



# Professional Development

# Leadership Development

## Self-knowledge



- Take advantage of your strengths
- Manage weak points
- Development Plan

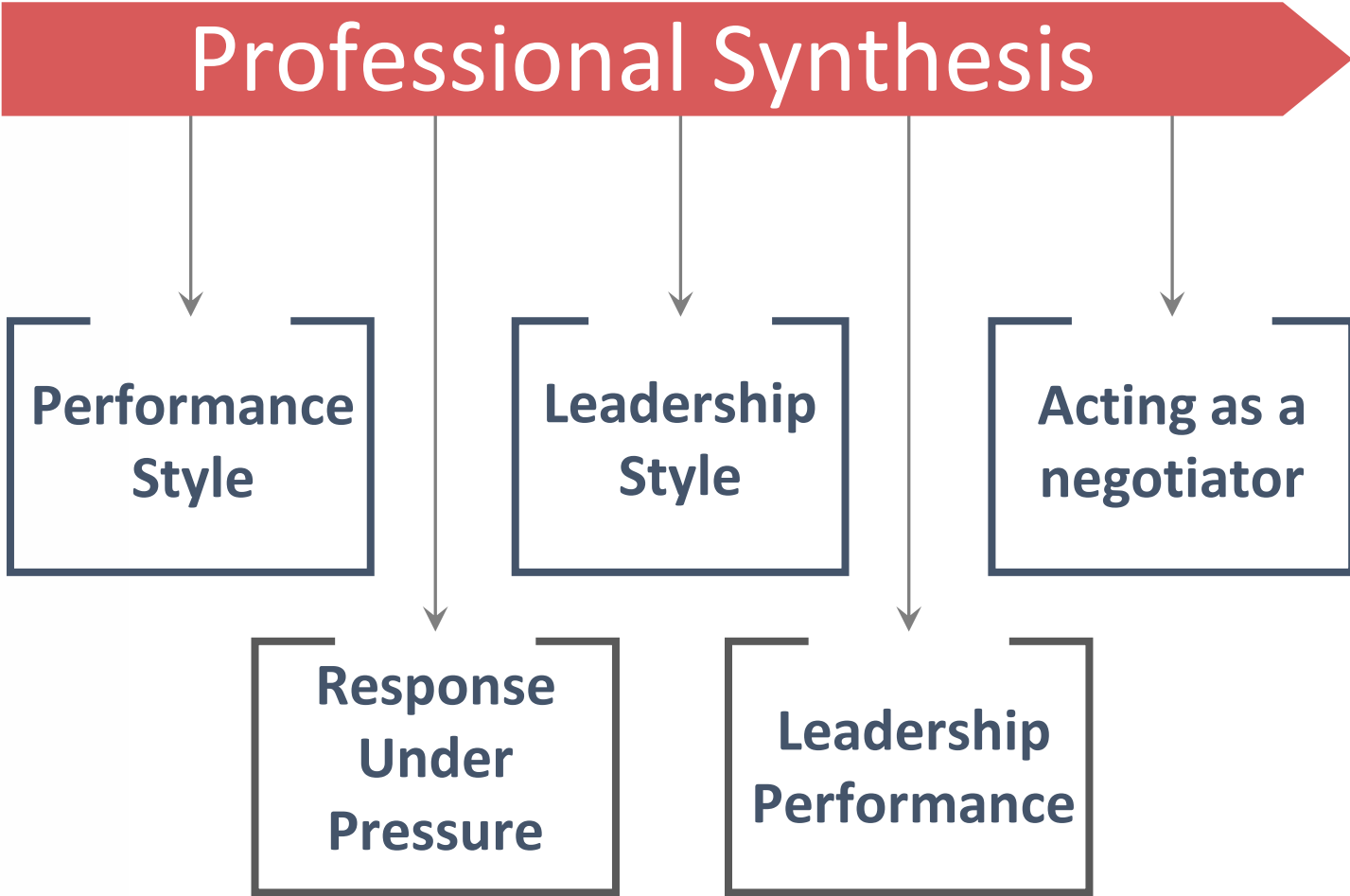
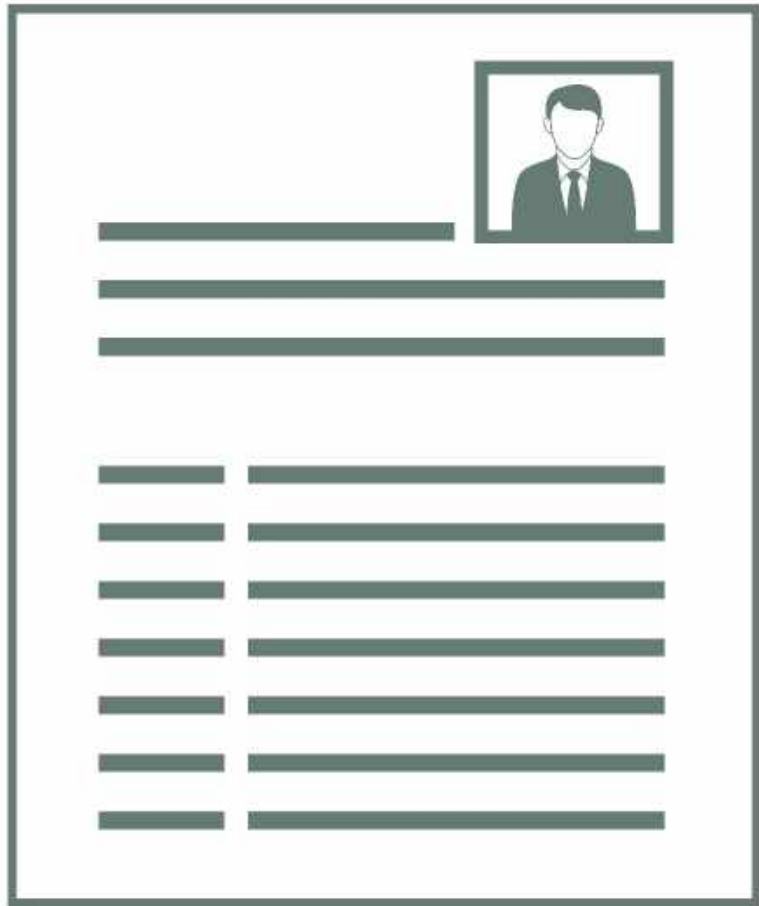


