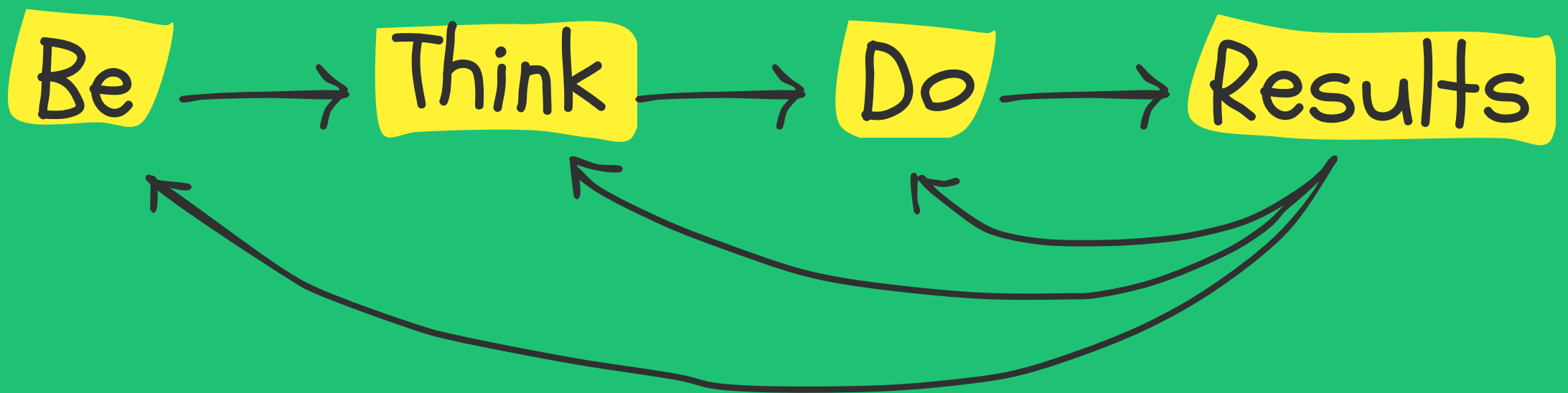


Change the way you approach
life problems:
from single-loop to triple-loop



Inspired by Robert Ellis, Coaching From Essence



ABNASIA.ORG

We usually focus on single-loop: Do differently



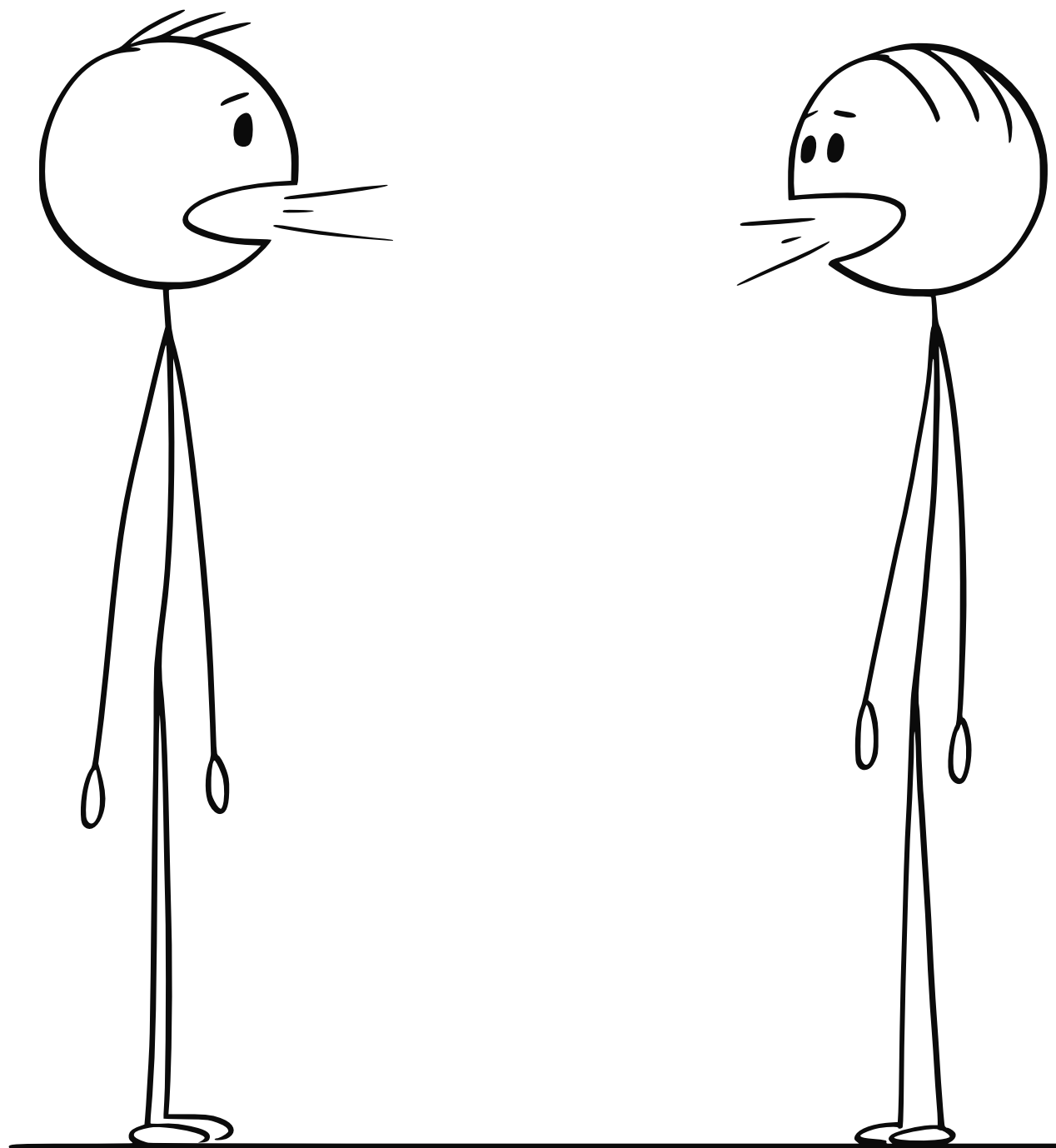
