

PETER NÄF

karrierecoaching

DOGMAS – COVERT PERPETRATORS

Our view of things

Dogmas (beliefs) are thoughts that are deeply rooted in us and which we therefore believe to be true. We think them again and again. And mostly we are not even aware of them. Many dogmas have been taught to us in our upbringing through parents and other caregivers. Others are social conventions and beliefs. And finally, we have acquired some of them on the basis of our experiences and their evaluation. Through the dogmas, we perceive reality as through glasses. They determine how we evaluate our environment and how we react to it emotionally. For other people, our view of the world can seem strange or unrealistic. After all, they perceive reality through their own glasses because of their beliefs. At the same time, dogmas act as a filter in that we only register what confirms them through selective perception. Thus, they resemble self-fulfilling prophecies and cause compulsions to repeat.

Dogmas and Coaching

In coaching, dogmas play a major role. They ensure that we always end up in the same situations, apparently by chance. Often, we do not realize that our beliefs are always creating new situations for us. If we recognise our own convictions as the cause, we can achieve profound improvements in our personal life through coaching. This happens by working more on attitude and less on its effects. Beliefs also have an effect on career development. For example, many people think they are bad salespeople in their own right. Because of this conviction, they do not bother to learn better self-marketing and thus miss out on career opportunities. At the same time, they confirm their dogma. The assumption of one's own deficits is based on a comparison with the stereotype of a supposedly talented sales personality who is extraverted, self-confident and confronting. A more realistic belief would improve one's own situation.