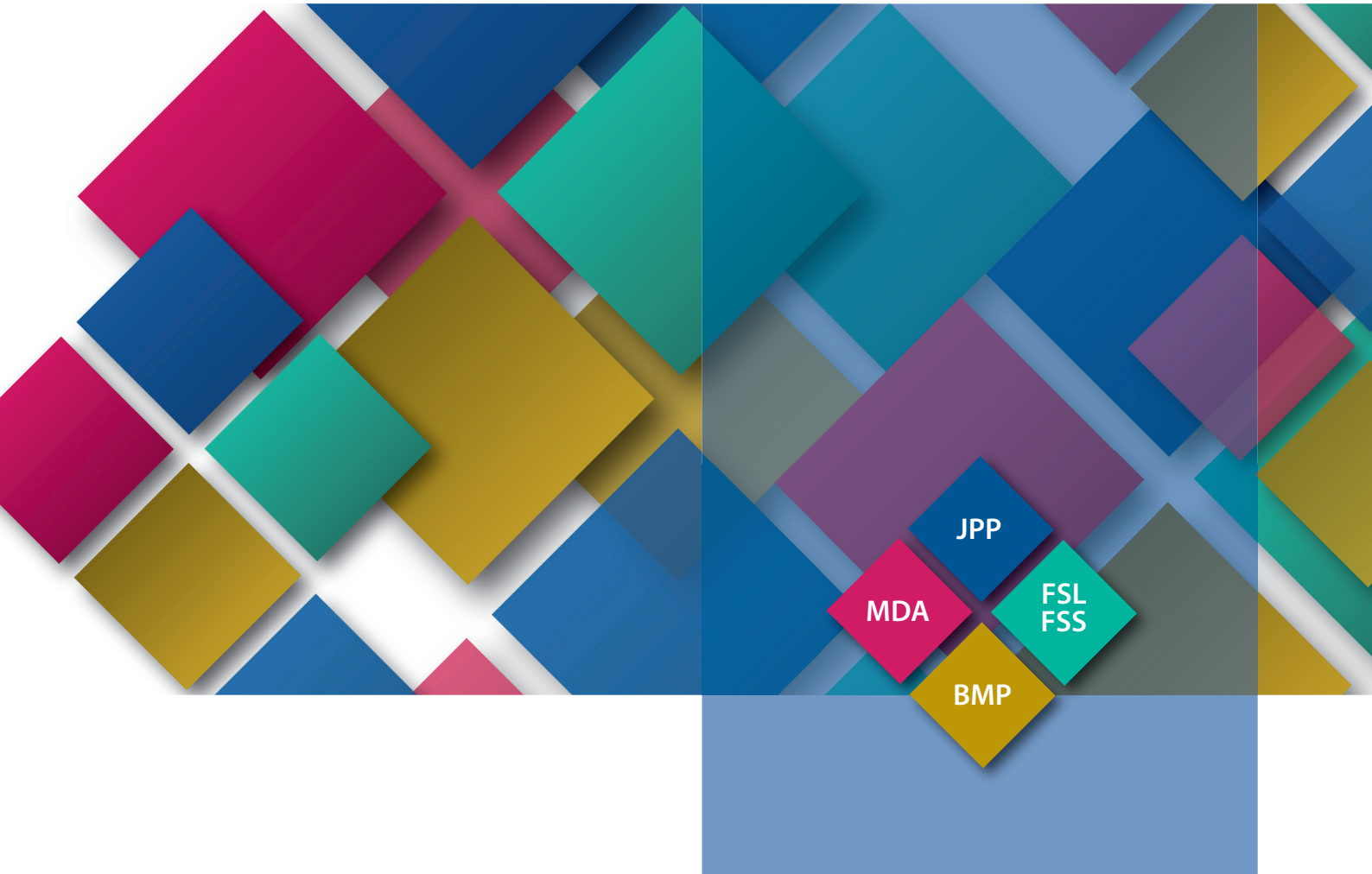
flow consulting

Dynamic leadership
Sales performance
Strong teams

The Power-Potential-Profile®



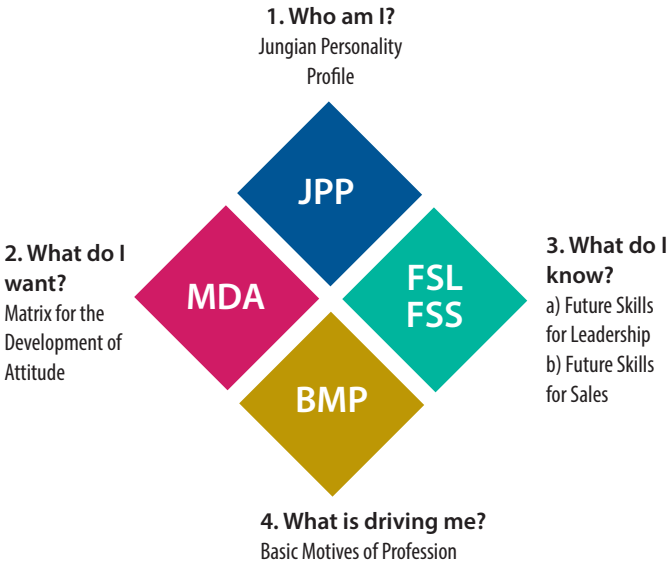
What is the Power-Potential-Profile®?

