

**BEHAVIOUR**

## Pacing yourself

Your best intentions to drink responsibly could be compromised by as little as the shape of your glass. Research\* has found that social drinkers consume alcoholic beverages almost twice as fast from a curved-sided glass than they do from a straight-sided one. It is thought that it may be more difficult to accurately judge the halfway point of curved glasses, therefore making it hard to keep track of how quickly and how much you are drinking.

**THREE WAYS...**

### ...to deal with **negativity**

Trying to lift another person out of negativity can sometimes bring you down. Here's how to respond without being drawn in.

- 1 Validate how the person feels.** This could seem as if you're reinforcing negative feelings, but you're not. Don't justify negativity, simply show you understand what they're going through.
- 2 Find a point you agree on.** You don't have to endorse everything they've said, but if you can, agree with some of what the person is unhappy about, for example "Yes, that is an awkward situation". If you share some of their frustrations, be specific and let them know. By responding in this way, you will help them feel they are not alone.
- 3 Discover what they are positive about and reinforce it.** Don't try to convince them to be positive, but give attention to whatever positive feelings they do show. If the person is purely negative, make sure they hear you supporting others who have shown positivity. The idea is to encourage positive feelings. Offer concrete hope based on real positive feelings people already have, rather than attempting to enforce positive feelings you think they should have.

By Peter Bregman author of '18 Minutes: Find Your Focus, Master Distraction, and Get the Right Things Done' (Business Plus) and 'Point B: A Short Guide to Leading a Big Change' (Space for Change)

**Q & A**

### David CM Carter

author of *Breakthrough* (Piatkus, £14.99) and professional mentor

## «Anyone can learn how to be successful»

Your book focuses on taking achievable steps towards becoming the best version of ourselves. How do we know what that is? I've identified six areas of our lives: personal, physical, emotional, mental, spiritual and professional. I like to imagine these areas as six spokes on a wheel: if one fails, pressure is put on the other five. The best version of yourself is highly personal and will change with age and individual situations, but as long as you always try to be the best version of you at that time, you can enhance your life enormously.

### What are breakthroughs and how do we achieve them?

Breakthroughs are self-directed life changes that the changer sees as significant, for example giving up smoking. It may seem as if we need to make huge 180-degree alterations in order to see an improvement, but in reality we only need to make a small, five-degree adjustment to move our lives onto the right course.

### What should we do if we suffer a setback?

Failure isn't falling down, it's staying down. Setbacks can present a great opportunity to re-evaluate the course you are on. Learn from them in order to achieve your goals in a more productive way. Finding a mentor is often a great way to get back on track.

### Your mentoring clientele include CEOs, celebrities and entrepreneurs. Can anyone benefit from taking this approach?

Even CEOs of major companies started somewhere. These successful people have simply figured out that these ideas work and have applied them. There is no reason why these *Breakthrough* rules shouldn't apply to anyone who is willing to put in a bit of energy to change their lives for the better.

All profits from the sale of 'Breakthrough' will fund the DCMC Wisdom Wiki, an initiative on the website davidcmcarter.com making the advice in 'Breakthrough' available for free.

PHOTOGRAPHS: CORBIS; GETTY IMAGES; PLAIN PICTURE. \*UNIVERSITY OF BRISTOL. PUBLISHED IN PLOS ONE. DR ANGELA ATTWOOD ET AL. BRISTOL SCHOOL OF EXPERIMENTAL PSYCHOLOGY. \*\*SLOTTER, EB & GARDNER. WJ (2012). THE DANGERS OF DATING THE 'BAD BOY' (OR GIRL) WHEN DOES ROMANTIC DESIRE ENCOURAGE US TO TAKE ON THE NEGATIVE QUALITIES OF POTENTIAL PARTNERS? JOURNAL OF EXPERIMENTAL SOCIAL PSYCHOLOGY. \*\*\*ANDREW K. PRZBYLSKI AND NETTA WEINSTEIN (2012). CAN YOU CONNECT WITH ME NOW? HOW THE PRESENCE OF MOBILE COMMUNICATION TECHNOLOGY INFLUENCES FACE-TO-FACE CONVERSATION QUALITY. JOURNAL OF SOCIAL AND PERSONAL RELATIONSHIPS