Solve problems by:

- trying different things
- tweaking it and try again.

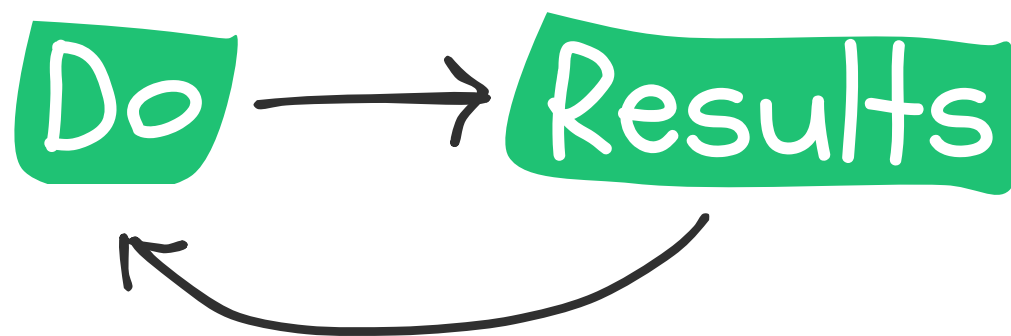
Adjust what we DO until we get it right.

Example:

If networking feels awkward and unproductive, how can you make it better?



