsulates his wisdom, leading to fall of Colonialism in India.

Similarly, not actively utilizing the privilege of wisdom emancipated citizens across the world, leading to rise of French revolution, American revolution as the disgruntled population were fed up with the provision of knowledge applied by administration. The similar fate is also witnessed by Colonialism and also led to ultimate demise of Soviet Union.

The topic of Soviet Union collapse reminds of the ongoing Russian-Ukraine war which has taken more than millions of lives through migration, displacement and death. The brutal war is an illustration that the power blocs involved have the ability to speak but lack the privilege of wisdom to listen, engage other parties and prevent the abovities.

As we move towards technological innovations, the province of knowledge enables discovery of new technology, thus creating business opportunities. The rise and fall of Nokia, Blackberry and Kodak provides the grim picture of misutilizing their privilege as market-leaders and not listening to conventional wisdom of adaptation. Similar is the case with Oceangate, which didn't engage with wisdom of inputs, leading to avoidable catastrophe.

In the case of administration, civil servants are deemed to be exceptional when it comes to provision of knowledge, but their application of privilege to listen to public establishes the quality of public service delivery. The impact of listening to public enables compassion, empathy, objectivity.

for example, VK Menon actively engaged with princely states to integrate themselves into independent India. The amalgamation of knowledge to persuade and wisdom to understand their grievances has enabled the formation of independent India. Thus, we establish the need for knowledge and wisdom to co-exist and its interdependence to ensure superior living.

All that glitters isn't gold

The public have a tendency to listen to their leader. The blind trust leads to apocalyptic situations. For example, the regime of Adolf Hitler was catastrophic across all levels. How he was able to persuade his public to listen to his propaganda is a cautionary tale of misuse of wisdom to listen.

In the contemporary area, social media is actively engaging his public into algorithmic feeds. The wisdom of individuals to seek information are being diverted into normalization of extreme views and spilling out hatred. This establishes that the bad outcomes that may arise due to listening and applying one's knowledge to test its validity.

Similar is the case with the proliferation of misinformation and disinformation. Technology has enabled to spread news in rapid pace without any authentication and validation. This leads to rise of false news, which ~~led~~ for instance led to outrage of <sup>women's</sup> modesty in Nanipuri. This explains the balance of knowledge and wisdom to decipher the gravity of situation.

Means to access light at the end of the tunnel

It is important that the province of knowledge and privilege of wisdom to go in tandem to ensure collective development of all stakeholders. At an individual level, education plays a critical role. As Mahatma Gandhi, state, "we need to keep shedding as if we are going to die tomorrow". Along with that

an individual must inculcate patience to achieve objectivity, rationality.

At the societal level, the mode of enculturation must ensure ethical development of children. As Anandhya Sen, states in his book "Argumentative Indian", we have a long history of debate and discussion, which must be continued to establish thesis of knowledge and wisdom.

The markets and governments should place guardrails around aberrant behavior and provide open lance of communication such that knowledge is expressed and wisdom is sought actively. This can be developed through rules, laws and regulation with listening to citizens in development.

The individual that we spoke of was Jeff Bezos and the company he created is Amazon, which started a revolution of actively listening to customer and placing them at forefront. Jeff Bezos realised that knowledge of selecting items isn't enough and we should actively listen to wisdom of customers on what they need and demand from the service

This idea has spilled over into all the industries as they seek out the wisdom of the customers, through internet forums, grievance mechanisms etc. This method of actively seeking wisdom has also spurred the administration / government functionalities as they seek to inculcate customer's wisdom and knowledge of policy making to design better policy.

To conclude, knowledge and wisdom are  
paramount for human existence as can be understood  
from below phrase, to achieve immortality.

Asato ma Sadhgamaya

Tamaso ma Jyotigamaya

Mritanyam Amritam Gamaya. ↓

NEXT  
IAS

उम्मीदवारों को  
इस भाग में  
लिखना नहीं है।  
Candidates  
must not  
write on  
this margin

खण्ड-B / Section-B

उम्मीदवारों को  
इस भाग में  
लिखना पना है।  
Candidates  
must not  
write on  
this margin

- Q.5 Truth, like a torch, the more it is shook, it shines.  
सत्य, मशाल की तरह है, इसे जितना अधिक हिलाया जाता है, यह उतना ही चमकता है।
- Q.6 Art is I; science is We.  
कला मैं है, विज्ञान हम है।
- Q.7 Only the dead have seen the end of the war.  
केवल मृतकों ने ही युद्ध का अंत देखा है।
- Q.8 Act as if it were impossible to fail.  
कार्य ऐसे करें जैसे कि विफल होना असंभव ही था।

8)

ACT AS IF IT WERE IMPOSSIBLE TO FAIL

In mid 20th century, there lived a young boy with his family in the suburbs of Delhi. Since his early years, he was very fond of acting, dancing and everything that comes <sup>within</sup> in the realm of entertainment. While the transition from black and white television to color television was slow, his love towards entertainment was quick and steadfast. With bundle of hope and indomitable will, he made his way to the streets of cinema.