## Know Each Other



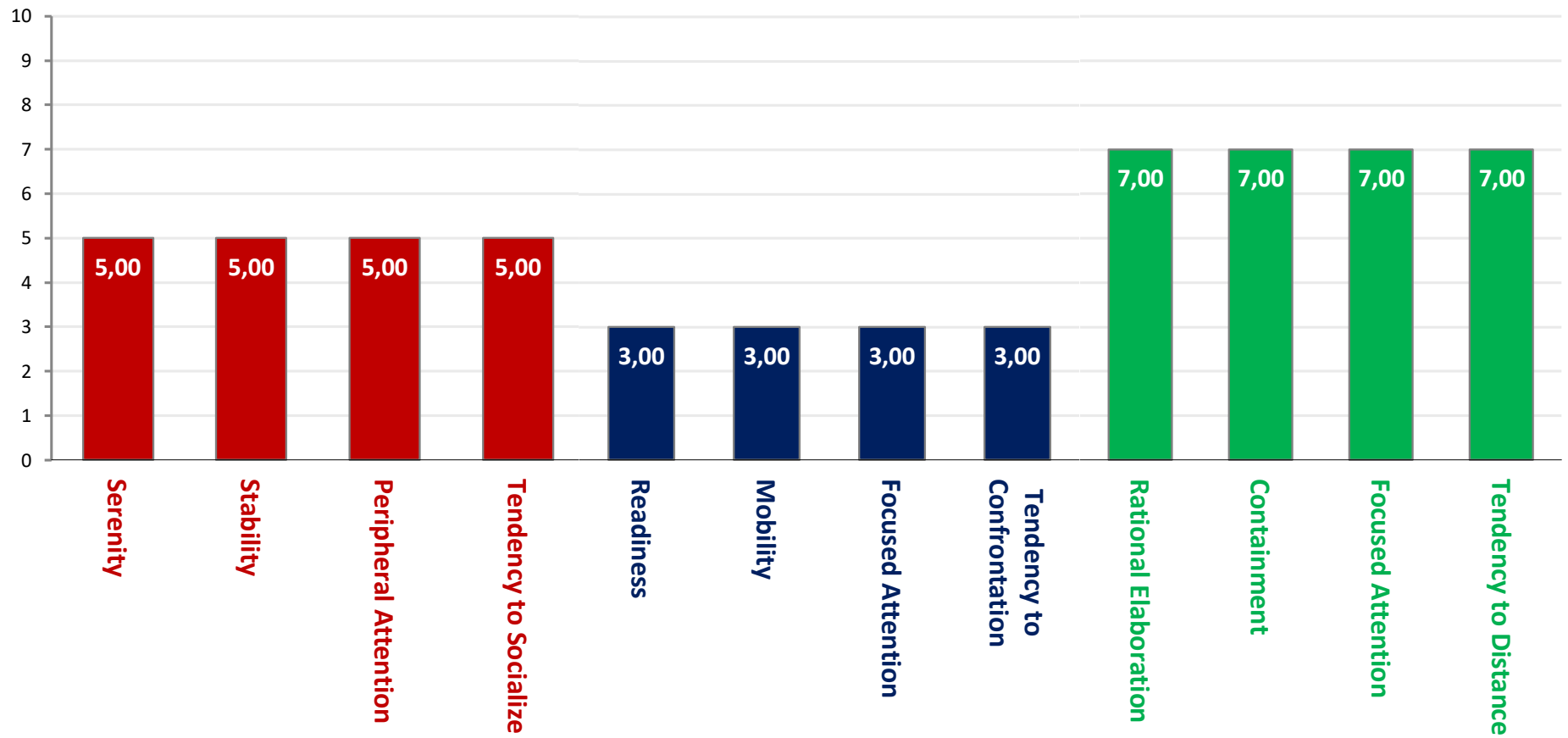
- Improve Communication
- Develop empathy
- Train Objectivity