If you ask "What should I DO...", you are using single-loop approach



Single loop approach will
provide you with
ACTION- FOCUSED ADVICE

Research on participants

Rehearse what you will say

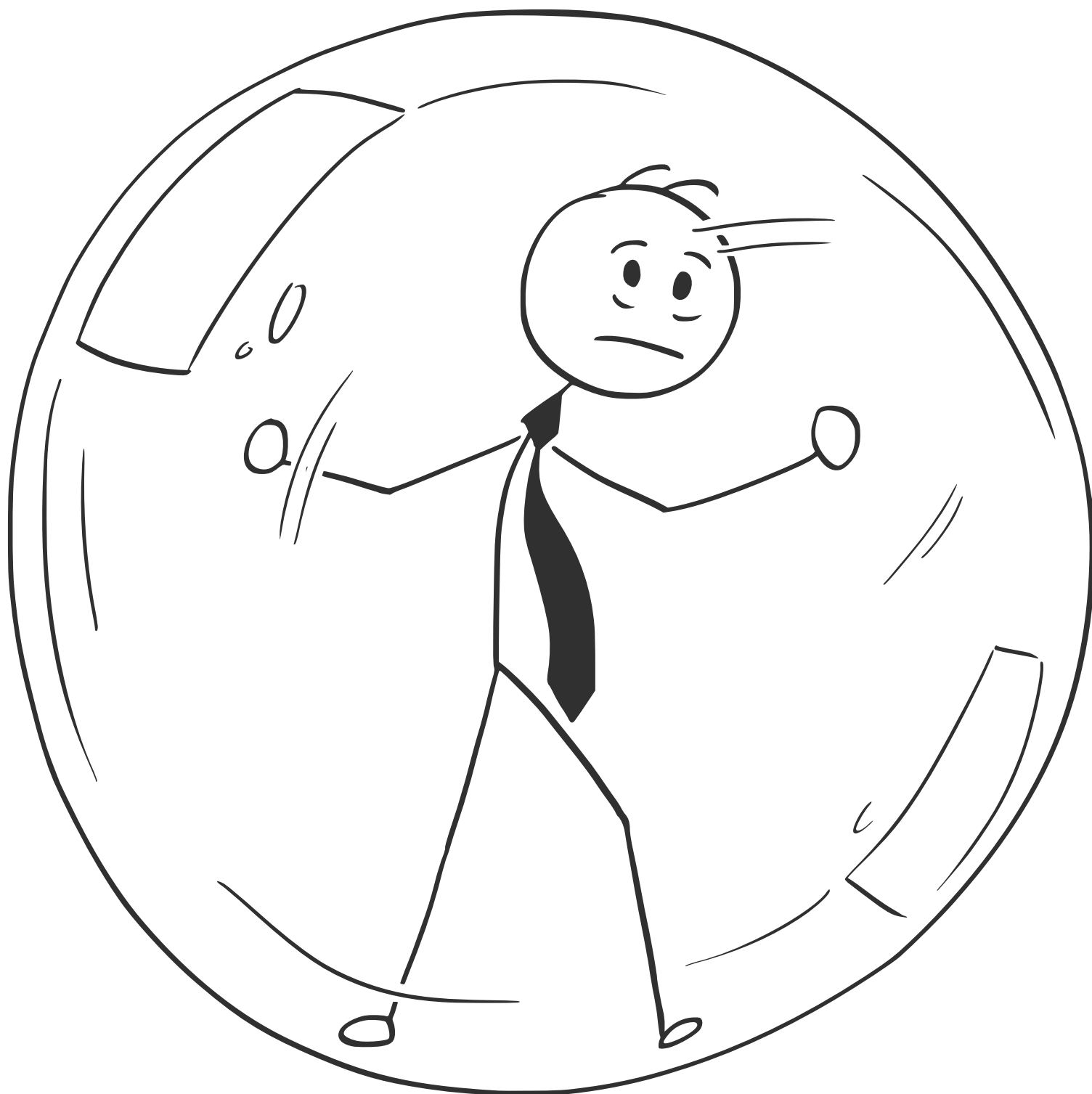
Offer values before asking for
something

