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#### **Developing Leadership Capacities**

At this point, it is important to note that in the face of the current corporate environment, the concept of leadership cannot be static. Instead, it assumes a dynamic shape and evolves with the changing needs of the corporate world. Therefore, I will have no choice but to undertake practices that aim at enhancing my leadership competencies and building my capacities to desirable levels at all times. To this effect, I will have to pursue further studies in the field of leadership and upon my completion of undergraduate studies, I intend to further my education to the Master's level. Considering the fundamental importance of education in improving capacities and expertise, I will focus on business management and related courses so that I attain specialized skills in my field of specification.

Additionally, I will examine and re-examine my leadership style with the aim of identifying weaknesses that undermine credible organizational management. According to Northouse (2013), well-regarded tools including the Personal Motivation and Engagement Tool, Myers Briggs Type Indicator Tool and the DISC Tool are effective in evaluation of the credibility of different leadership styles. Specifically, these tools are designed to enable leaders to comprehend their behaviors, value systems and problem solving tendencies. Information gained from such tools empowers them to identify areas that derail management and initiate important communication procedures that can help them to improve accordingly. Essentially, leaders can make objective decisions through the results of self analyses, especially with regard to improving their performance.

I will also welcome external critical reviews on my leadership activities in a bid to improve my leadership. I will do this by gathering observations from external parties with regard to my leadership capacities and any shortcomings. Northouse (2013) asserts that leadership that is refined from different points of view yields better

# Robert Smith

#### Career Advisor/Manager

Phone (123) 456 78 99 Email: info@qwikresume.com Website: www.qwikre.sume.com Linkedin: linkedin.com/qwikresume Address: 1737 Marshville Road, Alabama

#### SUMMARY

Seeking employment opportunities with a progressive organization that offers challenge and growth potential where can utilize skills and abilities, as well as, broaden knowledge.

#### SKILLS

Office Management, Career Adivsor, Human Resources.

#### WORK EXPERIENCE

#### Career Advisor/Manager

WorkforceSolutions - July 2015 - 2019

- Provided case management to customers, established eligibility, provided referrals, assisted with job search & amp; placement and monitored progress.
- Worked in collaboration with the Skill Development function to move job seekers toward completion of educational goals, training and employment.
- Effectively managed a caseload of customers.
- Perform detailed intake and assessment interviews to determine education, basic skill needs, interests, ability and aptitude to acquire job skills and knowledge, work history, economic and family status, career goals and training needs.
- Eligibility determination is documented with verification to support eligibility 100% of the
- Interview customers; gather information on training needs, educational background, work experience, skills and interest.
- Assist customers with identifying employment goals as well as developing achievable realistic service and employment goals.

### Career Advisor

## ABC Corporation - 2014 - 2015

- Preparing grads in understanding employment opportunities social media, resume writing and interview techniques Counsel grads in overcoming employment barriers Organizing and planning resume workshops, interview workshops, graduation events, and career.
- Provide leadership, coaching and guidance to newly hired Admissions Advisors Actively manages all phases of student recruitment to include conducting interviews and informing perspective students of the educational services provided by the University Follow up to ensure that students provide the necessary documents for enrollment.
- Network and develops professional relationships with Corporate partners in order to generate personally developed inquiries Actively involved in coordinating and executing the annual Scholarship Banquet for area High School students Works closely with High School Representatives by conducting Information Sessions regarding the benefits of attending DeVry University.
- Develops relationships with area High School counselors to identify perspective students
- Analyze Sales Force System reports in order to strategically plan and implement team goals. DeVry Advantage Academy Advisor- Member of the Project management designed to execute the marketing and branding of DeVry Advantage Academy, Developed relationships with HISD leaders in order to identify perspective students.
- Conducts presentations in order to explain the Academys purpose and programs offered.
- Participates in campus and HISD events in order to develop new ideas to help motivate and retain students Maintains the DeVry CRM database system by entering and updating student information...

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#### Graduate Student Career Action Plan

۰	ST YEAR: COVER YOUR DIRECTION, EXPLORE THE WORLD OF WORK
	Schedule your First Year Career Consultation with a career coach in the Career & Professional Development Center and determine where you are on the UB Career Cycle.
	Learn more about your professional brand by taking career assessments. Options include: Strengths Quest, Strong Interest inventory and the MTBI.
	Start updating your career portfolio by creating or revising a resume, cover letter, and Linkedin profile
	Attend career events such as Be Ready Workshops, job fairs, and networking events.
	Learn more about professional associations in your industry and attend an event.
	Obtain mentoring, if desired, from UB alumni, faculty and/or staff by participating in the Professiona Development Institute.

