



# Network News

The Newsletter of the Women's Career Network  
Vienna, Austria Issue No. 2003/09

t h i s m o n t h

## Dr. Ira Mollay

*Leads a structured networking session*

The new WCN year kicks off on Monday 8th September with Dr. Ira Mollay leading us through a very structured networking session. Members will have a chance to talk about themselves in a professional capacity within groups and will be led by a facilitator. Ira's coaching experience focuses on personal growth and transition periods; she advises both companies and individuals. She is also the author of 'Alles Fest im Griff,' -- a guide to handling daily situations.

w h e r e & w h e n

Monday, September 8  
networking at 7:00, presentation at 7:30  
Hotel Intercontinental  
Johannesgasse 28, 3rd district, Vienna

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a t t e n t i o n

## New Meeting Location

Please note that general meetings  
for the year 2003/2004 will be held at:

**Hotel Intercontinental**  
**Johannesgasse 28, 3rd district, Vienna**  
**(near U4 station Stadtpark)**

Follow signs in the lobby for "WCN meeting"  
to find the meeting room.

As always, there will be an opportunity to network and socialize  
beginning at 7:00.

Drinks and light food will also be available  
for purchase from the bar.

This Newsletter has been made possible by the generous contributions of



The Women's Career Network was founded in 1992 as an independent subgroup of the American Women's Association. The WCN acts as a resource and support network for women seeking to develop and expand their career opportunities.

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position open

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#### WCN Bank Transfer Info

**Institution** Bank Austria  
**AccountNumber** 516 2300 9301  
**Routing Code #** 12000  
**Account Holder** Sarina Hrubesch

Please be sure to write your name and the nature of payment under "zweck" area on the bank form.

# News

## New Newsletter Editor

After three years on the job, I am handing over the newsletter to a very skilled writer and editor, Valerie-Crawford Pfannhauser. Valerie has brought us her column Women in Film for the past year, and will continue her insightful column along with the added responsibility of compiling and editing your news, ads, articles, creative writing pieces, event notices (here, a subtle plea for voluntarily newsletter contributions). I came to my current job through an ad in the Network News, which is why I volunteered for the editor's position. It has been a rewarding experience personally and I wish Valerie all the best!

-Miranda Schneider

## Renew your Dues

WCN membership for one year from September 2003: 45 Euro

Membership fees may be paid by bank transfer to:

Bank Austria

Account Number: 516 2300 9301

Routing Code (BLZ): 12000

Account Holder: Sarina Hrubesch

Please be sure to write your name and the nature of payment under "zweck" area on the bank form.

## Settler's Corner

This column will serve to provide useful hints, tips and recommendations on life in Vienna. Please send any contributions to:

Valerie Crawford-Pfannhauser at: aon.912950939@aon.at

# Around Town

## FemVital 2003 Vienna's Women's Health Days at the Rathaus

The fourth annual Women's Health Days (Frauengesundheitstage)

FemVital, are coming up on September 6 and 7 at the Vienna Rathausplatz. The diverse program consists of talks by women's health experts, health check-points where women can have a free assessment of their own health status, as well as personal health consultations. There will also be book readings, music and cabaret performances, focused at women of all ages and cultural backgrounds.

In addition, societal issues such as women & career, child care and legal

concerns will be addressed. These topics will be explored with experts in discussion format. Highlights from the program, moderated by ORF presenters include: "Ladykiller Heartattack", "Hormones: what do women really need?" "Pro and Contra Cosmetic Surgery", "Eating Disorders", "The Last Cigarette" and "Contraception and Abortion".

On the lighter side, there will also be oriental dance, belly-dance for pregnant women, and a fashion show by designer "Uli + Christian."

**What?** FemVital 2003: Women's Health Days

(Frauengesundheitstage)

**When?** Saturday, September 6 from 11:30am until 6:00pm;

Sunday, September 7 from 9:00am until 6:00pm.

**Where?** Rathaus

Entrance is free.



mark your  
c a l e n d a r s

**General Meeting**  
Monday, September 8  
Networking at 7:00,  
presentation at 7:30

**NEW LOCATION:**  
Hotel Intercontinental  
Johannesgasse 28, 3rd district,  
Vienna

**W.I.N. 6th Annual Conference**  
October 2-4, 2003  
Lausanne, Switzerland  
www.winconference.net  
20% discount on registration fees  
for WCN members

**Meeting dates for 2003**  
8 September, 6 October,  
3 November, 1 December

this month's  
c o n t r i b u t o r s

Sibylle Laubscher, Sophie Pedersen,  
Valerie Crawford-Pfannhauser,  
Susanne Rehak,  
and Miranda Schneider.