Follow up and stay consistent

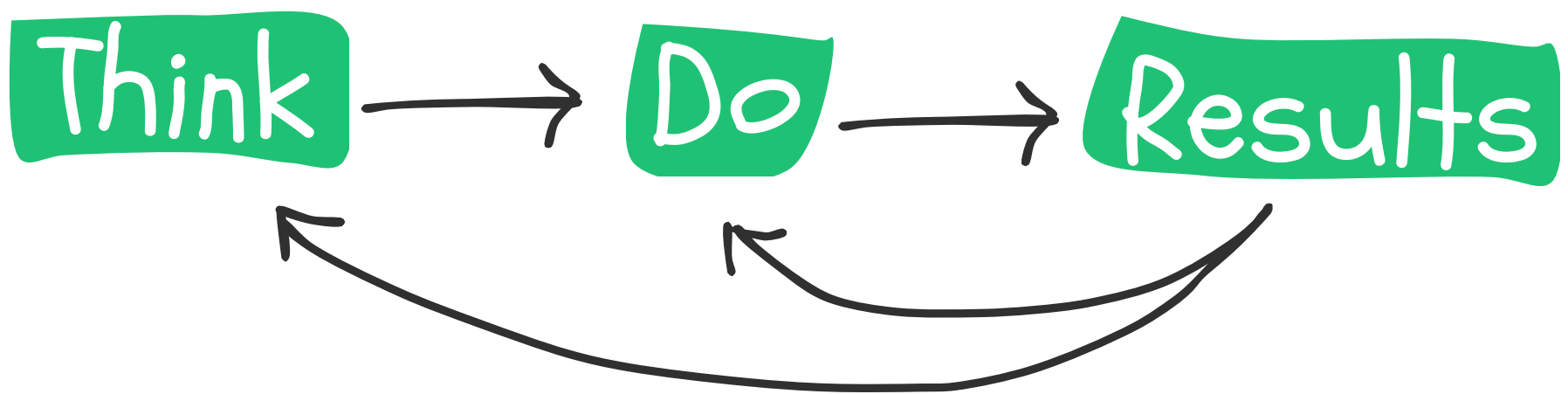


You will be more effective, but
networking still feels draining.

Discipline can only get you so far.
You might reach your limit quickly.

