



Professional Career Development (BMSW4005_LON)

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How did you get to where you are today?

My story is not as deferential as other people, I am a dreamer and I have always pursued my dreams, I got through my parents a good school education, through my efforts I managed to enter a great university. And with a lot of effort and dedication I managed to expand my knowledge for the job market, but it is not easy to work and study at the same time, but with a determination that I put into practice when separating my tasks, it helps me a lot in the development of my career professional, always with honesty, patience, decisions that can change my ability in the professional market. I want to seize the opportunity to be able to open my own cloud computing company and offer consumers a unique and effective service experience, in which consumers feel confident saving their files on my servers. Always this dream of managing my own company and demonstrating that I am a great competitor in the market. I am currently a salesperson in a small wine store, here inside the store, in addition to selling the products, I also manage as products that enter and leave the store, this is a help in my job learning, particularly I develop the company's techniques to I stand out with my skills, communication, honesty, being friendly, patient and observant, with these references I can get closer to the client and have a professional and charismatic dialogue, because with this attitude I convince the client that he is making a great decision to acquire the store products. The simplicity together with the confidence that I adopted in my life helped me to get to where I am today and I believe that along the path I'm taking I will be able to reach my goals with great efficiency and ability to manage my knowledge in the job market, because that way I'm sure that through my studies and experience that I'm developing, I'll be able to achieve professional success.

Age range	High points	Low points
20s	complete my course	mental fatigue
30s	get a good job	deal with the adverments
40s	open my own company	fight in the competition
50s	have a family	family conflicts

Interviewee.

- Lucas: Hi, good morning, my name is Lucas Costa, and I made an appointment with the company's word wines for a job interview.
- Arthur: Hi Lucas how are you? my name is Arthur, you came for your job interview, correct? Well can you tell me a little more about yourself? Where you are from? your age? how did you get in touch with us (e.g., through internet ads, newspapers, social media)?
- LUCAS: I'm 25 years old, I'm Brazilian, I moved to London 1 year 6 months ago, I live alone. I find word's wine's job advertisement through the internet, from the company's own website.
- Arthur: How did you get here?

- Lucas: I came by subway and found it very easy to get here, and the time I take from my house to work here is about 20 minutes. I thought a lot because it would help me a lot.
- Arthur: Good Lucas, I'm glad to hear about it, look, I was checking your resume, and I was wondering if you already know the word wine, or have you heard of it? I would also like to know, what is your experience with wines?
- LUCAS: Well, I've known the company for some time as I've already bought wines through their stores, and I was thrilled to hear that you are hiring new employees. I have general knowledge about wines, that is, I have a vision of what a wine is, what it is made of and the most popular grapes for making wines.
- ARTHUR: And about the vacancy, have they explained something to you, are you already informed of what the company really needs?
- LUCAS: I can see in the ad that you are looking for salespeople and representatives to help with purchases made by customers in stores, the job vacancy announcement went into a lot of detail.
- ARTHUR: Yes, we are really recruiting professionals to act directly with the customer inside the store, offering instructions and assistance to the customer at the time of purchase, the word 'wine company' requires that sellers be charismatic, attentive to customer needs, be friendly and educated, and who understand the basic concept of wines.
- ARTHUR: Do you identify with any of these demands?
- ARTHUR: Do you have sales experience?
- LUCAS: Yes, I have my methods of convincing the client, and experience with sales, I am very polite and understandable, I like goals and I am committed to the demands proposed by the company.
- ARTHUR: And what do you expect from the vacancy?
- LUCAS: I want to improve my communication skills and expand new knowledge, and learn even more about wines, and dedicate myself to be a good employee and be able to deliver my best to the company.
- ARTHUR: are you aware that we are paying £9.50 an hour and you are going to make a 40 hour a week contract, are you okay with that?
- LUCAS: Yes, I was already aware of this information, and because of the role I will play here at the company, I agree.

- ARTHUR: Well, for now that's enough, I'll be looking into anything the company will get in touch with you. thanks.

Success factor in higher education.

