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‘ Instructor’s Name’

‘ Subject’

Mentor answers report (2)

- What do you like about this work?

The mentor said that he enjoyed the competitive environment his work place provides the most. He also added that he likes that his job provides him with a chance to change other people’s lives, by helping them handle their financial matters. His reply elucidates the need for healthy competition in a work environment. An upbeat work environment will urge an employee to give his best and help both the individual and the company. Trying to perform better than the colleagues, sometimes, bring into fore the hidden capabilities of a person, and provides him that extra bit of motivation to give his best.

Also, a job should have a purpose and should be able to bring some value to others, to provide the employee satisfaction. The mentor has job satisfaction because he believes that his job contributes to the society, by helping people make good financial decisions.

- What kind of tasks do people do? What else is involved in working here (or in this field)?

The mentor explained that there are a lot of activities that goes on in a bank. There are variety of jobs that enables people to manage their deposits and withdrawals. There are jobs related to customer relationship management and directing the clients to the right specialists, who can address their needs. There are jobs that involve assessing the financial needs of the clients and suggesting the means to achieve their goals. The mentor opines that the

important aspect of the jobs in his company involves assessing risk.

- How would you describe a typical day (or week) in this kind of work?

The mentor shared with me that his typical work day is diversified. While most times the day will be extremely busy and stressful, there are moments of fun and success. He states that the fun and the feeling of elation after the closure of a successful deal are worth the hard work and toil endured during the day. His response clearly explains how the taste of success spurs an employee to put in hard labor and motivates him to try harder. Emotions play a huge role in how one succeeds professionally, because they influence how much we try. The feeling of accomplishment of a job well done is a great motivator for any employee.

- What kind of people do well?

When asked what kind of people do well in his company/industry, the mentor gave those three traits that are common for success in any field. He said people who are motivated, ambitious, and willing, do well in this field.

- What kind of preparation or previous experience do people need?

The mentor said that one has to possess good computer skills for being a new hire. He also suggested that hands-on-training on the field and shadowing, for at least thirty days, is absolute necessity to learn the job.

- What are the drawbacks of this work?

The mentor states that there is a huge chunk of responsibility associated with his job, which can sometimes make it stressful. Stress is defined as the adverse reaction people show when exposed to excessive pressures and demanding situation. A bank can be a stressful place to work given the nature of the activities that involve financial well-being of the clients. Hence,

stress management is an important requisite to be successful in this industry.

- What do you regard as the most exciting possibilities in this field?

The mentor opines that investment is the most promising field in banking, at least from his career point of view. Today, lots of youngsters are trying to get in this field because of the huge scope it offers. Jobs in investment banking were secure even when the industry was going through a rough patch.

Investment, according to him, is one of the fastest growing fields of banking, with a desperate need for young talent.

- Whom else might I talk to learn more about this field? What periodicals or books should I read about it or whom to follow on blogs or Twitter? Are there groups or associations I could check out? Online groups like LinkedIn or blogs?

He asked me to follow Bank of America on LinkedIn. He also advised me to read a book titled 'Situational Leadership,' stating that it will provide me a lot of insights and guidance. He refrained from giving me any further advice since he himself is new to this field.