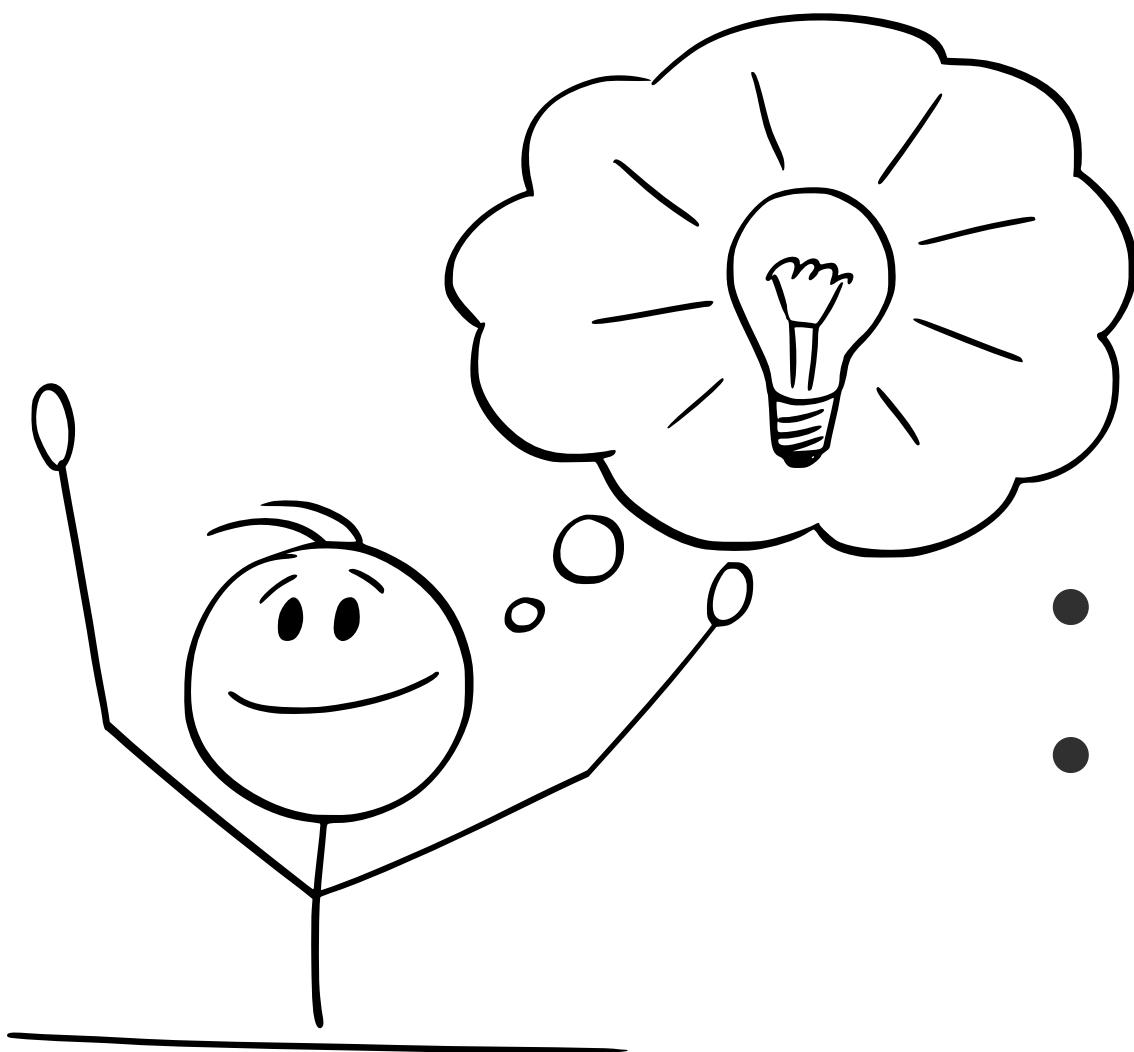


Let's try double-loop: Think differently



From: What should I do?

To: How should I THINK about it?



- Shifting mindset
- Changing actions and outcomes as a result



How should I THINK about networking?

OLD THOUGHTS

01. Networking is a chore that I have to do.

02. It's a showcase of myself

03. It's about how many people I talk to



NEW THOUGHTS

"Networking can be made enjoyable"

It's an opportunity to exchange ideas and learn about each other.

It's about the quality of the connection that I build



From new THINKING to DOING with better intention

NEW THOUGHTS

01. Networking can be made enjoyable

02. It's an opportunity to exchange ideas and learn about each other.

03. It's about the quality of the connection that I build



NEW ACTIONS

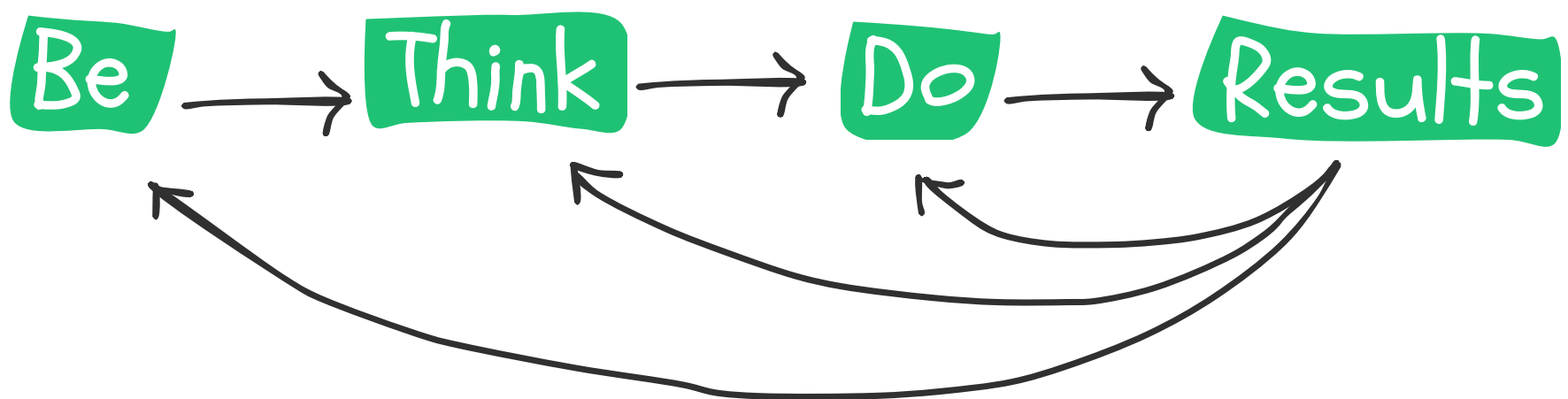
Connect to people you are truly interested in