# Behavioral Profile





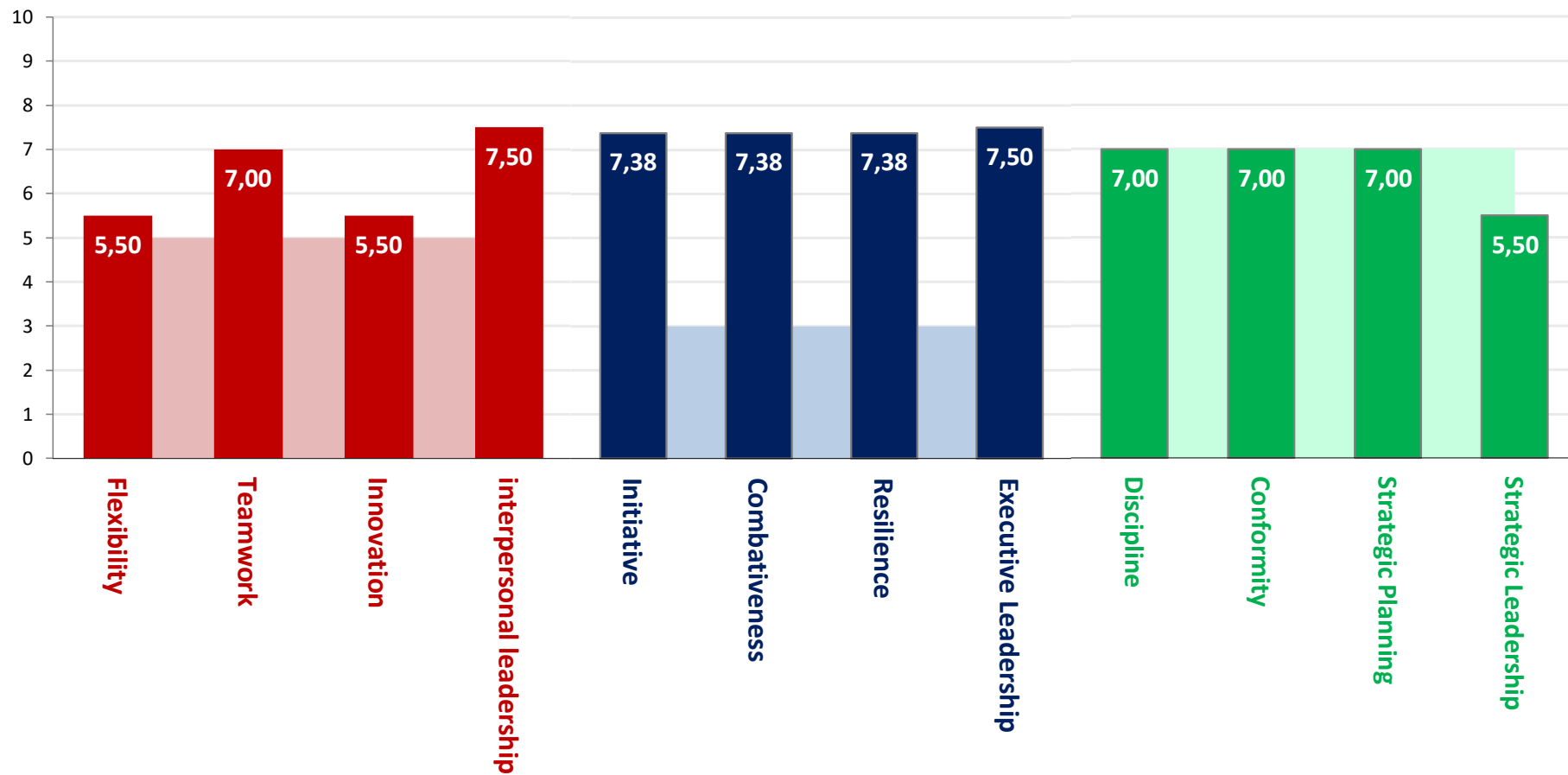
**Graphic Designer**



# 12 Natural Skills



Marketing Agent



# 12 Developed Skills

Characteristics

Memorable

Very Striking

Level Presented

Minimum

Intermediary

Easy to relate

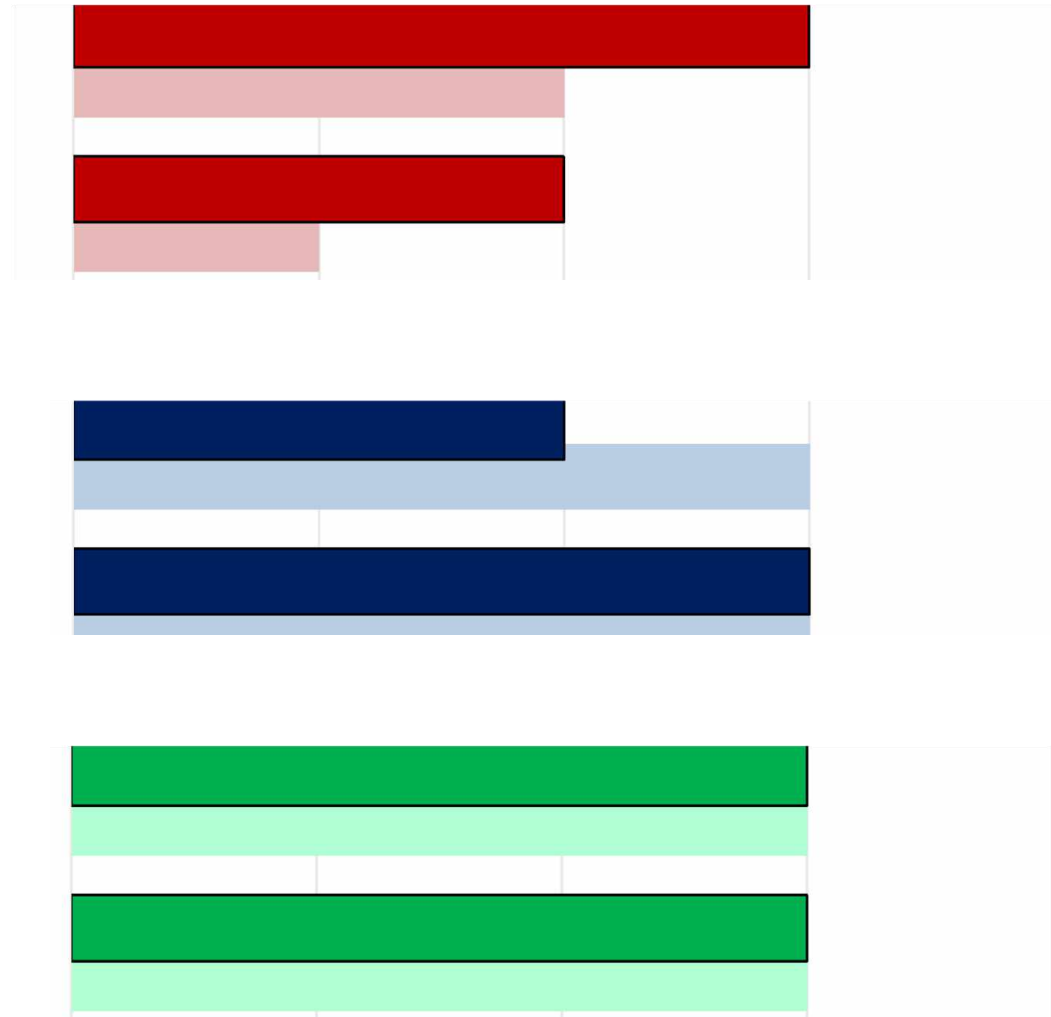
Skill for Intermediation

Change Management

Focus on Results

Adherence to norms and rules

