

# THE 12 nessio COMPETENCIES

Stand:  
Oktober 2024

## PERSONAL COMPETENCIES



Sense of  
Responsibility  
& Integrity



Decisiveness  
& Risk Awareness



Willingness  
to Learn



Self-Reflection  
&  
Self-Assessment



## SOCIAL COMPETENCIES



Communication  
& Rhetoric



Empathy



Leadership



Conflict  
Management



## PROFESSIONAL COMPETENCIES



Business  
Acumen



Structured &  
Efficient Working



Analytical  
Thinking & Acting



Coaching



# PERSONAL COMPETENCIES

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## SENSE OF RESPONSIBILITY & INTEGRITY

Sense of Responsibility is the ability and willingness of a person to be aware of their duties and tasks and to fulfill them conscientiously.

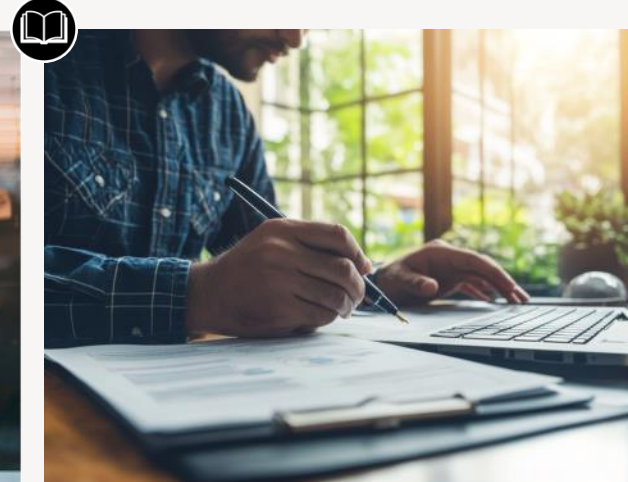
Integrity is defined as the quality of being honest, sincere, and morally upright.



## DECISIVENESS & RISK AWARENESS

Decisiveness describes a person's ability or willingness to make decisions quickly and effectively.

Risk Awareness describes a person's willingness to take risks.



## WILLINGNESS TO LEARN

Willingness to Learn is the readiness and motivation of a person to acquire new knowledge, skills, or experience.



## SELF-REFLECTION & SELF-ASSESSMENT

Self-Reflection is the process by which a person consciously reflects on their own thoughts, feelings, actions, and experiences.

Self-Assessment is a person's ability to assess themselves objectively and realistically.

# SOCIAL COMPETENCIES

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## COMMUNICATION & RHETORIC

Communication is the process of exchanging information, ideas, thoughts, feelings, and opinions between individuals or groups.

Rhetoric is the art and skill of persuasion and expression through language.



## EMPATHY

Empathy is the ability to understand the feelings, thoughts, perspectives, and emotions of other people.



## LEADERSHIP

Leadership is the process by which a person or group of people provides the direction, support and vision to motivate, influence, and guide others.



## CONFLICT MANAGEMENT

Conflict Management is the process by which conflicts between individuals or groups are recognized, dealt with, resolved, and ideally transformed into positive change.



# PROFESSIONAL COMPETENCIES



## BUSINESS ACUMEN

Business Acumen is a person's ability to understand the fundamental aspects and interrelationships of business and organizational practices.



## STRUCTURED & EFFICIENT WORKING

Structured and Efficient Working is the ability to plan, organize, and execute tasks, projects, or activities in an orderly and methodical manner to achieve maximum productivity and efficiency.



## ANALYTICAL THINKING & ACTING

Analytical Thinking is a person's ability to collect, organize and understand information, and recognize patterns or relationships between different elements.

Analytical Acting is the implementation of concrete measures and decisions.



## COACHING

Coaching is an interactive and goal-oriented process where a coach supports an individual (the coachee) or a group (the coachees) in defining and achieving their goals and realizing their full potential.