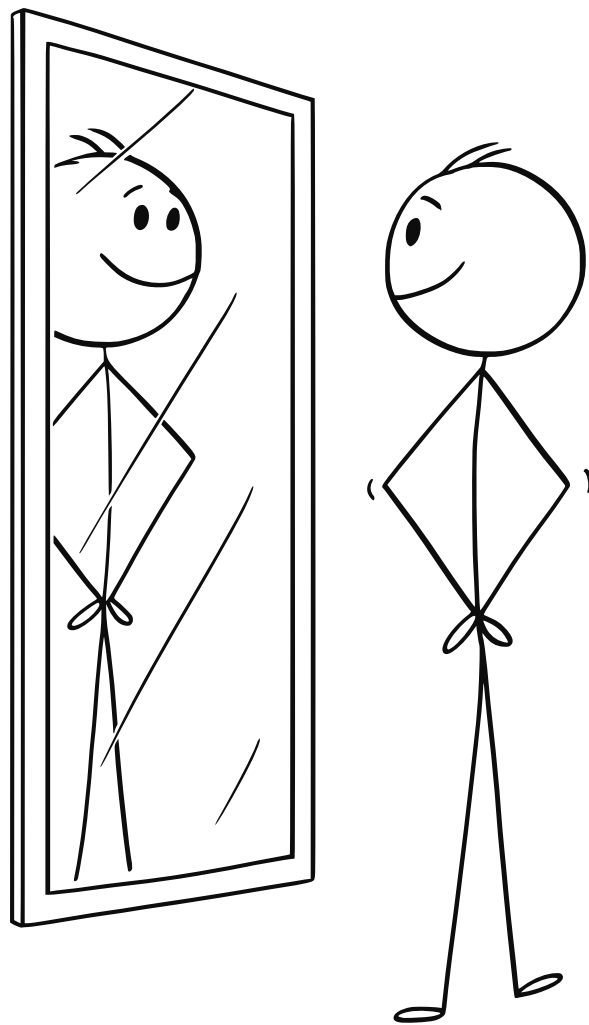
Ask genuine questions and stay curious

Follow up with real care and attention to the person



An even deeper transformation
happens at the triple-loop:
embracing a new identity.





Beyond changing how you think, you change your identity "Who am I in this situation?"

The new identity will then guide how you think & do

Who are you at a networking event?

I WAS...

01. ...just an attendee.

02. ...an optimizer, focusing on my own benefits.

03. ...a presenter for myself.

I AM...

...a host, ensuring everyone is having a good time.

...a connector, building relationships among interesting people.