PROGRAMMING AT-A-GLANCE	BUDGET	AUDIENCE	PURPOSE	AVAILABILITY
ONLINE CONFERENCE	_			
The online Arts integration and STEAM conference is held in July each year. It gathers 1500-2500 education from around the world in a digital platform to see 15-20 minute presentations on current practices in Arts. Integration and STEAM Education	\$99 - 149 per person Group rates available for teams of 5 or more. Provides a 20% discount.	Classroom Teachers     Arts Teachers     Administrators     Media Specialists	Learn the latest best practices     Log 10 PD hours     Fresh ideas and resources	Held online each July     Livestream & On-Demand     Lifetime access included
DIGITAL CURRICULUM SUPPLEMEN	ıτ			L
The K-8 (soon to be K-12) Arts integration and STEAM curriculum supplements provides a plug-and-play set of 18 arts integrated lessons per grade level. Includes lessons, assessments and student resources.	\$199 pp/single grade \$299/pp multi-grade Group rates available for teams of 5 or more. Provides a 20% discount.	Classroom Teachers     Arts Teachers     Media Specialists	For teachers who need a model of arts integration lessons, sessesments and resources     To provide an opportunity to extend arts integration across content areas	Available 24/7/365     Immediate access upon purchase
ONLINE COURSES				
Our online courses provide a self-paced foundational understanding of arts integration, STEAM, assessment, classroom management, and project based learning.	\$99 - 149 per person Group rates available for teams of 5 or more. Provides a 20% discount.	Classroom Teachers     Arts Teachers	Deep dive into a topic     Log 10 PO hours     All-inclusive foundational courses with resources.	Annilable 24/7/365     On-Demand & Self-Paced     Ufetime Access
ACCELERATOR PROGRAM				
The accelerator program is a robust library of personalized learning for arts integration. Members have access to all of our courses, conferences, curriculum, video library, resources and coaching for ongoing support.	\$299 pp/year Group rates available for teams of 5 or more. Provides a 20% discount.	Classroom Teachers     Arts Teachers     Administrators     Coordinators     Teaching Artists	Have access to everything we offer     Log unlimited PD hours     Get personalized, 1:1 support	Enrollment occurs each October     Available 24/7/365     Yearly license that must be renewed.
ARTS INTEGRATION CERTIFICATIO	N PROGRAM			
This intensive, 1-year program of study provides a comprehensive learning experience in arts integration methodology and practice. Students complete (4) 8-week sprints and submit a final portfolio of work that can be used to help lead	\$997-2250/pp	Classroom Teachers     Arts Teachers     Administrators	Become an arts integration specialist     Develop a comprehensive arts integration effort     Log 720 PD hours/6 Grad	Enrollment opens Feb-Mar each year     Auslibble as both self-pace and live with digital cohorts     Includes access to our jobs.

How to write a career development plan sample. How do you write a career plan. What is your career plan sample answer.

