

## Everest teachings in the business world



“Somewhere between the bottom of the climb and the summit is the answer to the mystery why we climb.”

— Greg Child

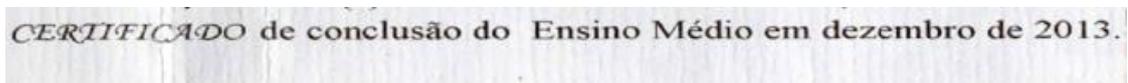
8,848 meters above sea level this rocky summit presents many dangers and great challenges that can go against those who are not prepared, the higher the altitude, the lower the amount of oxygen molecules, great success movies, show us that climbing the huge Mount Everest is not an easy task.

However, thousands of people question the ability to reach the top of the mountain, take the first step is not the great fear, but greater fear is experiencing the difficulty that increases in the inverse proportion of the proximity of the objective. To have a comparison, we can say that the height of Everest approaches 9 kilometers - equivalent of a building of 3,000 floors. Date was 06.12.2013, the day was cloudy and the sun seemed to be shy, yes absolutely, this was my last day of high school, I remember as if it was today, gate opening and senior students coming in with big smiles celebrating the end of a cycle that lasted 11 years. Above all, I know what I'm about to say now might sound comical, but I was the only one who didn't seem to be happy with that situation. Heart was beating so hard that it seemed that it would stop at any moment, however, the question of despair that did not shut up inside me was:

- What will I do from now on?

According to Peter Drucker,<sup>1</sup> the key to managing yourself is to know how to answer the questions: Who am I? What are my strengths? What are my values? Where do I fit in? Where don't I fit in? Personal self-management is the correct term for this.

So began my journey on the climb of my Mount Everest, I refer to "my" because I believe that the experience of climbing is unique, each of us has its own. Just like, Peter Drucker himself had his own, which I believe was not easy at all, but even in difficulty he was one of the experts who arrived at the summit and got the answers to all the questions he himself created.



- **High school completion certificate in December 2013.**

High school is the part of life when you really begin to define yourself. Of course, I can't just ignore that this was the warm-up for the beginning of my climb.

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<sup>1</sup> Peter F. Drucker with Joseph A. Maciariello, "Managing Oneself", The Daily Drucker, 1 jun. 2004.

01.01.2014 better known as new year, there I was eating the grapes in the backyard of my house, that's typical of my culture to eat 12 grapes as soon as midnight, one at each beat of the clock, it is believe that this food can bring prosperity and peace, surely it can not miss on the table. Absolutely I ate more than 12, in fact, all help was welcome at that time.

After a week of the celebrations I started delivering resumes, yes, I delivered portfolios without having experience in any area, at the time I had only high school and a short course in management. My resume was only half a paper sulfite, in 2014 there was a newspaper called "yellow" in which contained all the opportunities available in the city and, all that I saw fit me, I delivered my portfolio personally, however, my mother was very worried because sometimes I had to cross the city alone to be able to deliver my portfolios.

I remember as if it were today I woke up on a grayish morning where my hopes were already exhausted from looking for a job and never being called to interviews, I confess that my emotional was very shaky and I felt frustrated before that situation. I consider that in these moments of climbing we should keep calm and focus on our core goals, however, I was too young to understand what is emotional control; I really needed training to be able to handle my feelings and emotions in a lighter way. Beginning of my climb imposed on me a ton of series of constraints, reflections, needs for adaptations and paradigm breaks. <sup>ii</sup> According to Daniel Goleman, an American psychologist who helped popularize emotional intelligence, there are five key elements to help this: self-awareness; selfregulation; motivation; empathy; social skills.

After studying about emotional control I understood that the management of emotions is done from the knowledge of them. Given this, I understood that the beginning of the journey of a young apprentice is not considered easy not even difficult, we just need to be guided correctly. There is no way to reach the summit without knowing the direction in which this is, I think this is the most important part of the climb "Ask for Help" recognize that alone you can not do it. In addition to making difficult moments less painful, the help of others can enrich our learning with them. By admitting that we need help, we also remove a weight from your shoulders, favoring the preservation of mental health.

Finally I discovered that before climbing I must prepare myself!

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<sup>ii</sup> Emotional Intelligence" 1° Ed. Objetiva 1996 edition, written by Daniel Goleman.

No one climbs the largest mountain in the world without first having climbed the smallest, I remember good memories of my childhood in which my mother always said: - My little one, it's one step at a time. Developing baby's body is a complex system composed of many elements inserted in a highly informative context. Taking the first steps is much more than simply a milestone in motor development, the system that makes us move all parts of the body coordinated. Much more that, it's a core of changes in all baby systems.

