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Module: BMSW4001

ACADEMIC AND EMPLOYABILITY SKILLS



SALES MANAGER

THE IMPORTANCE OF ACE SKILLS IS THAT THEY'RE VERY PERSONAL AND PLAY A MASSIVE ROLE, TO OUTSTAND ME FROM OTHERS.

SO, IT WILL BENEFIT ME IN PROCEEDING IN MY CAREER PLAN

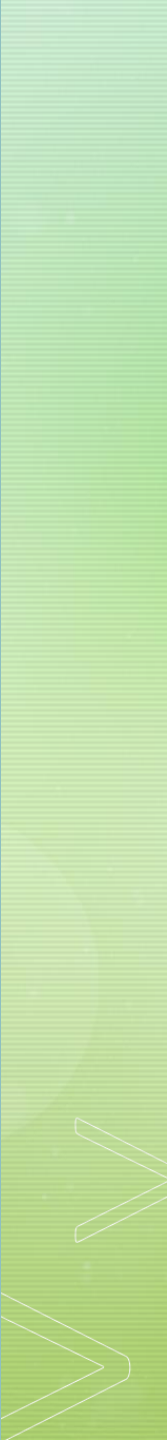


SALES MANAGER

1) TO BE A RETAIL MANAGER THE EMPLOYABILITY SKILL THAT I NEED ARE:

- GOOD LEADERSHIP SKILLS AND CONFIDENCE; TO LEAD A WHOLE GROUP OF PEOPLE
- ORGANISATION SKILLS; TO ORGANISE MY WHOLE TEAM AND WORK

2) THE ACADEMIC SKILLS THAT I NEED ARE:

- RESEARCH SKILLS; TO RESEARCH ABOUT MY ROLE
 - TIME MANAGEMENT SKILLS; TO SAVE TIME AND BE PROACTIVE
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SWOT:

STRENGTHS:

- Team-work
- Determination
- Motivation

WEAKNESSES:

- Professionalism
- Research Skills

OPPORTUNITIES:

- Meet new people; new relationships
- Training courses; more experience

THREATS:

- too many competitors
- not enough experience

PDP

My goals (currently)	Skills and knowledge to be learned?	What are my next steps?	What resources do I need?	Schedule	Completion
My goal is to complete this degree	I specifically need to work on data skills, analysis and research skills	My next steps are to gain work experience By doing part time work besides my degree	Free time to work for experience Books, articles and journals to research about my career	When do I start? I have started the degree When do I expect to finish? At the end of this degree and a few months of experience afterwards	When will I complete each step? Degree: 3 years Work: a few months Research: during my 3 years of degree



CONCLUSION:

- IN CONCLUSION, TO BECOME A SALES MANAGER I WILL WORK MY WAY UP MY PDP AND TAKE IT STEP BY STEP AND WORK ON THE ACADEMIC AND EMPLOYABILITY SKILLS I'VE MENTIONED ABOVE
- MOREOVER, I NEED TO WORK ON MY WEAKNESSES SO THEY CAN ALSO BE ADDED TO MY STRENGTHS AND TRY TO AVOID THE THREATS IN THE FUTURE.

REFERENCES:

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