

Business Coaching

Focus on your personal development



>> Business Coaching



Perhaps you are familiar with one or more statements...

I work too much
and feel out of balance

I realize that I am
no longer getting
on with the work

I feel insecure as
a new leader

How can I plan
the next steps?

I fear not being able
to take my new team
with me

I am not sure how to
decide best

I would like to
broaden and develop
my own perspective

I constantly start new
projects but implement
few successfully

I feel that my self-
image is wavering

I am concerned about
my relevance in the
company

I work hard but do
not feel valued

I need a companion to
help me along the way

These are indications that it is time to work on yourself in order to develop further individually in a business context.

What are the key elements of Business Coaching?

You want to develop personally, have decided to change or consider a new start?

The focus is on your person

- You expand and develop your personal competencies
- You take responsibility for your new start or your change
- You implement your change process in a targeted, more secure and clearer way

Together we are successful

- Empathy, understanding and time for reflection are crucial for your development process
- The dialogue will be trusting, open and sometimes challenging
- The goal is to effectively implement your desire for change

The coach as your personal companion

- Your coach motivates you to work on your further development
- Your coach has many years of practical experience with a wide range of challenges in companies
- Your coach supports your personal desire for change

The key competencies of your coach

8 categories of the austriancoachingcouncil as the basis of our cooperation



Markus Eckhart
Certified, systemic
business coach

Field and professional competence

- 20 years in corporate groups
- Controlling & Finance, Marketing, Strategy
- Process & project mgmt

Management & leadership competence

- Initiative & pro-activity
- Structure & framework
- Leading through questions

Role competence

- Business sparring & training
- Management consulting
- Executive & mentor

Process and operational organisation competence

- Holistic approach, end-to-end thinking
- Goal orientation & interface focus

Self-reflection and development competence

- Lifelong learning & development
- Supervision & peer group reflections

Ethical and human competence

- Respect & responsibility
- Work at eye level
- Positive confrontation

Networking competence

- Focus on environment & context
- Systemic way of thinking
- Consequences of action

Social and interactional competence

- Rapidly establish rapport & working relationship
- Variable language, form & speed

Choose what fits your goals & tasks!

Business Coaching Options:

- Individual in single setting
 - Possible: with a second coach with complementary background
- With others in a multiple setting
 - Together with other people from your business context
 - Also here there is the possibility to bring in a second coach
- For Teams & Organisations
 - Booking of business coaching packages (e.g. 20 hours)
 - Can be called up flexibly according to need
 - Can be combined with other solutions from the Mind your business portfolio (such as Business Sparring or Consulting)
- Pricing:
 - Your needs are individual > therefore we agree on your individual conditions



We are personally challenged in today's working world.
Start your personal development with an experienced partner!

Let us discuss your individual solution!

Who is your partner?



>> Business Coaching

Experienced corporate executive with Business Coaching expertise :

- 20 years+ experience in international companies
- 16 years+ of personnel responsibility & membership in management teams
- Extensive hands-on experience in team building and competence development through coaching in leadership roles

Mind your business stands for:

- Depth instead of headlines | Proven practice instead of fine-sounding theory
- Individual instead of "more of the same" | Real solutions instead of only claimed successes
- International experience instead of a narrow template

Individual, hands-on & solution-oriented focus:

"Markus' exceptional leadership skills, rock-solid work ethic, professionalism and talent for bringing out the best in people make him a valuable addition to any team. [...] I wholeheartedly recommend him!" (Joni Haverinen – former team member, Marketing Borealis)



Markus Eckhart

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What is the difference – Coaching, Sparring, Consulting

All three services have their place in the Mind your business portfolio, because each is unique and valuable!

Background:

In the market, the terms are often mixed together or used with the same meaning.

Mind your business sees all areas as separate and specific products.

Business coaching offers rapid progress in your solution context!

Sparring

- The focus is on the content and the training on the business theme.
- Challenge and positive confrontation are essential
- The sparring partner accompanies an intensive training, gives constructive feedback and challenges your ideas in terms of content

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Business Coaching

- The focus is on the person & the increase of personal competences
- Empathy & time for reflection are important
- The coach is seen as a personal companion who guides you to new solutions

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Consulting

- The focus is on the process as well as content input.
- Understanding and structure development are important
- The consultant is seen as a holistic business partner who develops & implements content together with you