

**Week Three - Meeting Organically**

**DATE:** \_\_\_\_\_

## BUILDING CONFIDENCE IN DATING

**What is confidence?**  
**Define it in your own words.**

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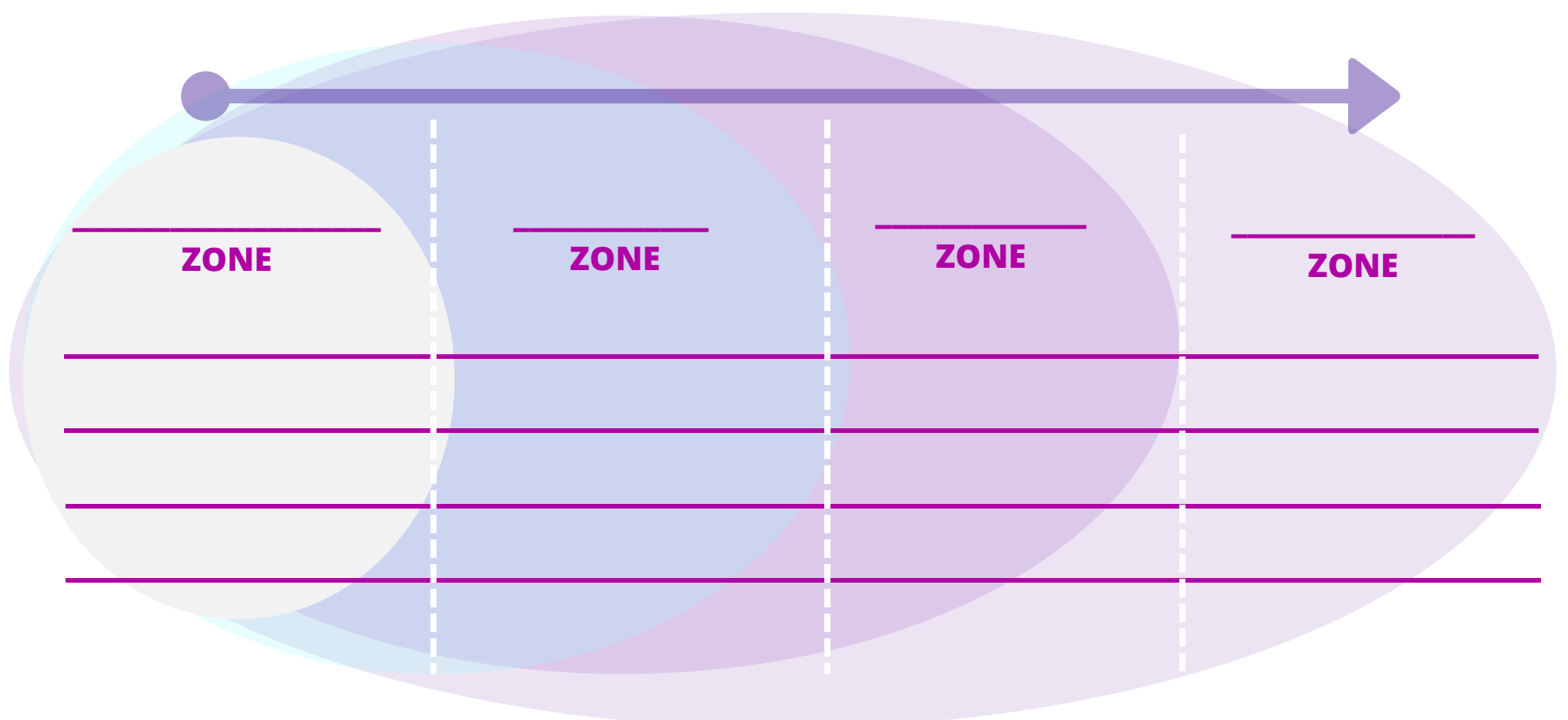
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**Book recommendation:**  
*The Confidence Gap* by Russ Harris

**(7min20sec) Describe the different zones of comfort when trying new things or meeting new people.**



## Love on the Spectrum (Netflix / ABC iView)

13min27sec) **What do people typically feel or experience in each zone when learning something new, like a dating skill?**

A diagram illustrating a timeline or process flow. It features a horizontal axis with an arrow pointing right, starting from a small circle. The axis is divided into four sections by vertical dashed lines. Each section is labeled 'ZONE' above a horizontal line. The background consists of overlapping, semi-transparent colored ovals: light blue, light green, light orange, and light purple. Below the horizontal axis, there are several horizontal lines, suggesting a space for notes or data entry.