A little more experienced in relation to walking, the baby open his perceptions to new activities, joint or more challenging activities, developing and gain skills throughout life. That is, every climber has their time to climb. Sometimes I like to reflect on phrases said by great revolutionaries, years ago we could only know these phrases through books, today we have the practicality of the internet, it's very easy, easier than peeling a banana. Just type in the researcher "Teachings of the Father of administration," and the first sentence that comes up is:

<sup>iii</sup>“Riskier than change is to keep doing the same thing”

- Peter Drucker

That's a catchphrase but it's also our reality, the world has been undergoing an unprecedented transformation in a short time. Therefore, having a good ability to adapt at this time is a need for survival and this skill must be constantly developed by all professionals. What Peter Drucker meant to say that change is necessary even in difficult times, changes are necessary from the moment that routine no longer brings happiness! we should not confuse changes with losses. Sometimes in life you have to change to win.

05.05.2014 my first day at work, while I was happy to have achieved this goal, I was also unsure about it. It is completely normal to feel insecure in this situation, after all it is a new terrain. The first thing to do is try to remain calm. Among so many candidates, I was chosen, and obviously this was not a work of chance: I demonstrated what was necessary to deserve that vacancy. But before moving on let's go back to 1 month before, the date of my dreaded interview, as I had mentioned before in my city it was very common to find employment through the newspaper Amarelinho, people used to buy the newspaper on Sunday so that the job hunt will start the next day, and that's exactly what I did on Sunday 04.06.2014 I bought the Amarelinho and started to highlight the opportunities in which I was interested and that was within my expectations.

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<sup>iii</sup> INSIGHT BY COACHREADY MARCH 17, 2020 / <https://coachready.com/2020/03/17/the-change-leader-according-to-peter-drucker/>

I remember as if it were today I choosing the clothes on a Sunday night to be able to conduct the interview on Monday morning, I left my summary organized along with my documents in a folder, and yes, I dreamed of the so feared interview. In the newspaper said that the interview would be on Monday for the vacancy of young apprentice, young people aged 16 to 24 years old, with high school completed. 5 in the morning I was already awake, I took my bath, put on the ideal clothes for an interview, had a well-reinforced breakfast because the money was only enough for the passage of the bus and the subway, when I finished having breakfast, I brushed my teeth and then I told my mom I was going to a job interview, and she said, "Go with God daughter, I'm sure that you have already achieved this." I left home and took a bus and the metro, the location in the interview was exactly 1 hour and 30 minutes of travel, I got lost in some subway stations but I remembered the saying that my mother always said "Who has mouth goes to Rome" I said my mother always said in the past sense because she died a few days, today 06.05.2023 completes 7 days she left us with her great teachings and yes, I am sending my essay on the last day, because I was dedicating myself to take care of her in recent times, she battled against cancer for 2 and a half years and was a great warrior, I saw my mother reach the top of "Everest" and that's why I will never stop climbing, it's like it says in the movie "Finding Nemo" Keep swimming, and that's what my mother taught me and my brothers, not to let the current stop you. <sup>iiii</sup>

When I arrived at the site I saw that there was a crowd of young people waiting to be interviewed, I just walked in line with my portfolio in hand, I arrived was 8 am in the morning and went to interview was 9 am, it was exactly 1 hour of waiting but it felt like an eternity to me. I heard a loud voice saying the next to the line please, I looked back and forth and realized it was me, wow it's now! I walked into a small room where the Human Resources representative was, I knocked on the door and she said: Come in! I walked in and sat in the chair facing her desk, and she started the interview by asking my name, where I live, who I live with, if I finished high school, if I had some administration course or office package and finally she asked me if I had any experience and what I could offer to the company at that time. I confess that the last question made me afraid because I had never worked before, but I answered it with an answer that perhaps every interviewer would like to hear in a candidate who already sees himself within the position. I answered as follows: I have no experience in a company, but at home I am a great daughter I help my mother in house chores and I always try to do my best, What I can offer you now is my best about everything I've learned and add my knowledge to the company's growth.

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<sup>iiii</sup> My guide to climb Mount Everest, I love you forever mom.

05.05.2014 I started my first job I was exactly 17 years old, it's been 9 years of this amazing experience and I can say that every day I'm constantly changing every day I'm climbing another step on Mount Everest, and yes, that may be your big question to me: But after these long 9 years, you finally made it to the top of Everest? And I can answer you with all clarity that not yet but I'm climbing because I know that 9 years may seem like a lot, but I know I still have a lot to learn. Were there times when I wanted to go down the path that I had already climbed? Yes, there was. But I didn't give up, let's say I'm still halfway there with my mentors, if there's one thing we can't forget is Never climb the hill alone, don't be afraid to ask for help, understand that from the moment you and I were born we were included in a society that is part of a whole.

I am not a successful entrepreneur but I am part of the team that makes entrepreneurs a success, every entrepreneur has his key parts and it is these parts that move the company to reach the summit. Today I know that my answer in my first job interview really had feeling, doing the best makes us better. I am highly praised in the work in which I excel within the company, excellence is one of the first institutional pillars in which we must perform. I really like the phrases of Peter Drucker, and I love to read the teachings he left to all those who want to be a great transformative change professional. Today I know where I want to go and I also know that for this I will have to dive and not stop swimming even when the tide comes against us, even when an avalanche falls next to me I will continue. Because success is for those who follow ahead even not seeing the top of the mountain. <sup>iiii</sup>

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<sup>iiii</sup> Peter Drucker The best Guide to Professional Success