According to (Educ., 2009) Learning styles are considered by many to be a success factor in higher education. As I observe over the years that my professional competence has been acquired through the experience I am having at university and at work, and on this it is being built as general management skills of my professional career, considering that the improvement of content that I'm having through the classes that the university adds a lot will be the factors that demonstrate my competence, but I have the help of marketing and administration books that help me a lot with innovative ideas, in addition I'm always willing to provide new constructive criticisms that can help me when choosing exactly the path that can lead me to professional and financial success with profitable gains, however I am currently implementing extra content in my learning, I am currently studying programming rules on my own and how to build a system that will facilitate the flow of my career in the job market as well as I'm going to offer other people my ideas that might help you in the job market. Best practices likely involve a teaching paradigm that addresses and accommodates multiple dimensions of learning styles that build self-efficacy. Despite my efforts and rewarding being able to offer my skills in the business world, this was effective for me, as I will have roles in my company that will lead not only me but my co-workers towards great goals and objectives, bringing internal gains and external to the company and employees. success and career advancement are often impacted by several factors. Some factors that I have direct control over. Motivation is a key factor under my own control that can have a direct impact on the quality of my work and my overall career success.

	Things I know		Things I don't know
	Public Arena (public self)		Blind spot (unknown self)
Things others know	Determined Friendly Understandable Honest Patient Trusting Observer Charismatic Communicative Easy Loving Kind	Modest I help Careful Fragrant cunning Sensitive Warm Responsible Organized Flexible Competitive Generous	Independent Skillful careful with my actions Intelligent Apprenticeship Honest Mature Clever
Thing's others don't know	Hidden self Reflect Researcher		Unknown area(unconscious self) Acceptable Energizing Naive Stroverted

	Sentimental easy attachment to people	Nervous quiet at the right times Religious
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This is a small summary that I would classify about my person, I was surprised in the act of putting some of my main characteristics, considering that the aspect that this reflects on other people about my abilities and adjectives is very important, as I dare to do this research. It's really surprising how this can affect me in the job market and in my personal life, but really I see that I have points to be improved, for example I need to acquire the ability to present content and ideas in front of other people who recover from the same meeting or work ideology, proposing my ideas and opinions and being firm in my decisions, and analyzing criticism that can be constructive or negative, separating according to what I will remove to improve my performance. The fact that I have the knowledge of my own character helps me in relationships with other people, having self-confidence in relating gives me the right to be able to lead any occasion demonstrating my potential. And my coworkers or my personal life helps me a lot in improving my adjectives allowing me to be more skillful and confident in my actions. With the help of my friends through a research I managed to analyze the blind spots of my adjectives and so I was surprised in the middle of our conversation it ended up as characteristics that my character was rated, these small details turning into a fluency of improvement for me. devoting more and more to my actions to develop skills that I didn't have yet, the coherence of details to be improved and insignificant in the face of the good qualities I have, but I can't fail to give importance to characteristics and adjectives in order to improve and changing the aspect for me makes me more and more a friendly, sensitive, kind person and not only conquering the public of merchants and customers but also being able to conquer people around me in my personal life.

For about 5 years I have the objective of being within my own software development company for cloud computing, in the development and programming sector, I want to be able to work together with a team mainly focused on the part of program analysis. (Testing the program before it is delivered to the customer) and, if possible, I want to be part of the requirements gathering team (analyse and unravel what the customer expects from the software or system they asked our team to create) within my own company, this would really be one of my greatest achievements at the moment. And if plan A has some undesirable unforeseen event, I intend to run to plan B, that is, join a large press that works exactly in software development, actually working in these companies like Apple, Microsoft, Samsung, etc... it has its advantages in addition to enriching the Curriculum and providing financial stability depending on the earnings I acquire within the company, this makes me more confident and secure, giving me more confidence and being able to dedicate myself to my work as much as possible and letting myself be fulfilled by doing exactly what I do. I like it and that I know that I will stand out.

Conclusion

My personal development plan comes from my ability to achieve my goals, I am focused on my goals, this allows me to pursue my goals and open my own company, but with the help of a team of great professionals, it makes this even easier. proposal, I will need a department that works exactly with programming, with software development, system analysis and requirements gathering. Create a team and I need to know what exactly we are going to work

(focus) this brings more confidence, select people who are extremely focused on the work, knowing how to have a great administration organization.

Success comes through efforts that open doors to the professional market and to personal life, being honest and having the ability to self-indoctrinate shows that your own character is of extreme responsibility, I must not only create adjectives, but live each one of them, thinking about the future is not easy because we have many dreams, but it is possible to focus on achieving them with effort and dedication, but I'm sure that in 5 years I will be able to build and accomplish most of my goals that I have

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