Management of priorities and activities

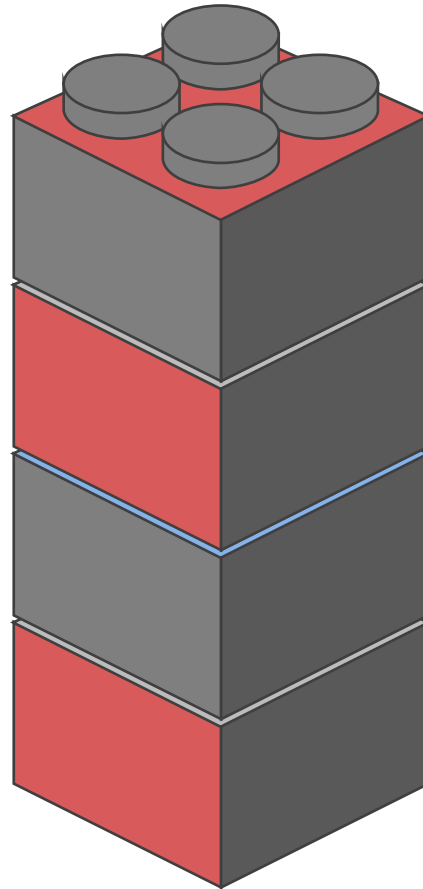
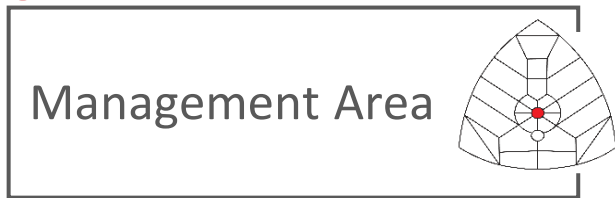


Business Consultant

# 12 Additional Skills

# Contribution Areas - Better functional adjustment

## Mapping of the performance area



## Description of the performance area

The performance in this area is eclectic, highlighting activities that demand contact with people and continuous movement....