The Power-Potential-Profile® (PPP) is a multidimensional and quickly effective potential analysis for coaching, training and team development.

Four elements are measured:

- the personality structure (JPP)
- the motive structure for professional success (BMP)
- one's own attitude to the professional role (MDA)
- the competences for leadership and sales (FSL/FSS)

Each element can also be booked as an **individual module**. The competences can be collected as 360-degree feedback. We also offer a **customized version** with integration of your company's competency model.



Who is the Power-Potential-Profile® suitable for?

The Power-Potential-Profile® is ideal for personnel development. It is valid, theoretically sound and meaningful in practice.

Based on the results, individuals or teams can receive development tips that initiate quick and lasting changes.

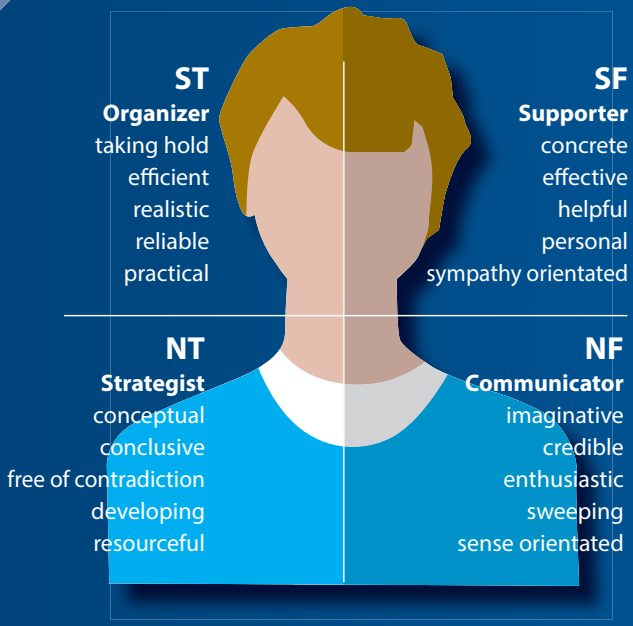
The Power-Potential-Profile® is always linked to specific counselling, coaching, seminars or workshops. With the help of certified PPP consultants, the results are interpreted correctly and the findings are put into practice.

JPP

Discovering your own personality

Every person is unique. However, there are patterns in the way we perceive and judge our environment that are similar in some people and very different in others. And these patterns have an effect on our specific behaviour. If you know your own patterns precisely, you will find individualised ways to develop personally and can adapt even better to other people.

Wer bin ich?



Further information:

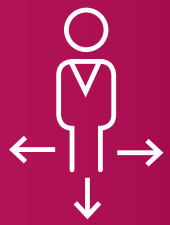
Website, e-learning, literature:
powerpotentialprofile.de/en

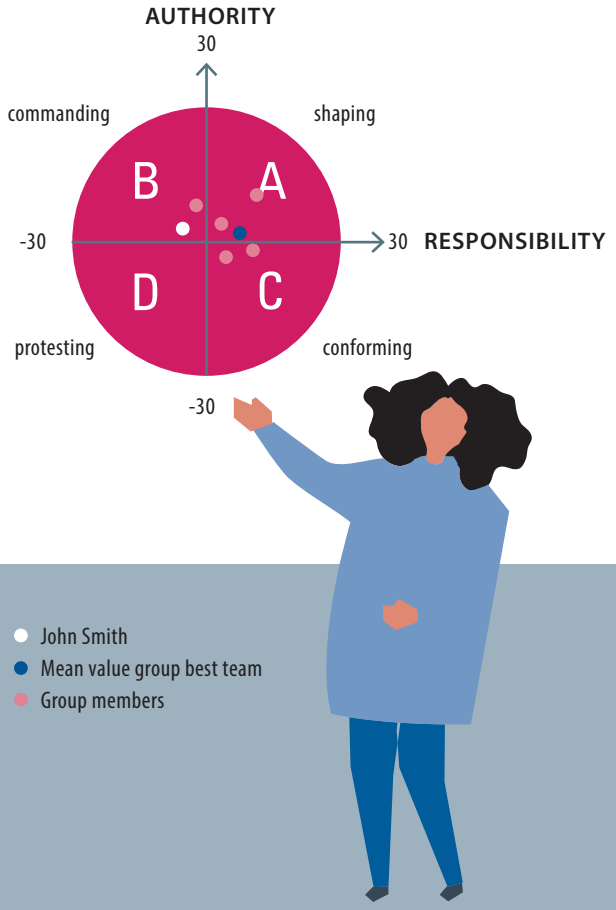
YouTube channel featuring videos and instructional films

