

Professional Development Plan

Employee name: Sales Mary

Start date: XX/XX

Plan until: XX/XX (Annual review)

Current position: Sales Executive

Next step (main goal): Promotion to Sr Sales Manager

Initiative	Type	Goal	Metrics	Deadline	Budget	Comments
Workshop on advanced corporate sales techniques	COURSE	Increase understanding of key sales objections and the techniques to break them	Complete 100% of the course	Until XX/XX	Use of the annual budget for professional development	Registration done
Represent the company at the booth of the main event of the sector	EVENT	Strengthen the connection with potential customers, analyze competitors and learn about trends	event attendance	Until XX/XX	Sales Team Budget	assigned budget
Private English and Spanish classes for sales	CLASS	Increase fluency in English and Spanish to interact with customers in the countries where we operate	90% attendance during business weeks	Until XX/XX	Language Program (HR)	In process 94% attendance
Mentoring with VP of Marketing	MENTORSHIP	Increase the quality of collaboration and sharing between marketing and sales teams	Complete 8 mentoring sessions	Until XX/XX	Mentoring Program (HR)	2/5

Comments:

Example Professional Development Growth Plan Etpes

Frankie Todd



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Professional Development Planning Paula W. Adams,1997

Differentiating Professional Development for

Teachers Lisa Scites Allen,2009

Individual Professional Development Plans Taryl M. Hargens,2010

Individualizing Professional Development Vicki R. Husby,2005-03-10 Developed around an unassailable conceptual framework of adult learning theory self directed learning action research critical reflection and group learning Husby pointedly addresses the interests and standards of society her individualized professional development program provides for professional accountability because individuals goals must impact student achievement and it adheres to professional standards as explicated by the National Staff Development Council From the Foreword by Jo Blase Professor of Educational Leadership University of Georgia This book makes a distinct contribution to the field by stressing ownership of growth by the adult learner and the role of the facilitator in creating a fertile environment for growth It fills an unmet need on the market Mike Ford Superintendent of Schools Phelps Clifton Springs Central School District NY I was completely engrossed with this book Husby hit on all the important steps in establishing a staff development program and explains not only the how but also the why Catherine Kilfoyle Duffy English Language Arts Chairperson Three Village Central School District East Setauket NY Provide learner focused professional development that builds organizational capacity When teachers direct their own professional growth activities learning is more meaningful and effective But how can a program capitalize on this fact while remaining focused on larger school and district performance goals Individualizing Professional Development explains how to satisfy both individual needs and preferences of teachers and organizational demands for accountability and improved student achievement Author Vicki R Husby integrates best practices of adult learning action research and self directed learning into a job embedded professional development process that successfully joins these sometimes competing goals Designed as a how to manual this accessible resource includes Step by step directions for designing and implementing a program Mini lesson directions and materials A reproducible learning plan template Examples of participants individualized learning plans Typical teacher commentary in response to the program Considering today s high stakes educational environment the need for this flexible sustainable and inexpensive professional development program has never been greater Discover the tools and strategies to facilitate individualized teacher learning and improve academic performance **Why Can't We Get It Right?** Marsha Speck,Caroll Knipe,2005-02-01 How can we use professional development to provide the best teaching and learning opportunities for all students Teachers who know their content and strategies can open a virtual toolbox and take out what they need to help all students become successful This revised and updated edition explains how educational leaders can design deliver and evaluate collaborative standards based professional development and contains Essential questions about high quality professional development Information on creating the culture for a learning community Conditions and processes for professional development Suggestions on designing your own model Tools for