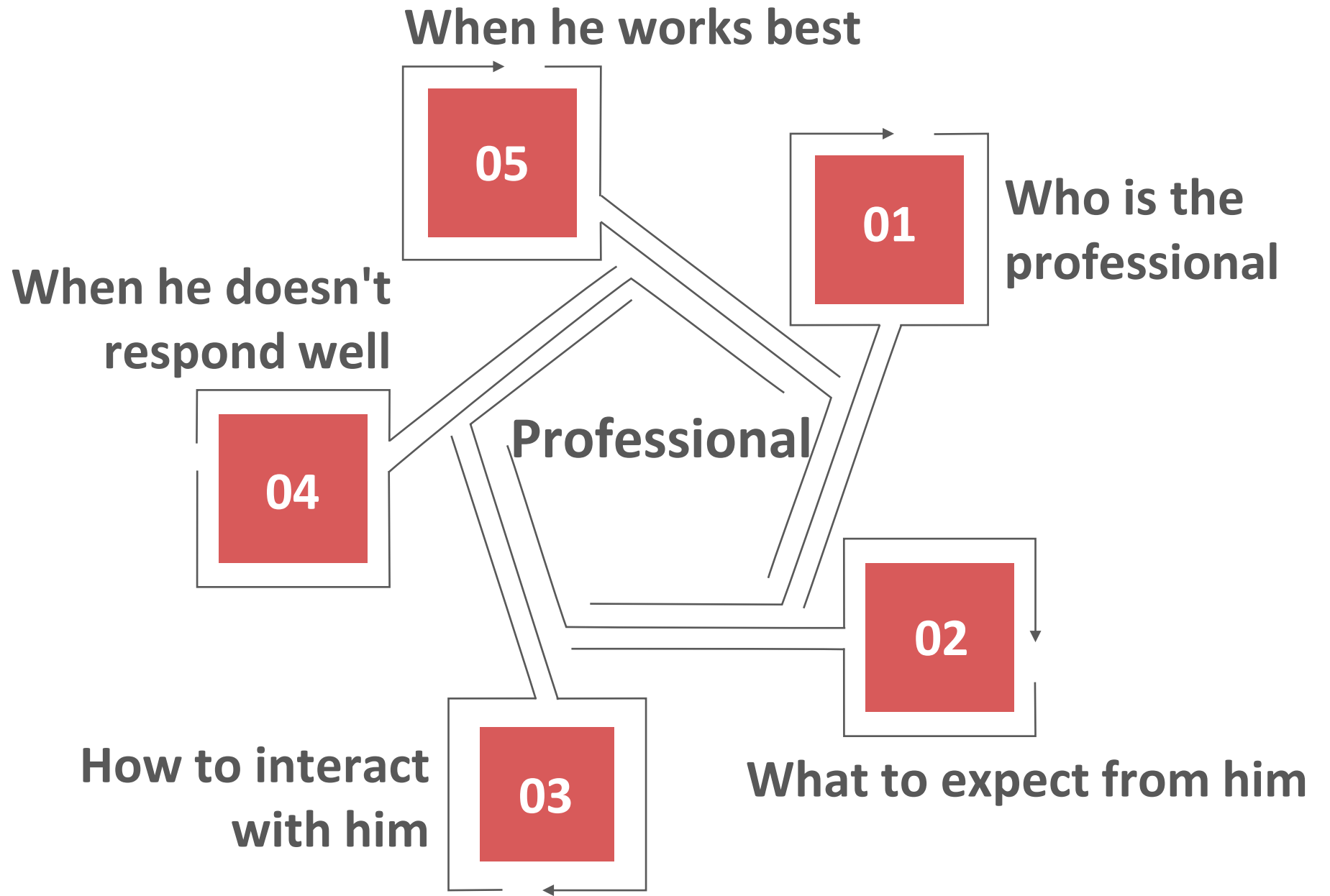
## Vocational Area

Vocational area favors working in activities that demand a lot of movement and communication...

