



# Personality development and self-awareness for managers

## Confident and self-reflective appearance

### Seminar objective

In addition to your professional competence, your personality and the effect of your appearance are among the factors that determine your success in everyday work. Develop your personality by receiving feedback and react purposefully and appropriately to different situations. Through (self-)experience, you will expand your awareness and promote your own potential. You will become familiar with appropriate communication techniques. We will support you in improving your self-confidence and important suggestions will be given to further develop your own personality.

### Seminar content

#### The basics of personality development and self-awareness:

- Recognizing your own strengths - how do I bring out my potential?
- The creation and editing of your competence portfolio
- Important strategies for personality development - how do I strengthen my expressiveness?
- Which personality potential can I develop and which characteristics do I have to accept in myself?

#### The professional appearance in everyday work:

- Which weaknesses do I want to eliminate and accept? - Self-reflection
- How can I harmonize emotions and intellect?
- The 8 most important basic rules for your development - The key!
- What limits do I set myself and how do I overcome them?

#### How do I affect others?

- How can I present myself more effectively in certain situations?
- How do I come across as a personality
- Which strengths can I build on?
- How do I increase my persuasiveness
- How can I increase my impact on others?
- How do I motivate others through my personality?
- Which people promote, which people hinder my personality development?

#### Applications in practice:

- Transfer to everyday life
- Case studies
- Improving presentation skills through targeted feedback
- Intensive practical presentation exercises

### Methodology

#### Course ref.

PE4006

#### Participants

not more than 9 participants

#### Schedule

1. Day: 10:00 - 17:00  
2. Day: 09:00 - 16:00

#### Location & dates

##### Münster

26.08.2024 – 27.08.2024  
09.12.2024 – 10.12.2024  
27.03.2025 – 28.03.2025  
25.08.2025 – 26.08.2025  
08.12.2025 – 09.12.2025

##### Hamburg

11.11.2024 – 12.11.2024  
13.02.2025 – 14.02.2025  
10.11.2025 – 11.11.2025

##### Frankfurt am Main

16.09.2024 – 17.09.2024  
27.03.2025 – 28.03.2025  
15.09.2025 – 16.09.2025

##### Munich

20.06.2024 – 21.06.2024  
25.11.2024 – 26.11.2024  
12.06.2025 – 13.06.2025  
20.11.2025 – 21.11.2025

#### Fee

1.150,00 € (ex. VAT)  
1.368,50 € (inc. VAT)

Included in the price: Working documents, certificate of participation, lunch and coffee breaks.



Practical exercises tips for transferring learnings into everyday life  
external and self-analysis video-supported role plays discussion  
within the group

**Target audience**

The personality development and self-awareness for managers seminar is aimed at specialists and managers from business enterprises of all sizes and industries as well as from public administration.



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