

Maria D'Ambrosio Choice Hotels



I am in a room full of people, a networking event. This is a common occurrence as I attend many networking functions in my role as the manager of diversity and corporate engagement. As I begin to have a conversation with someone, the person seems to be looking beyond me rather than looking at me. This has happened to me on other occasions and it always annoys me. This person is looking for someone "better" to talk with. I know that this person thinks that there are other more interesting, more intelligent and more valuable people in the room to whom he or she could talk.

This is my MicroTrigger. During a brief discussion of MicroTriggers with a colleague, I used the scenario above as an example to explain MicroTriggers. Although my colleague understood the concept, she was quick to point out to me that there could be other reasons why someone would look around a crowded room while talking to me. Could it be that there was another explanation? Of course! Perhaps the person needed to meet someone or connect with a particular person who was hard to contact.

This viewpoint of the other party never occurred to me. I was so focused on my own view. I am so glad that someone pointed out another version of my personal trigger. I will attend those networking sessions with a new view from now on.

Do you have a story to tell? Send it to JSmith@ivygroupllc.com