Before we understand the evolution of life personality and future, let us decipher the <sup>instances and</sup> traits that enables humans to act voluntarily without thinking about outcomes. Whether there are any situations that require to take a pause before acting and means to pick the best suitable option.

Homo Sapiens evolution is a testament to human ability to persevere harsh conditions. Humans acted on big animals with the assumption that they will capture it, albeit with some struggle. Often times, they had <sup>to</sup> wait long hours to catch their prey or achieve their objectives. The incidence of fire by smashing two stones against one other establishes the perseverance and patience of humans in acting and achieving their objectives.

The medieval times were a curious case of hegemonic control over traditional systems. Then came the astounding discoveries by Copernicus, Galileo spurring the generational thinkers to act without thinking of consequences. Similar was the contribution by Socrates, who faced death sentence for going against aristocratic thought.

The precipitous rise of Nelson Mandela and Mahatma Gandhi is often attributed to what they have achieved for the nations. But the cognitive ability to act, when regressive forces were at its peak establish the courage, fortitude of these individuals. They trusted in their ideals and believed that the time to act is now to achieve independence, even though there were good chances of failure.

The names of Michael Phelps, Michael Jordan, Vishwanathan Anand are synonymous to the sports they are affiliated with ~~but~~ due to their acts, which stretched the realms of possibility within sports. As Michael Jordan states, he missed close to 90% of deciding shots but everytime he takes the shot, he acts as if it is going to fall in.

This remarkable skill of confidence, visualisation separates the good from the great. On the recent Tokyo Olympics, Deepika Kumari said that she felt overwhelmed with expectations which tilted her acts, resulting in below-par performance. There, confidence, ability to visualise will influence the act and its impact.

With record low temperatures, the climate change is impacting every walk of life across the globe. As the Chinese proverb, says, "The best time to plant a tree was 20 years ago., the next best time is now".

This phrase encapsulates the need to act is now to protect not just our lives, but also of future generations.

The factors of emergency, prudence and optimism should drive the acts of environmentalism. The concept of restorative generation where individual own responsibility and act towards protecting the planet by discharging waste properly and altering consumption, choices to protect environment. There is an incessant need to act now without thinking of potential failure. as we didn't inherit the planet but instead are indebted for our future generations.

Similarly the values of science are witnessing cataclysmic shifts due to increasing avenues of innovation. The foresight of scientists and their persistence to work over long hours are resulting in pathbreaking innovations such as CrisPR-Cas9, medicines for Malaria (Nosquinix), Cancer etc. Their impeccable grit to act without contemplating on failure reaps rewards.

However there are instances and activities which require careful deliberation before acting.

These activities are either high risk / high reward situations, impacting wide range of population across world, difficult to explicitly define objectivity and rationality, unintended and unseen consequences.

As we have seen previously, discoveries in science are due to the persistence and farsight of scientists. Similarly, the acts of scientists are leading to creation of biologically engineered babies and biomimesis which can cause detrimental impact on human race. Such acts need to be contained as any failure in its containment will have tremendous impact.

The technological realm is facing an inflection point with the advancements of Artificial Intelligence (AI). The governments, companies are grappling on means to act on regulation and safeguarding its usage. The dichotomous situation of regulation leading to proliferation (or suppression of growth) is paving way for a cautious approach in calibrated manner.

The administration entrusted with public service delivery need to carefully calibrate their actions considering possible repercussions and scenarios. Tribals have unique lifestyle from mainstream culture and any act by administration towards their integration must go through several layers of scrutiny to potentially eliminate any failure as any tension could lead to revolts, mistrust on services.

Similarly, the latest incidence of introducing digital marking of attendance for MGNREGA has eliminated several workers from availing benefits. Thus, the act to weed out incorrect beneficiaries has caused unintended consequences of removing eligible beneficiaries leading to decreased livelihood opportunities.

Several nations came together with the notion of "Vasudhaiva Kutumbakam" (world is one family) to find amiable acts that will result to positive outcomes. One of the recent event was to share vaccines and medical equipment during COVID-19 pandemic. The act of sharing resources led to domestic upheaval during and wave of pandemic. This explains the double edge effect by Thomas Aquinas due to unseen scenarios.

The aberrant behavior of individuals, societies and nations to cheat to achieve their ends is due to their confidence that they will not fail. The maxim that the balance of justice inclines towards right process must be considered before doing heinous acts of robbery, quality cheek in pharma industry, scams and cyberattacks etc.