MDA

Prove attitude

With what attitude, what mindset, do we approach our tasks (e.g. management tasks)? This attitude influences our concrete actions. We can change and develop our attitude. The MDA describes four areas of development against the background of six factors. This enables us to reflect on and develop our own attitude to become more creative.





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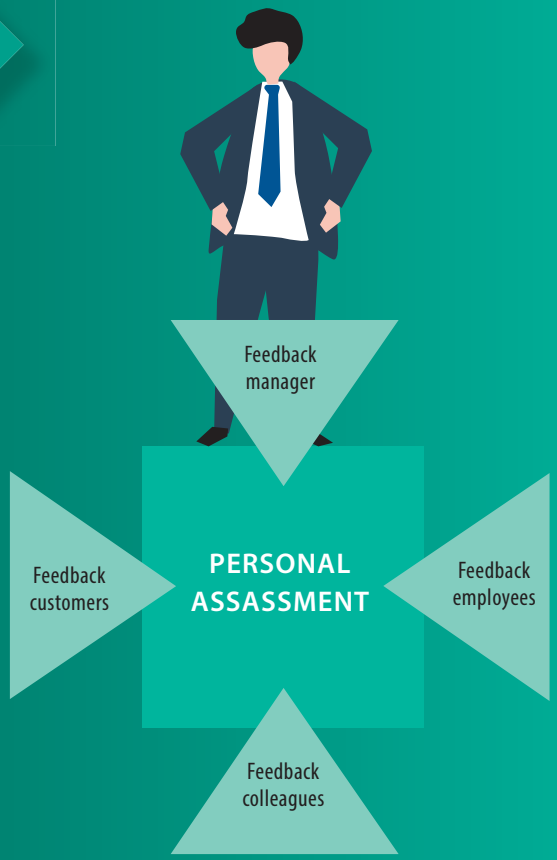
Record competences, receive feedback

You can choose between two competence modules: Key qualifications for managers or for sales staff.

The Future Skills for Leadership (FSL) and Future Skills for Sales (FSS) are based on theoretical and empirical studies. In addition to self-assessment, external assessments can also be collected (360-degree feedback).



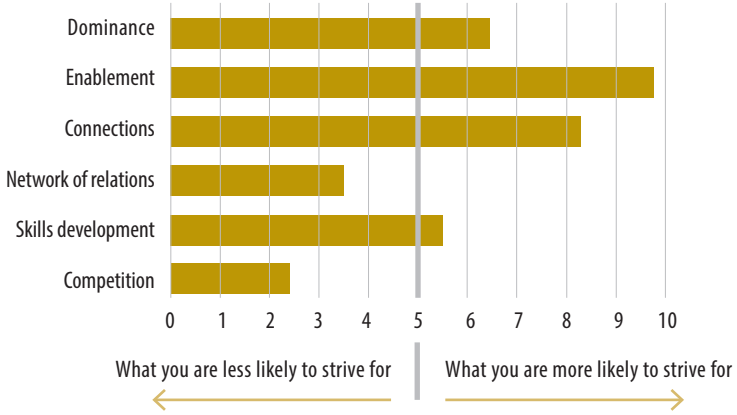
FSL dynamic

- → Widen perspectives
- → Drive innovation forward
- → Foster networks
- → Provide orientation
- → Persuasive power
- → Care for employees
- → Promote autonomy

Know and utilize motives

Motives are a driving force behind striving for something specific or preferring to avoid certain situations. The BMP identifies six basic motives that play a key role in professional success. Those who recognise their own motivational structure will find more opportunities to shape their professional environment in such a way that motivation can arise. Managers can adapt better to their employees and teams can motivate themselves to perform at their best.

CHARACTERIZATION OF YOUR MOTIVES: WHAT YOU STRIVE FOR



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360-degree feedback: customized

If required, we can adapt the competency categories and questions to your specific leadership values or competency model. The online questionnaire and report are designed according to your CI, giving you a customised instrument that can be used as 360-degree feedback. The additional advantage: this company-specific 360-degree feedback can also be combined with the other modules of the Power-Potential-Profile®. In this way, your managers receive comprehensive feedback on the further development of their competences.

