

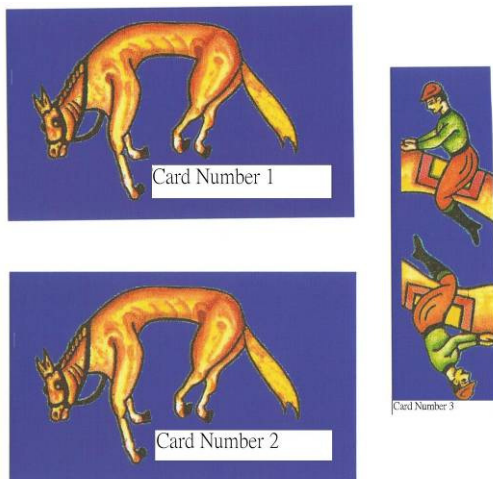
## Think Differently with Magic!



**By Magic Wilson**

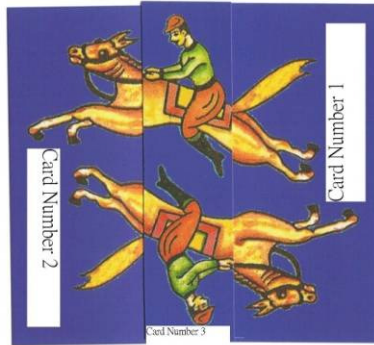
In the last article, “Manage Conflicts by Magic”, we introduced the “Magical 3” as a tool for negotiation. If we master the 3As (Ask, Acknowledge and Advise) in negotiation, we can get around difficult situations. While we face rejection from some people, the same rules apply. Even though we can do very well in managing our feelings, understanding the counterparty and clarifying our expectations with a view to get things done for mutual benefit, we often find it difficult to create a new angle or to propose various solutions to the counterparty. You might say “*Oh, I’m probably not very creative. Let’s forget about it...*” Is that the reality?

Let’s try an interesting exercise this time. Without looking at the answer and without breaking any cards, can you find a way to make each of the two riders on Card 3 sit properly on the back of the two horses on Card 1 and Card 2? Give yourself several minutes and think about that.



How’s that? Was it difficult? Many people will have no clue how to do this, even after an hour. Successful ones take about eight to 12 minutes to find the solution. If you find it difficult, consider printing this article out and cutting out the cards individually, and try again.

It’s easier this time, isn’t it? By now, you will have rotated both Cards 1 and 2 through 45 degrees, making the horses facing back to back, and so you can then easily put the two riders on top of the horses’ backs. Moreover, you will find that the two horses’ gestures have changed totally! Previously, the horses seem very tired and now they look smart and energetic. Isn’t that amazing?



We failed previously because most people tend to stick to their own ways of thinking and are not eager to change. When they face problems or rejection, they choose to retreat. However, if you move one step further – as you did by cutting the cards out and trying the puzzle again from various angles – you should be able to come up with a better idea, even if it might not be the perfect solution.

To enhance creativity, we follow the MOTI rule: mission, observation, trial and imagination.

1. First, set a clear mission that you want to achieve. It should be attainable, quantifiable and adjustable.
2. With everyday observations, be alert to the ways people do things or how things happen. These experiences are critical as we might face similar scenarios in the future.
3. Having generated a clear mission and possible solutions, take a brave step to try them out.
4. Keep an open mind and consider various possibilities. Do not kill any possible solutions at the very first start; just keep them until the day they work.

The essence of this exercise is to show that we have the ability to think from different perspectives. Many creative breakthroughs occur when attention is shifted from one angle of a problem to another. When one possible path does not work, shift to another. Sometimes, you might think that your ideas are crazy or stupid, but you should still try these out – they may work magic!

*Wilson Wan (a.k.a. Magic Wilson), CPA FCCA ACI Arb MHKIoD MHKIM GDRM MBA MEd(Counselling) LLB BA, is an accountant, corporate coach and entrepreneur. He is the director of Jacob Walery Limited, President of Institute of Professional Trainers and Coaches (IPTAC) and Principal Trainer of the World Leaders of Accomplishment Association. He is currently a doctoral candidate researching corporate strategies.*