While it is important to act, it is essential to evaluate the potential scenarios to understand the gravity and potential of our acts. An individual can actively deploy methods such as known/unknown ration to delineate potential outcomes of an act and question the rationality behind an act.

Similarly, Cost-benefit analysis, Impact assessments, provide objective framework to consider an act. However, the ethical framework of Categorical imperative by Immanuel Kant, Deontological view and Nishkama Karma enable an individual to act without focusing on the ends as a setback is stepping stone to success in the future.

As author Gabriel Garcia Marquez said,  
 "we <sup>don't</sup> grow old due to lack of drama but we grow  
 old because we stop dramatic" establishes the  
 need to act without thinking of failure. As of the  
 individual who desired a career in acting, started  
 with mediocre role in television.

Slowly, he carved a path ~~by~~ for himself  
 and people refer to him as king Khan due to his  
 illustrious career and acts with great courage and  
conviction. To summarize, Ralph Waldo Emerson  
 encapsulates the power of thought act below,

"Sow a thought, reap an action  
 Sow an action, reap a habit  
 Sow a habit, reap a character  
 Sow a character, reap a destiny"

उम्मीदवारों को  
इस भाग में  
लिखना नया है।  
Candidates  
must not  
write on  
this margin



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## Space for Rough Work

4/3) It is province of knowledge to speak and it is privilege of wisdom to listen

- ① Anecdote - Supermarket  $\leftrightarrow$  Amazon
- ② Df - knowledge & wisdom
- ③ H. sapiens uniqueness  $\rightarrow$  superiority
- ④ Evolution of political systems - speak & listen
- ⑤ Ashoka, Chandragupta Maurya  $\rightarrow$  listen (align)
- ⑥ Church - enlightenment - knowledge & wisdom (x)
- ⑦ Not listening  $\rightarrow$  fall of kingdoms - BR, AR, & colonialism, Soviet union breakup  
- Gandhi - Dalits, Anna Hazare, Ahi
- ⑧ Russian-Ukraine war  $\rightarrow$  lack of willingness to listen
- ⑨ Geogate fiasco - all wisdom (Tech - Nokia, BlackBerry) | Fortune 500 - change
- ⑩ Administration - wisdom to listen - Empathy, Compassion, Spirit of service
- ⑪ Tolerance - Aristotle - listening to others - Brotherhood
- ⑫ ⑫ Polarised world - social media - hatred, normalisation of exuberance - Bad outcome
- ⑬ Misinformation & Disinformation - Manipulation abhorred based on fake news
- ⑭ Nazi Hitler - crowd listened but for what? - hell, pain.
- ⑮ Salami slicing technique - listening to Chinese  $\rightarrow$  trusting is mistake + Climate finance
- ⑯ ⑯ Individual - Doublecheck, valid sources, slow-down from fast-paced world, Education
- Society - Culture of debate (Angu Andru - Az), Tolerance, Enculturation, respect
- Market - Guardrails, open lanes of ammu (Govt-market-citizens) | Govt - regulate
- ⑰ Conc - Asato ma Sad  
Tomato ma Zyo Nory
- Character - Amazon  $\rightarrow$  richer  $\rightarrow$  multi-billion company

## Space for Rough Work

2) Act as if it were impossible to fail.

① Anecdote - SRIC

② H sapiens - fire (kept snatching), hunting (working)  
Factor - Pinocchio, gnt, deter

③ Copernicus, Galileo - Socrates - Plato, Aristotle

④ Nelson Mandela, Gandhi, Desmond Tutu.

⑤ Sports - Roby Ruth, Phelps, Michael Jordan (shoot) 100 - Thought Deepika Kumari

⑥ Envi - China prohib (20 year) restrains generation

Pushing limits - CRISPR-Cas9, Chandrayaan 2, NOM

Bio weapons, catastrophe, COVID (4 numbers)

⑦ Science & Tech -

⑧ Nobel prizes

Taken  
Pain

Factor - Unintended consequences, Uncertain situations, Limited objectivity, Input people are?  
rationality

⑨ Govt policy decisions

⑩ International forum

⑪ Sports - Pass/shoot - Collective team spirit

⑫ Administration - MGNREGA farm ID - difficulties

⑬ Aid assistance - Vaccine Nairobi

Creating - Pharma order, Scams, cyber attack

Wt - Known, unknown nation. Regulatory sandbox - experimentation,  
Education - quishing status quo. Nears over end - CI, Kant,  
Nishkama Karma.

In AC  
 AC  
 AC  
 AC  
 AC

Core Gabriel Garcia Marquez - We don't grow old because of lack of dreams but we grow old  
 because we stop dreaming

Character RWE - Thoughts - Actions - Habits - Charac - Defining