# News

## Training

On May 24 it was my pleasure to see the first training event come true, which I had organized as your new Training Coordinator at the WCN. It was a 4-hour workshop on Principles of Successful Communication, held by Eric A. Lundquist. For those among you who were not able to take part, but do have a deeper interest in communication as the main tool to develop and grow healthy relationships, I want to share the basic insights we gained during this meeting.

*"No progress without change."*  
G.B.Shaw

**Make a commitment:** Take charge of your communication skills. Set your goals, your personal mission statement. **Prioritize:** What is most valuable for you? What do you really want from your communication? **Decide** what you want your communication to look like: Develop a set of clear and concise statements that encapsulates your desires. **Form** a personal creed of communication. Goals for communication may be different according to the quality of our

relationships: Friend-relationships, family-relationships, work-relationships, etc.

**Mutual satisfaction:** How will you and others benefit from communication? Be clear about your motivations and goals in every respect. Define the needs for improvement in terms of communication and what you can do about it. Constantly keep improving your communication, keep learning. Ask yourself: How would my life improve if I was an excellent communicator? How would the lives of others improve if I were an excellent communicator? For example, understanding that it is not the spoken words, but the message underneath, that really counts. Listen to what is meant, not only what is said. Understand what the other person really needs from her/his perspective. If you wish to cherish someone, show your readiness to deal with that person's emotions. Put aside the personal problem you may have with her/him, focus on your partner, on her/his problem and

*"Training" continued on page 4*

some of you don't have one yet...  
all of you need the latest ...

MEETING NOTES  
WORK REFERRAL  
MEMBER LIST  
STEERING CO.  
MEMBER PAGES

# W O R K B O O K

WCN members pick up your 2003 workbooks at the Sept. 8 meeting!

Materials for the  
October issue of Network News  
should be submitted by,  
**Monday, September 15, 2002**

Please send all materials to Valerie Crawford-Pfannhauser  
e-mail: aon.912950939@aon.at

# Inside the Network

## W.I.N.

Women's  
International  
Networking  
6th Annual Conference

Women's Career Network Vienna is a partner of W.I.N. - Women's International Networking, hosting its 6th annual conference in 2003.

An International Leadership Event "Connecting People and Potential" October 2-4, 2003, Lausanne, Switzerland - all WCN members receive a 20% discount!

Women's International Networking has been bringing together international women, managers, professionals and entrepreneurs to address international leadership and issues related to women working internationally for five years.

W.I.N. 2003: Connecting People to Create Impact is the culmination of five years of enlightenment and progress. We have concluded that what women need now is be able to demonstrate in dramatic ways that our philosophy and strategies can have real impact and that as the new authentic "feminine" leaders of today we can get results. We need more than ever to disseminate our message. We need to be really ambitious, to be really articulate and then - GO! This conference will address how through creating a powerful global influence network (community) of "feminine" leaders, we can create positive impact and bring a strong, authentic and different kind of leadership to social communities, corporations, supranational institutions, political organizations and entrepreneurship world-wide. There will be special focus on creativity, innovation and change.

For more information go to:  
[www.winconference.net](http://www.winconference.net)

"Training" continued from page 3

just ask simple questions. Let others know that the relationship counts more than the issues discussed! Be open and vulnerable. Don't pretend to have answers to difficult questions, and don't give solutions all the time.

The term "communication" is derived from "communion" - being united; being one in spirit!

Ask yourself: What do I have to change to get there?

Set your priorities. Imagine yourself 80 years old. What would you consider important in life or give as advice from this point of view? Define your standards for communication. Never dismiss someone from communication without encouragement! Only use meaningful words that build up and provide what is needed and are beneficial to those who listen to you! Control your tongue: never live out your frustrations and pain. Don't increase negativity by what you say or how you say it. Don't tear others down, but rather show them your respect and your love, even if you can't agree in a particular circumstance.

Get connected to the people in your life. Study them, learn about them—their likes and dislikes. Read a journal on their personal interests or hobbies, play their games - get involved in their lives. We are not independent. We should not be dependent, but be inter-dependent.

Good listening is empathic listening. Empathy means understanding and entering in another person's feelings. Humble yourself, admit being wrong or not knowing, if you figure out you have failed. Be a listener and a learner, not a solution giver! Ask yourself: Am I listening? Am I making contact? Do I move my body in a way that is inviting to speak openly? Do I demonstrate interest?

How can you tell if somebody is listening? That person:

- mirrors your gestures
- turns to you

- seeks eye contact
- asks relevant questions to the point
- gives feedback
- catches your thoughts and feelings

The inconvenient thing about listening is that it is necessary when there is a crisis, not at 9am, but possibly at midnight. It might cost you a deal or the sympathy of your boss. It comes down to a question of commitment: if you really give your life away for someone, you need to put yourself aside. When you know that you've lived out what you believe in, that you are not a hypocrite, that's what human beings are supposed to do.

Try partnering with someone else: Ask her/him to tell you whenever she/he feels you are not listening to the full. Agree on this experiment for a month or two and find out about yourself.

