

HPCG High-Performance Coaching Newsletter #18, Ralf Wolter



Dear Reader,

have you ever spilled your coffee on purpose? Yeah, me neither. But it might be about time to do so. Not necessarily in a literal way, but figuratively speaking. Because guess what? You can actually do yourself a favor by messing up a little.

I experienced this first hand when joining the PowerSpeaking team. I practiced hard to memorize the workshop content and deliver it with effective style and body language. Even minor mistakes had to be fixed, after all, I wanted to do a perfect job. It was really hard work, and here's the thing: it just was not as rewarding as I anticipated it to be.

A colleague changed my perspective by suggesting: „Mess up a bit!“. You can probably imagine my lack of excitement; my initial thought was: „No way!“. But learning never stops. When hearing about the "Pratfall Effect" I realized how useful my colleague's advice was. In a nutshell, the [Pratfall Effect](#) describes the phenomenon of a highly competent person becoming more likable after committing a mistake.

https://en.wikipedia.org/wiki/Pratfall_effect.



source: iStockphoto

Please note that if you are designing space ships, aircrafts, or drugs - the 100% level of accuracy is urgently required. For the rest of us - it's not. In some cases, "messing up" helps to increase credibility and approachability. Instead of aiming for perfection you can aim for excellence. It is a subtle but severe difference. Oftentimes, perfection primarily serves our egos. Excellence serves the actual task at hand and the greater goal we are trying to achieve.

In which areas of life and business does this apply to you?
Where would you do yourself a favor by „messing up a little"?

I'd like to encourage you to practice this in a safe way and to find people who can support you. Let the Pratfall Effect work for you, increasing your credibility and approachability. And wherever messing up is not the right approach - try replacing perfection with excellence. You'll be amazed by the power of a simple, but profound mindset change.

For now, go ahead and enjoy your daily dose of coffee - no need to be afraid of spilling it anymore 😊

Have a nice weekend! And if you need to work during the weekend, make sure that it is fulfilling.

Best regards,

Ralf Wolter

HPCG® Founder, Coach and Consultant

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