evaluating and rethinking professional development and learning Strategies for deepening a leader s impact on a standards based system *Professional Development* Jack Rhoton,Patricia Bowers,2001 There s got to be more to professional development than in service workshops This thoughtful book paves the way to change It shows the circumstances under which professional development has the most impact on student learning reviews programs that work and offers practical ideas about how professional development can sustain science education reform **The Professional Growth Plan** Louisiana. Department of Education,1994 This module is designed to prepare evaluators to work with teachers who have developed and implemented a professional growth plan p 1 **Teacher-centered Professional Development** Gabriel Díaz-Maggioli,2004 Teacher Centered Professional Development is a hands on guide to collaborative skill building for educators It introduces the Teacher s Choice Framework a model that empowers teachers by helping them choose and initiate professional growth activities according to their schedules strengths and needs The book describes a wide variety of professional development strategies including mentoring journal writing peer to peer coaching and seminars For each strategy the author provides A brief history of the research base A step by step guide to implementing the strategy Sample handouts and assessment forms Examples from the field of the strategy in practice With this book teachers at all levels can quickly learn how to set up development teams conduct action research and engage in other activities to further their skills In addition the Teacher s Choice Framework helps educators prioritize their needs and choose the strategies that best suit those needs Teacher Centered Professional Development offers both a perfect introduction to staff development options and a commonsense method for choosing among them **Professional Development** Sally J. Zepeda,2012 This comprehensive and authoritative book serves as the road map to your school s professional development journey Written for principals professional development directors other district leaders and teacher leaders Professional Development What Works shows you how to plan and implement programs that promote teacher growth Full of helpful case studies useful resources and templates this book guides you in creating an effective job embedded professional development program that moves ideas to action Special Features in this Revised Edition Revised discussion on supporting and providing learning opportunities for adults New Cases from the Field and Notes from the Field amplify best practices and serve to narrow the gap between research and practice Updated and expanded coverage of professional job embedded learning help leaders keep pace with advancements Suggested readings support digging deeper into topical areas found within the chapters **Personal, Academic and Career Development in Higher Education** Arti Kumar,2008 This book is the first to show how to integrate Personal Development Planning PDP activities into teaching in higher education It is packed with activities exercises lesson plans resources reflective questionnaires skills audits and case studies and with suggestions for how these may be customized to suit different groups of students in different subject areas By embedding activities into the curriculum students are encouraged to engage with the PDP process to help them gain a better understanding of what and how they are

learning improve study skills gain a clear idea strengths and areas for development improve ability to explain and discuss skills and abilities with prospective employers with the evidence to support your claims become a more effective independent and confident self directed learner Personal Development Planning will help all staff and educational development professionals teachers in HE and advisers and support staff in careers services enable students to build up a personal development record to improve their ability to relate their learning and achievements to employers interests and needs and ultimately gain employment

From Staff Room to Classroom Robin J. Fogarty, Brian Pete, 2007 This valuable guide offers a wealth of strategies for designing presenting and facilitating professional development with follow up coaching that meets the unique needs of adult learners

Strategies for Designing, Implementing, and Evaluating Professional Development Sue Beers, 2007 Whether you re already an expert staff developer or you re taking on this role for the first time here s a reliable toolbox that helps you plan implement and evaluate professional development from stand alone workshops to comprehensive systemwide programs The binder guides you through the process of identifying the need for professional development determining the components to include in your plan and selecting the best tools to accomplish your goals More than 90 tools are included in the binder to help you Create a vision and definition of professional development for your learning community Establish a common understanding of your professional development program s content and results Solve time logistics and sequencing issues Design and implement professional development tasks and activities that align to school and district goals Measure your progress and reflect on individual and group improvement Evaluate the impact of professional development and sharing your success Because the needs of your school or district are unique this is the ideal tool for developing a customized plan that leads to a successful and effective professional development program Publisher

Professional Development Plan Deborah Mahaffey, Wisconsin. Department of Public Instruction, 2005

Understanding the Importance of Professional Development: How Ongoing Training and Education Benefit Career Growth Namaskar Books, 2024-11-27 Understanding the Importance of Professional Development highlights how ongoing training and education benefit career growth The book emphasizes the need for continual learning to stay relevant in today s fast changing job market It explores the different forms of professional development including workshops certifications and mentorship and how they contribute to skill enhancement job advancement and increased confidence Readers will learn how to create a personalized professional development plan that aligns with their career goals and helps them remain competitive in their industry

Planning Continuing Professional Development Frankie Todd, 2020-04-23 Continuing professional development CPD aims to maintain or improve the quality of professional performance So far it tends to have been designed for specific professional groups such as teachers doctors architects or engineers Approaches as a result have often been local separatist or idiosyncratic in nature This book first published in 1987 argues that CPD designers should consider strategies used for professional groups other than their own This title will be useful to anyone with a responsibility for developing and

implementing courses and also to practitioners themselves as well as to students of business studies

