

RESOURCES

What lies within us is often more than we realise – and usually more than we use.

In coaching, “resources” refers to a person’s often unconscious talents, inclinations and inner potential. The focus is not on deficits, but on what has already worked in the past. Together with the coach, the coachee revisits previous successes in similar situations – and reactivates those strengths. The underlying idea is simple: if you have been part of creating a problem, you also have the potential to solve it – using your own resources.

Resources are not just tools for solving problems. They are an expression of our individual style – how we think, feel and act. This brings us to the concept of strengths: patterns of behaviour we rely on intuitively. An empathetic salesperson wins customers through understanding, another through confident rhetoric. Both draw on their personal strengths – and often take them for granted.

Coaching helps to make these strengths visible – and to use them in a targeted way.

Articles on resources (all articles)

- Yes, it’s all about hocus-pocus strengths!
- Don’t twist yourself out of shape – but adapt your behaviour