My duties have now given me the necessary skills to achieve this kind of development in my career. Example: 4After Completing my MBA of one of the banks through campus place. The better you approach a situation; The better it will be an opportunity at the next time. Free Marketing Plan Models are dispatable for downloading the internet. I think working at some position that will help me gain more well be my choice regarding career development, because earning more means you are advancing in position of work and that is what I understand for the term career advance. Example: 10i I took my previous work after a lot of struggle and hard work. Every product or service needs an orientation of the market, attracting interest, gaining customers and keeping them for future sales. Be the most specific and realistic possible and describe how you measure the obtaining of objectives and objectives. Increasing my career means, experimenting, learning to face the challenges that will come to your success. For example, if your goal is to increase by 25 % in the next year, make the goal of contacting customers by phone or email within a sales of sales, offering a return order discount. I believe I will find greater and better responsibilities here, in this new position in its organization. The company must create a declaration of the departmental chief within the years in the end of the innio as a simple employee of the lower in my previous organization. Should include information on the marketing activity used in the past with the effectiveness of these Analyze the competition based on talking to your site. How does potential buyers find out about your service or product? Using a small business model marketing model prefers to use a marketing plan model. And I'm ready to work hard to realize this goal. So, gaining rapid promotions in my path to higher and better positions is what I admire in terms of career development. So, when I see more development in my career and consider my goal in this field, I will say that working or leading a larger team that would be working on a major project of the organization is what I want from my career. The best way to do this. I believe, is to continue to challenge me constantly and with each junction in professional life. I plan to further increase my management skills over time, proving to me worthy in all challenging situations and gaining new responsibilities every time. Example: 3 that working with previous organization, I managed many teams. Whether small or large, team members are novices or veterans; I worked as a team member of all these teams. Determine how many products or services you will need to sell to profit. The plan must identify and discuss the target market with information on direct competition in the sector. Next, the plan needs to focus on strategies and all specific sales that generate sales, including product descriptions, called to all a. § §as, product or service, and a plan to monitor what effective marketing strategies are effective the company. You need to separate to attract customers and successfully compete with similar companies. I hope your company will help me Prepare to be ready to take on these opportunities. Examination: 6Career Development in my terms It does not only mean winning higher by being in a higher position at work. You can also use a marketing plan spreadsheet to help you debate your ideas, goals and goals. My goal is not only to acquire these skills for the first time, but I want them to develop and update continuously. Plan goals that describe specific actions to ponder include: this business model is single and as only one? My work was quite stressful for you alone, but the desire and zeal to move forward in my career always kept me motivated and, if you ask me about the advance I want in my career, it would simply win a position The highest administration in the organization - "¢ hierarchy. How will you deliver your service or product to your buyers? How many sales calls were needed to make sales? Once you have a sketch of your marketing goals, you can create an effective plan. How do I write a marketing plan? Make sure your marketing plan? Make sure your marketing plan? How can you prevail on this competition? Are buyers happy? So, I do not think I'll face any problem in working here. The work function your company is offering is more or less similar to my previous work. The plan should also include guidelines for marketing activities as well as a plan to measure the efficacy of activities. State objectives that create a definite marketing direction. For now, my focus is on improving my knowledge and, for this, I am looking for some courses that help me later during my work. I And I will work diligently to get to the position that would interest me in its organization. Example: 5i worked in the lowest position of my previous organization and worked so much to win 2 promotions over a year and a half. Then the marketing plan consists of a set of realistic goals with defined objectives, along with deadlines to meet these goals. And I want to develop my talent with the best talent of skills. Example: 2my vision for career development is not going to acquire any particular position in some specific company in the future, yes to win more and more responsibilities progressively over time. For this, I am building my knowledge and abilities. Results of the market research contour, including the identification of the target market, demigoding of customers and profiles, market influences, economy, competition, customer satisfaction and point identification points strong and weak that the business may face. A marketing plan are very an integral part of the general business plan, as it maps goals and the plan to achieve them. What does a marketing plan is detailed with concise measures that will perform a defined goal. I make a plan to place goals in action to achieve goals. More from Questionswered.net Example: 1Talking about my career development needs I would like to mention that my main focus is to develop my leadership skills. I have no specific demand for career development. Find out about your products, branding, advertising and marketing. Everything, every personality of personality of personality all the established skills that are acquired over time and which is being kind of construction of a person's career is the career development itself. It is important to make the fancil marketing plan involves market research to evaluate Target customers, identify potential products or services, find suppliers, calculate costs and discuss all negative positive and negative positive and negative positive and knowledge sets help a lot of a person in the construction of a better career in the future. Analyze the success of marketing efforts to determine what it is working and what is not working. For me, career development is taking advantage of every opportunity I will find in my work sphere. I would like to think about it when I entered the organization and fully understand the work. What other companies are there currently competing for the -alvoyant market? I am signing up for your work because I renounced my previous job for personal reasons and therefore needed a new job. For this, I always try to take on larger and larger responsibilities. For all the companies I have already worked for, my vision has always been to the general picture. Define prices based on business costs and manufacture, equilibrium point, profit analysis, competitive prices and sums that buyers are willing to pay. Example: 7i I am very dedicated to building my career in the actions market or in any other related field that can also be investment. I believe in dealing with the challenges of my best skill. Include targets, business organization, products or services provided with brand and market -alvo. I began my career for being in the position of seller in my previous company and the position of seller in my previous company and the position of seller in my previous company. What need does business attend? I just want to keep a job for financial security reasons. This is what I see for myself in terms of career development and advance that I will work as agent or in some other in the actions markets. I accept challenges in a very positive way. I am working to acquire knowledge of all the pieces pieces Each concept of this market so that I am prepared for the challenges I can face more in my career. Examination: 8 Rareer career development, I would like to gain experience the possible in my field that is marketing. And this will certainly help me to advance my career yet. I worked as an investment consultant for this bank. Define your company's allbusiness distribution, such as direct sales, wholesale, mail, telemarketing, advertising, network, internet marketing or a direct sales. Include profiles of your target market, including demigoding, their hosoms, qualities evaluated by customers, potential customers that are not currently reached, ways to reach these clients and any changes that customers can want. I am very happy to get a letter of offer for this. For me, it is gathering skills and knowledge as much as you can. I can.

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