## Suggestion of Roles and Positions

Give lectures or training / Strategic human resources / Project coordination

# Information To the Manager





# Professional - Management and Development

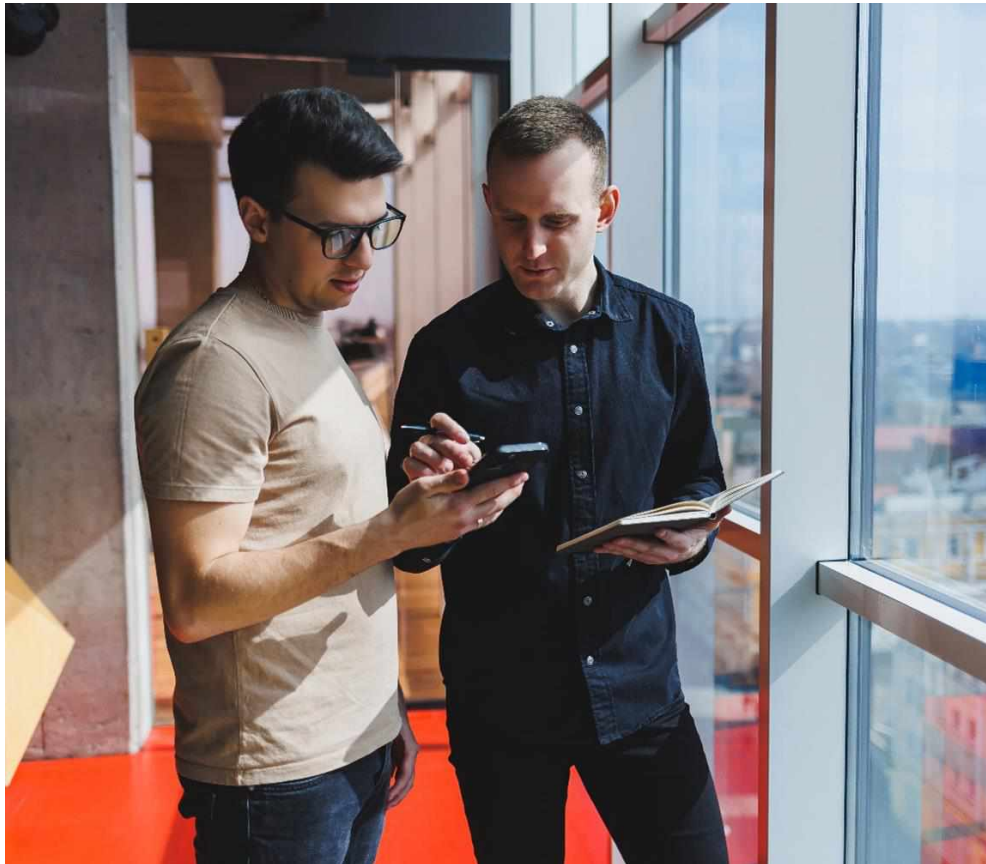


## Self-management

- Essential information
- What to manage

Note: This content it's part of APOGEO Essential Formation

# Professional - Management and Development



## Data for management

- Knowing how to conduct the relationship
- Knowing how to motivate

Note: This content it's part of APOGEO Essential Formation

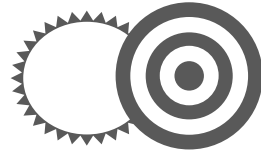
# Leadership Development

## Communication



- Different Styles
- Negotiation
- Stability
- Feedback

## Motivation and results



- Motivation
- Focus on Goals
- Positive Attitude

## Empathy



- Basic Fear
- Defensive Reaction
- How to Deal with it

## Objectivity



- Profile Correlation
- Objective Interaction

# Leadership Concept



A leader knows each person,  
their motivations and needs,  
interacting with human  
consideration and fairness





Developing leadership  
strengthens the company  
and benefits people