**DATE:** \_\_\_\_\_

## BUILDING CONFIDENCE IN DATING

When you feel **uncomfortable** / **awkward** in a social situation, what is that a **signpost** for?

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(4min10sec) Think of a general **social situation** where you feel **uncomfortable**. Complete the table.

TIP: Fill out "Initial Comfort Zone first" then "Growth Zone" then "Fear Zone and finally consider the "Learning Zone"

# Initial Comfort Zone

*Where am I now?*

*Eg shy teenager  
avoids shop assistant*

## Fear Zone

## Things to overcome

Eg Fear of making eye contact & talking to stranger

## Learning Zone

*New skills  
to master*

Eg Making eye contact & expressing myself

## Growth Zone

*Where I want to be!*

*Eg Confidently communicates with shop assistant*

## SELF-ASSESSMENT: DEVELOPING RAPPORT

### Skill Level Comparison:

**Watch the video** then tick your current skill level for developing rapport with someone in a dating context.

**TICK**



#### Level One: Unconscious Incompetence

- I'm likely operating in the (initial) comfort zone
- I'm on autopilot when communicating with people
- I ask **boring** questions such as:
  - How are you?
  - What do you do for a job?
- My rapport-building skills are: **LOW**



#### Level Two: Conscious Incompetence / Self-awareness

- I'm **practising** new **skills** outside my initial comfort zone
- I'm consciously trying to avoid auto-pilot questions by **asking engaging questions**
- I practice **active listening** (not interrupting)
- I do pre-meeting **preparation** (eg read over previous conversations) to make it easier to engage and start conversations
- My rapport-building skills are: **DEVELOPING**



#### Level Three: Conscious Competence / Socialise with Intention

- I'm **increasing** my **confidence** by practising skills
- Effort is still required to ask **engaging questions**
- I'm practising **active listening** (not interrupting)
- I'm comfortable with pauses
- I am having deeper conversations with people I am dating
- I'm enjoying better **quality** conversations
- I notice: **↑ confidence : ↑ energy (mojo)**
- My rapport building skills are: **COMPETENT**



#### Level Four: Unconscious Competence / Mastered

- I **am competent** and **confident with dating**
- My key social skills are automatic
- I've expanded my comfort zone
- I'm enjoying high quality conversations
- I feel that I click / vibe / spark / or create **chemistry** with my dates
- I'm enjoying positive social experiences
- When talking with people, my time is maximised
- I notice: **↑ confidence : ↑ energy (mojo)**
- My rapport building skills are: **BRILLIANT**



DATE: \_\_\_\_\_

## BUILDING CONFIDENCE IN DATING

**What is dating?**  
**Define it in your own words.**

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**What are the steps in the ONLINE 'dating' sequence?**

1. *Strangers*

2.

3.

4.

5. *Meet in person*

6.

7.

8. *Plan a **date***

Apps are  
designed for  
introductions.  
This is not  
dating

## How is dating like marketing?

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## What is meant by the term 'polarisation' in dating?

Do research in addition to the brief discussion in class

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### Podcast Referenced:

*Veronica Grant: Love Life Connection*

### 2019 Jewellery and Engagement Study

#### **Ways people met their partners**

- **22%** Online dating
- 20% met spouse through personal network
- 17% met at school
- 13% at work
- 11% bar, concert, party
- 6% chance encounter ('rom com' way)

DATE: \_\_\_\_\_

DATING & THE COMFORT ZONE

When you feel **frustrated**, what is that a **signal** for?

Why did Sarah use Tinder initially?

Complete the table below, in relation to dating.

| INITIAL COMFORT ZONE           | FEAR ZONE          | LEARNING ZONE           | GROWTH ZONE           |
|--------------------------------|--------------------|-------------------------|-----------------------|
| Where are you now?<br>(5 Whys) | Things to overcome | New Skills<br>To Master | Where I Want<br>To Be |
|                                |                    |                         |                       |
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