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On the Coaching Couch: Undreamed-of Chances

Multi-optional thinking paves the way from the dream of a career to reality, knows leadership coach Regina M. Jankowitsch

The business economist Martin Schmid (30, name changed by the editorship) dreamed of a “horizontal newcomer entry” in culture management. However, several applications were followed by disenchanting rejections. Leadership coach Regina M. Jankowitsch revealed up until then several unconsidered options. Schmid had the feeling, to have entered a dead-end street. On the one hand, because he did not want to exercise anymore his traditional job as controller with a degree in business studies; on the other hand, because he could not realize his dream – interconnecting art and economics in his occupation – so far. He had applied at countless museums, but nobody had answered positively. “Perhaps I am a dreamer and must consider something completely different”, was the basic question for the this-week coaching topic.

In a first step Regina M. Jankowitsch – according to her own information the first German-speaking coach, who studied leadership in the U.S. – made clear that authenticity is a foundation pillar for credibility and thus also for vocational success. And she supported Schmid to identify, what – apart of the money-making and the satisfaction of the ego – would inspire and make him happy in the job. “I want to initiate and arrange through my vocational activity people-connecting projects with the support of culture”, read Schmid’s reply. With this explanation resulted, in consequence, liberating and refreshingly new options. Moving into positions. In the second part of the discussion it applied to discuss, through which approaches Schmid could exercise his ideal activities.

The result: the possibility of establishing himself in a museum as a project worker represented only one of altogether six conceivable variants, which were defined by Jankowitsch and the coachee. The possibilities distilled in common thinking reached from the entrance into the diplomatic service, over a job in a special project such as the Mozart year, to the culture-contractor of an international corporation. An undreamt-of multiplicity of new chances opened up for Schmid. Chances, which he – and this was step three – has to investigate and evaluate now. Result of the fee-free “Presse” coaching: the dream was already correct. Only Martin Schmid considered, so far, just a fraction of all the possibilities in connection with their implementation. He had blocked himself unnecessarily.

What Schmid plans to tackle immediately: to prepare more professionally his application documents and to practice typical interview situations. Jankowitsch: “Leadership implies, to move into positions, to be with enthusiasm at work and to motivate others with this attitude. Credible is therefore only, who clarified for himself personally, which kind of vocational activity he would like to exercise passionately and for what he wants to inspire people.”