

- Mentoring
- Technology

PENNY

Penny has just been promoted to marketing manager. This means she has lots of meetings to attend with clients and colleagues, as well as presentations and speeches to give.

She's confident with her writing, but gets nervous when on-stage and in front of a microphone. When speaking with clients in meetings or negotiations, she often avoids eye-contact and doesn't like to raise her voice.

- Presentation and Speaking Skills
- Problem Solving and Negotiation

AARON

Aaron is a great salesman, but often fails to grasp the importance larger market trends and current affairs can have on his ability to meet targets and get customers. He works hard year round, but can get frustrated if he doesn't get results.

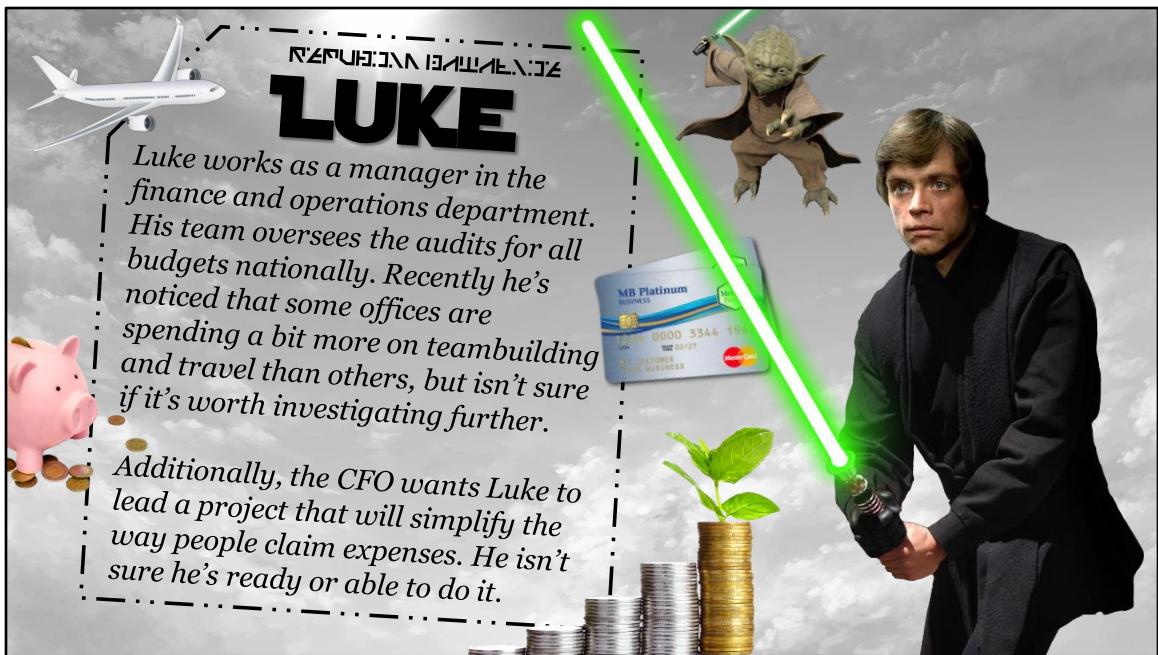
He prefers to work alone, despite having a team of more than fifteen other colleagues who can assist when things get busy or tough. He rarely attends staff parties or functions.



- Analytical Skills
- Teamwork



- Communication & Customer Service
- Risk Management



- Fiscal Management
- Project Management



LEIA

Leia has been the CEO of the company for the last eight months. In that time she's learned many of the basics, but has a bad habit of trying to do everything herself or even worse, micromanaging others.

Since several key people have retired, she also needs to promote others to fill the vacant positions and plan out the company's expansion into Europe. She feels quite stressed about everything.

- Leadership and Delegating
- Planning and Organisation