

Courage for the Dream Job

Coaching reads as the new magic word, which helps with vocational crisis, blockades and conflicts. Out of the abundance of seminars, ED took different offers under the magnifying glass.

From Irene Mayer

Do you suffer from a motivation crisis? Do you approach a delicate press conference and do you wish a sample stage? Can't you sell your topics good enough and do you complain about financial losses? Do you have the impression that you did not present sufficiently an exciting advertising idea to a potential customer?

Then a coach could help you. Originally, the term was used in sports. Now, for some time, this word also is being referred to by managers, high-level personnel and people in general, who want to change and look for new impacts.

At the beginning of a successful coaching it is necessary, to clarify basic, but central questions. This includes expectations for the occupation, the visions, the momentary deficits, the constraining factors, the conflict situations as well as your own portion of your discontent. Only in rare cases a change of profession is recommended as the only way out. Usually simple, but purposeful steps are sufficient for the problem accomplishment.

For the enforcement of individual demands is in certain situations professional advise for the recognizing of personal strengths necessary. "Coaching helps to achieve clarity for your own life objectives, and to follow that path specifically", explains the coach and psycho therapist Andrea Scheutz.

Coaching also deals concretely with obstacles in the working life and offers practical solutions for handling mobbing, stress, double working-load for women, conflicts, job frustration and typical career traps. Vocational success and promotion are no coincidence, but controllable, as the motivating message reads. The columns, on which career planning rests, are moved into the focus. Thereby “networks” is a key word. As success studies confirm, the best training does not help, if the correct contacts are missing.

One should move away from the principle of separating the working life from the private life. “Many have the opinion that these are two different areas, which do not have anything in common”, explains Scheutz. But she recommends to her clients to take care of informal contacts, which one can plan for in the leisure time.

“For example, I like to play badminton with my business partners”. Sporty activities are not only for the health, but also good for a sense of business, knows Andrea Scheutz from personal experience. “For a whole year I went regularly with a business partner into the fitness center, and today we are friends and created together a company.”

“To Do” list

Often small aspects advance career plans, as for instance the art of small talk, according to Scheutz one of the most elementary communication forms. A perfect time management is the first step to success. “It is important to bring your goals and planned steps carefully to paper, and to check them off after completion”, so the coach. “These notes represent an important personal work and orientation schedule.”

Time-saving goes the best, when you define goals and target them directly. This is particularly important for self-employed persons, who can or have to manage their time to a large extent freely. Scheutz recommends an exact

time schedule for every contract, which must correspond with the financial revenues and the whole importance.

“With a better time management I save not only my energy resources, but I am simply faster and more efficient in my work, what naturally enhances my motivation”, is cheered by Eva K., who works as an independent journalist.

Who would like to take a change in occupation and private life into his own hands, can order from the Vienna Institute of Woman Studies the publication from Andrea Scheutz about the topic of “self-coaching”. “The courage for change pays off” encourages Scheutz all those, who go with open eyes through the world. “Particularly women often do not live their lives, out of a fear of losing others, but in fact they lose only those, who suppress and slow down.”

From “slow downers” and “energy robbers” Regina Jankowitsch already freed herself on her career path a long time ago. The lecturer for the university program about public relations in Vienna, already ranks in the top segment. For five years she coaches high-level personnel from business, media and politics. Among them are also some prominent names from television and advertisement. “There is an obligation for confidentiality and therefore I may not tell anything”, Jankowitsch appeases curious inquiries.

Not only bosses and managers, but also journalists and solicitors may profit from focused coaching. “A need for action exists for constructive conflict resolutions, better presentation techniques and preparations for application conversations”, tells the career coach from her practice during the *Extradienst* interview.

The coach substitutes for all vocational problems, with which one would not like to burden the private partner, friends or acquaintances. During motivation crises, which occur particularly frequently in the middle of the life, places the question about the “primarily personal vocation vision”.

Often it turns out that the occupation is correct, only the conditions do not fit. “I had a case in my practice, where someone had his vocational base in the agency scene, but did not want to continue working as an employee with a given predefined schedule and a limited scope for implementing his own ideas”, tells Jankowitsch. “The problems settled, after that person decided for an independent activity and so did not have to repudiate himself longer.”

A further key word is the topic of “setting borders”. A good coach always offers a “fan of possibilities”. “I sketch several behavioral possibilities, so that everyone finds an individually fitting solution”, explains Regina Jankowitsch. “A broad spectrum is necessary, otherwise everyone would carry the same coat.”

To Regina Jankowitsch’ special expertise fields belongs training for contest presentations. After ten years as a PR advisor for an international agency she knows exactly, what matters, to score better at “beauty contests”.

The path to the promised success is not cheap. “Agencies commit a fatal error, if they do not grant enough time for the final exercise”, warns the coach. A one-day training with a following dramaturgy consultation and video analysis, for which Jankowitsch uses her own camera equipment, costs 2900 euro.

Achieving the objectives with humor

Gisela Amort discovered an unusual access for successful negotiation tactics. For team and individual coaching she successfully applies provocation and humor. “The laboratory of negotiation, with changing troublemakers, offers the opportunity, to prepare own cases, to play these to an end, and to analyze them professionally”, describes the trainer Gisela Amort the “Provo Snuffling”. Participants tell of failed negotiations in the past. “A wealth of experience, from which all profit, to avoid in the future exactly these errors.” From playing the real situations of the vocational

everyday life, the new realizations come with a taste of winking, report participants. “Shortly after the seminar I could successfully conduct the positively worked-up salary negotiations. An almost one-and-a-half hour telephone call with my business partner was ‘full of relish’”, admired Ursula Meisner from the Educational Center in the Salkammergut region, on the homepage of Amort.

The courses do not only address beginners and newcomers, but also advanced negotiators. They profit particularly from these courses, so the experienced seminar instructor Amort, since they can refine their techniques.

My press photo, the following text line attached:

Good and expensive; career coach with America experience, Regina Jankowitsch