



*Betty Zsoldos*  
**Crisis Coach**

Master Coach, NLP Master, Trainer

email: bettyzsoldos@gmail.com

web: diymindsurgery.com

# HOLISTIC TREATMENTS IN BUSINESS - IV.

## Introduction to Systems Thinking



Before we start to learn dancing waltz, let's watch its steps. If you have danced only cha cha cha then you must be prepared to learn something total different now!

Did you know that in order to learn something new, you have to go out of the field of your routines and habits, you must be willing to **leave your comfort zone for the information and experience that you haven't had? Without this, learning never takes place!**

So, now, when learning the steps of waltz, that is, the dance of the elements of a system, let's dig deeper to see how our mental models affect our learning processes.

**Mental models are our deeply rooted suppositions, attitudes, thinking strategies that unconsciously guide us to choose to react!**



because they are used and worn. What if I say they belonged to Nelson Mandela? ... Or, how would you answer differently, if I said that one of them was thrown at George Bush at an Iraqi press conference?... Well, a Saudi millionaire paid \$10 million for them! You can label it as madness, or any other, but it is about YOUR beliefs.

**Every minute of your daily activities reflects your beliefs.** You will taste wine much more delicious if I tell you it is rare and expensive one, and you would most probably stop eating your dinner if I told you that meat on your plate is made of rat.

As all information coming from the outside world is flowing through the filters of our beliefs and convictions, **for us, individuals there is no such thing as an objective world.** The signals always pop up in our mind simultaneously with the sensation, which makes our experience subjective.

**Believing in something gives you permission, while disbeliefs mean prohibition.** Permission is the green light for you to go on, because not only you are allowed to, but also "you can do" it, and you're also encouraged to use your environment, abilities to deploy your skills and talents. Prohibition is just the opposite: even if you would be brilliant at something,

your skills and abilities are much less at your disposal.

**What about your beliefs, convictions, permission and prohibition on the field of business?**

Please, Dear Reader, **don't take it as a rhetorical question, but ponder over that** in order to get tangible benefits.

Let's play a bit.

Imagine your parents, grandparents and great-grandparents (even if they passed away long time ago) are all sitting around your table.

You are giving them a detailed account of your business life, successes and failures, profits and losses, good times and challenges. And here comes the interesting part: listen to them carefully!

What do they say? How are they encouraging you? Who is proud of you? And who is not? Is there anyone who scolds you for anything? Is there anybody who would think it is a shame that you...? What about money? If your ancestors were very poor, and you are a bit better off, what do they suggest?

Go deep, and recognise those non-verbal messages that are less articulated. While lots of times the verbal message is something positive, the non-verbal one conveys: "take care", "you shouldn't", "it is frightening", etc. Then your part is coming: ask for permission and blessings! Got them?

**Now, you are ready to learn dancing!**

(... to be continued next issue)



**We hardly ever respond to what we see, what we hear, what we feel, as our reaction is conditioned on our beliefs about everything "out there"...** For instance, I'll show you a pair of shoes. How much would you pay for them? Nothing, you say,