What can you do if somebody doesn't open up to you?

- Open your hands
- But do not give it to her/him
- Accept her/his borderline: if she/he wishes, she/he will take it
- Be open yourself: share something personal, this will create trustworthiness

Now you have uncovered what is most important to you and you realize: it's not just tasks, but people. If you manage to be efficient with all the stuff in your life, you will surely manage to be effective with the people in it.

Recommended literature:

- *The Five Love languages*; Chapman
- *The Seven Habits of Highly Effective People*; Steven R. Covey - a principle driven book, not advice giving.
- *So You're Getting Married: The Keys to Build a Strong, Lasting Relationship*; H. Norman Wright.

-Susanne Rehak

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# Inside the Network

## Networking Platform o n l i n e

**The Women's Career Network Vienna announces its participation in a new Online Networking Platform for Women throughout Europe!**

September 2003 sees the launch of an (members-only) **online networking platform for professional women throughout Europe in Vienna**. This service will allow members of women's networks to easily search for peers (from women in business to babysitters, from good books to finding a lawyer), exchange news and views via segmented discussion forums, book events online, and participate in interactive online training sessions. The platform, launched by Paris Professional Women's Network, is shared by partner associations throughout Europe including the Women's Career Network Vienna (WCN). The objective of the networks cooperating together under the umbrella of the European Professional Women's Network (EPWN) is to aid effective, seamless networking - online and offline, across Europe's major capitals.

**Other Professional Women's Networks in the following cities are also using the new platform:** Paris, Sophia Antipolis, Amsterdam, Oslo and London.

**Pan-European platform enables easy networking at the touch of a button!** Members can enter the platform from their local network homepage ([www.wcn-vienna.org](http://www.wcn-vienna.org)) or from the European Professional Women's Network ([www.InternationalPWN.net](http://www.InternationalPWN.net)) by using a personal password.

### **Benefits**

- A highly sophisticated online networking system for members only including:
- Two levels of privacy protection completely defined and managed by each individual user, i.e. Members can decide to be searchable and/or visible while online. Personal information is optional and easily modified/removed to ensure maximum privacy.
  - Networks can research member info/ discussions/ interests gaining valuable data in order to tailor the network to suit requirements. Online chat forum with the ability to invite members to an online conversation.

### Pan-European events calendar and reservation facilities

- A pan-European calendar informs members at a glance on activities of networks throughout Europe.
- Registered members from participating networks will be able to sign up for events online.
- Members registered for an event can be made visible to other members.

### Searchable directories

Each member obtains an individual online ID card where photo, contact details and short biography can be entered.

Peers may be searched for in the "Directory" by

- Name (e.g. Diane, Dia, or Morris, etc.)
- Job title (e.g. director, CEO, etc.)

"Online" continued on page 6

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# Inside the Network

"Online" continued from page 5

- Company (e.g. Tesco, Kinsey)
- Local network (e.g. Vienna, London, Paris, etc.)
- Location (e.g. Manchester UK, or Lyon France, or just Sweden) - coupled with the "travel location" information in the profile, this allows for powerful searching of peers in a given location, for example, when a member travels to a new city and wishes to meet an EPWN peer there
- Citizenship
- Miscellaneous search criteria

## Bulletin Board

Members can post messages to reach a specific audience on a bulletin board by specifying

- a topic (from the many topics that are currently preset – additional topics can be added by contacting the local administrator)
- a geography, which may be restrictive or not; i.e. if Austria is specified and the tick mark left, this means that only Austrian residents, Austrian workers or travelers to Austria will be able to see this message (the country information for each of these 3 possibilities comes from the profile). If the tick is removed then the country is only for information purposes
- a subject

Members that wish to receive the content from the message board in their email box may opt-in via the "Email Notification" section in their "Profile". Furthermore, they can "filter" by topic ensuring that only content that matters to them reaches them. These combined features make for a best of both world approach that respects user privacy and time, while allowing maximum relevance in information sharing and distribution.

Additional features include the possibility of amphi-sessions such as online training or workshops.

## Network Administrator

Administrator accounts in participating Networks have access to online and email support. A network administrator or staff account will be able to activate/deactivate accounts. An interface is currently being developed that also allows administrators to add accounts. The Network Administrator position can be shared by two people, whereby the account name can be "admin.Vienna" and be passed around. However, only one administrator is able to use the account at one time, if the other administrator begins using it she will automatically terminate the other's connection.

## Cost

WCN members receive a two-year membership of the online platform for the price of one year at its launch in Vienna in September 2003 – a year's membership of the platform is 15 Euro. On payment members will receive a welcome email including an access ID and password.