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References

"As part of my coaching process, the Power-Potential-Profile® from flow consulting showed me how I can position myself even better as a manager. I realised how I could develop my strengths in line with my personality.

Cornelius Surkamp, Plant manager Immenstadt, Robert Bosch GmbH

"The use of our customised 360-degree feedback promotes a common understanding of leadership. In addition: high acceptance, accuracy and top service.

Björn Hamker, Head of Group Personnel & Organizational Development, Schnellecke Logistics SE

"The Power-Potential-Profile promotes collaboration and personal development and opens up a valuable, partly new perspective for both teams and individual employees.

PPP consultant team, Knoll Maschinenbau GmbH

You can find further references at powerpotentialprofile.de/en

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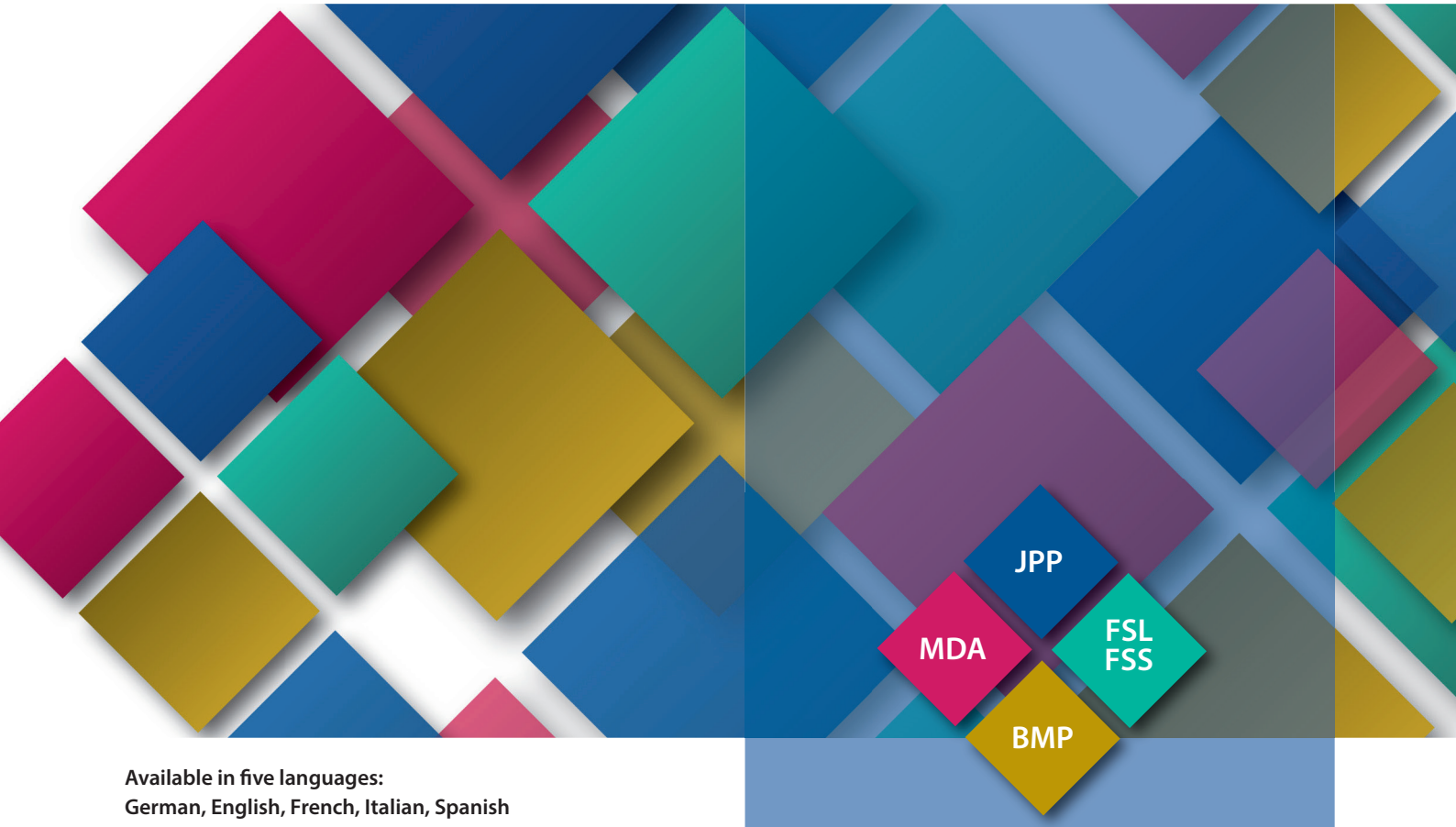

Available in five languages:
German, English, French, Italian, Spanish