Planning and Organizing Personal and Professional Development Chris Sangster, 2017-07-05 Chris Sangster's book is a practical step by step guide to personal and professional development that covers the strategy techniques and philosophy behind the process Lifelong learning the shift from trainer centred delivery to learner centred development and the opportunities provided by new technologies place considerable onus on individuals to take responsibility for their own learning This guide will help trainers and facilitators to enable learners to do just that There are at least three different participants involved in any meaningful and sustainable process of personal development at work the learner his or her line manager and mentor s and the training or development support function Chris Sangster provides a route map for each of these three roles He offers a simple compelling triangular model to illustrate the interaction of each and places particular emphasis on learning outcomes as opposed to inputs focusing attention and objective measurement on learning that manifests itself through application achievement and changes in behaviour Whether you are looking for a complete and holistic process for developing your people or a highly readable guide to unravelling the myths of development such as the confusion between personal and professional development this book has it all

Professional Development Program Critical Questions Skills Assessment Gerardus Blokdyk, 2022-09-10 You want to know how to link content development and program evaluation to overall organization strategy In order to do that you need the answer to do you have a training program or a development plan for your employees The problem is how will the Professional Development Program skills data be analyzed which makes you feel asking what Professional Development Program skills data will be collected We believe there is an answer to problems like how will you ensure that program development strengthening is sustainable We understand you need to take a forward looking perspective in identifying Professional Development Program skills research related to market response and models which is why an answer to how will program development strengthening be financed is important Here s how you do it with this book

- 1 Determine the key elements that affect Professional Development Program skills workforce satisfaction how are these elements determined for different workforce groups and segments
- 2 Reduce the costs of delivering development programs
- 3 Involve external customers in the development of the scope schedule and costs

So who is the Professional Development Program skills process owner This Professional Development Program Critical Questions Skills Assessment book puts you in control by letting you ask what s important and in the meantime ask yourself what would happen if Professional Development Program skills weren t done So you can stop wondering how would you define Professional Development Program skills leadership and instead measure the impact of your talent development program This Professional Development Program Guide is unlike books you re used to If you re looking for a textbook this might not be for you This book and its included digital components is for you who understands the importance of asking great questions This gives you the questions to uncover the Professional Development Program challenges you re facing and generate better

solutions to solve those problems INCLUDES all the tools you need to an in depth Professional Development Program Skills Assessment Featuring new and updated case based questions organized into seven core levels of Professional Development Program maturity this Skills Assessment will help you identify areas in which Professional Development Program improvements can be made In using the questions you will be better able to Diagnose Professional Development Program projects initiatives organizations businesses and processes using accepted diagnostic standards and practices Implement evidence based best practice strategies aligned with overall goals Integrate recent advances in Professional Development Program and process design strategies into practice according to best practice guidelines Using the Skills Assessment tool gives you the Professional Development Program Scorecard enabling you to develop a clear picture of which Professional Development Program areas need attention Your purchase includes access to the Professional Development Program skills assessment digital components which gives you your dynamically prioritized projects ready tool that enables you to define show and lead your organization exactly with what s important

Solving the Professional Development Puzzle Robert M. Sherfield, Patricia G. Moody, 2009 Written in an engaging common sense step by step tone Solving the Professional Development Puzzle addresses many issues facing graduates in today s ever changing demanding workplace From working in a global economy to dining with class and grace to constructing a powerful error free resume and cover letter to interviewing with confidence and accuracy this text offers a plethora of activities advice examples and suggestions for developing a power job search plan Strong coverage of ethics and character development is included as well as a detailed chapter on financial management in the transition for college to the world of work including advice on buying a car avoiding credit card debt to avoiding pay day and car title loans The text addresses the topics of professional presence and dress avoiding workplace landmines and becoming a leader in one s chosen profession Cover description

Visions from Professional Development School Partners Michael N. Cosenza, Marilyn Buchanan, 2017-10-27 This book proposes transforming educator preparation through professional development school PDS partnerships It highlights high quality training practical experiences and professional growth for educators The multi voiced chapters offer insights into challenges and benefits of PDS models

Up is Not the Only Way Beverly Kaye, 1982

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