



Momentous Coaching 10b Goldhawk Mews London W12 7BB

Case Study 2:- “Chris” – General Manager – Blue Chip Co - IT sector

The Aim

Chris identified a need for coaching following a promotion and a move to a new role in a different part of the organisation.

Particular areas he wanted to address were

- Career shaping
- Impact and personal gravitas
- Body language, showing conviction – selling ideas with enthusiasm and passion

Our Approach

We decided on an initial 6 sessions, with 3 quarterly follow up meetings and telephone support for a year afterwards.

We spent time looking at Chris’s ambitions and his values for work, so that he could effectively manage his career: networking and taking actions that would get him the leadership role. He is highly intelligent, quick witted and a great problem solver and needed to demonstrate that to the business.

On occasions he would have a tendency to take a negative perspective, which affected his confidence and conviction. Balance of personal and work life was very important to him.

We spent time on enhancing his influence skills. He was quickly able to deploy new and useful tools & techniques for getting his message across. He became more aware of the impact of his body language, his style and approach. He developed a range of behaviours to use in a variety of situations and learned how to present himself well and manage his self-image. We worked on shifting perspectives so Chris could focus more on the positive.

As he became clearer about his goals, he became more convincing and more confident. He allocated more time to actively focussing on his career and managing his profile.

The Results

Chris was promoted and is currently looking for a new senior niche that will play to his strengths, abilities and interests.

It has been important for him to ensure his career goals are in harmony with his personal life, he says “I have a more balanced understanding. I know now what I’m trying to do with my career and it is aligned with my values that I live for”

He looks more positively at people and situations and is much more confident of himself and his abilities.