

## ACORN BUSINESS COACHING

Normally, I just send articles of a length that can be informative without taking too much to peruse. This time I am going to excerpt from a book which should entice you to read more from it. The only other book that I consider recommending is Jim Collins - Built to Last since the stories in them are so useful to practitioners of the art of management

From Garry Kasparov's book "How Life Imitates Chess"

### Staying Out of the Comfort Zone

"Opposite pairs working in harmony: this has become a theme of our quest to perfect decision-making. Calculation and evaluation. Patience and opportunism, intuition and analysis, style and objectivity. At the performance level these elements come together in management and vision, strategy and tactics, planning and reaction. Success comes from balancing these forces and harnessing their inherent power.

"And as we've seen again and again in this book, the only consistent method for achieving such a balance is to constantly seek to avoid our comfort zone. It's a bad habit to become over reliant on one skill or way of doing things just because it has in the past worked well for you. It's better to throw yourself off-balance, as Topalov and I did in that first game of Advanced Chess. One of the lessons I took away from that match I think about almost every day: the one time you are surely learning something is when you are nervously attempting something new, even if it is simply solving a routine problem in a novel way. If you want an illustration of how deeply you are set in your routines, try brushing your teeth left-handed, or putting on your trousers left leg first. Our mental routines are no less ingrained—and they have more profound consequences.

"Engaging with the weakest points in our game and drilling down so we really understand them is the best and fastest way to improve. Working to become a universal player—someone who can defend as well as attack and is at home in any type of position—may not always have an obvious immediate benefit, especially if you are in a specialized field. But in my experience working toward a universal style creates a rising tide that lifts all boats. Gaining experience in one area improves our overall abilities in unexpected, often inexplicable ways.

"I was lucky in that I was virtually forced by Anatoly Karpov become a more positional, strategic player. It was sink or swim for me, either I broadened my style and my understanding or I wouldn't be able to beat him. The situation is not so clear for most people. We can go through our day-to-day lives without changing our habits and nothing terrible will happen to us. The problem is that it is also highly unlikely anything at all will happen to us—including good things. Successfully avoiding challenges is not an accomplishment to be proud of.

A business coach is a good way to help you "stay out of your comfort zone".