## Links

WCN: [www.wcvienna.org](http://www.wcvienna.org)

EPWN: [www.pwn.link.be/PWN\\_international/index.htm](http://www.pwn.link.be/PWN_international/index.htm)

# Inside the Network

p e r s p e c t i v e

## Women and Film

### The Quiet American

For this first article back after the summer break I have chosen to review a recent film that some of you may have seen. *The Quiet American*, as far as I am aware, has not been subject to a huge advertising campaign so it may not be one of the best known films that is around at the moment. However, *TQA* is a well rounded offering, a film which through its main characters, the cynical and disillusioned British journalist Thomas Fowler (Michael Caine), the idealistic young American aid worker Alden Pyle (Brendan Fraser) and the beautiful young Vietnamese dance girl Phuong (Do Thi Hai Yen), looks at the human condition in all its strengths and weaknesses. *TQA* also provides a valuable insight into a particular time and place – the conflicting factions in Vietnam in the 1950s and the origins of the American war in this country.

Taken from Graham Greene's 1955 novel of the same name, the story hinges around a love triangle between Fowler, Pyle and Phuong in which politics, intrigue and romance are inextricably woven. In many ways the relationship that each man has with Phuong is meant to represent the way they view Vietnam, essentially their struggle for her echoes the struggle that is taking place by different groups who have conflicting hidden agendas and power imbalances.

Phuong through the western eyes of Fowler and Pyle is seen as beautiful, innocent and exotic. Her character embodies something of the virgin/whore dichotomy, she is half-child and half-woman and Fowler represents a protector and father figure for her. On the surface Phuong appears to be happy to be Fowler's mistress. She seems unconcerned that he is decades older than her, with him she is able to

feel safe from the poverty that has struck so many Vietnamese women and she is realistic about the choices open to her. Phuong is not represented as a manipulative woman, rather she is a victim of the political, social and economic situation in Vietnam. She appears joyful and content around Fowler, although ultimately she is disappointed that he is unable to marry her.

The world weary Fowler feels alive with Phuong and is energized by her child like vibrancy and sensual beauty. He would like to be free to marry her but his catholic wife in London refuses to grant him a divorce. Fowler is honest about his sexual and emotional selfishness; he is also realistic and blunt about the opportunities open to Phuong and her people. He is even willing to take risky assignments around the country so he will be kept on in Vietnam and will be able to stay with her. He is aware that there is a mutual attraction between Phuong and Pyle and he is prepared to do what he has to in order to reclaim her. Phuong means so much to Fowler that he concedes "If I lost her, for me, it would be the beginning of death."

Pyle falls in love with Phuong at first sight, although he tells her he never believed that such a thing was possible. He sees her as vulnerable, as some one who needs to be saved. He appears to assume that compared to Fowler he can offer Phuong a more conventional relationship, following a notion of a natural order in which a younger woman would want to be with a younger man. When it is discovered that Fowler has lied about his being free to marry, Phuong moves in with Pyle, who promises that he will take her back to America and get married to her properly there. Phuong's relationship with

Pyle is also strongly promoted by her sister who is determined that she finds a man who can financially support Phuong and give her a more respectable status. Phuong's sister is shown as hardened and calculating, both by her appearance and actions. As much as she shows concern for Phuong she is truly motivated by what she can get for herself, as through the connection to Pyle she lands a job at his office. Whilst Phuong will always be able to draw attention through her captivating beauty, in contrast her sister has to rely on cunning and maneuvering to survive.

It is clearly not an intention of *TQA* to challenge stereotypes of Asian women and female characters. However, it remains a film that can be enjoyed on many levels; it is well acted and has a gripping plot, it contains some powerful and beautiful cinematography and it is also a comment on human motivations in both personal and political arenas.

-Valerie Crawford-Pfannhauser

# Advertisements

**Personal & Business Coaching**  
**Sessions in English, French or German**

## **TRAVEL BY YOUR OWN INNER MAP & COMPASS**

Coach: Ursula PETER-HEINRICH, WCN member  
Member: [www.coachinghaus.at](http://www.coachinghaus.at); [www.coaching-competence.com](http://www.coaching-competence.com)  
Contact: [ursula.peter@utanet.at](mailto:ursula.peter@utanet.at); [ursula.peter@coachinghaus.at](mailto:ursula.peter@coachinghaus.at);  
+43 (0) 676 522 6328

### Network News Advertising Prices

WCN members have the privilege of placing  
**one free**  
business card size advertisement in the Network News.  
Further advertisement pricing is as follows.

	Members	Non-members
Per word up to 1/4 page	.50 euros	.75 euros
1/2 page	30 euros	35 euros
Whole page one side	55 euros	65 euros
Whole page front and back	120 euros	150 euros

be  
free\*  
\*members have one free advertisement  
use  
me

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**make**

**the**

**network**

**grow:**

Pass on your copy of  
the Network News to anyone  
you feel would benefit from,  
contribute to and enjoy the  
network as much as you do