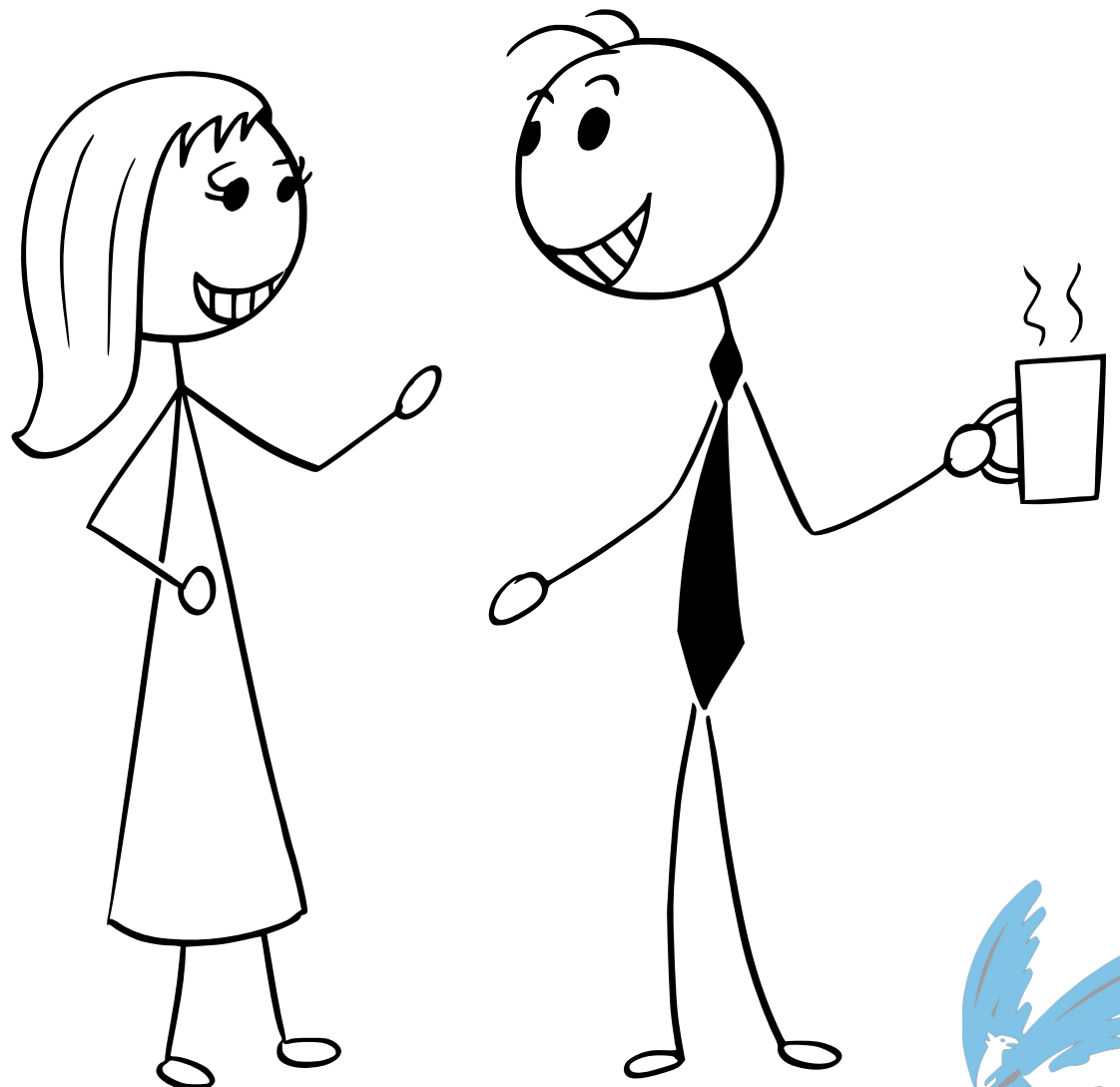
...a learner, genuinely interested in building more knowledge for myself and others





Deep transformation happens
when your identity changes.

Internalizing this new identity,
you naturally THINK and DO
more effectively, in alignment
with this new BEING.



Sometimes, DOING differently is only a surface solution.

To get unstuck, you need to go further back, to the thinking and being that influences your actions.

