

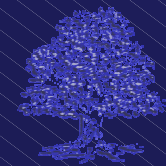
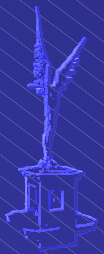


**Working with business
based on the experience of
Nowy Sącz School of Business—
National Louis University**

Prepared for National Ukraine Conference,
Kiev, 5-8 December 2002

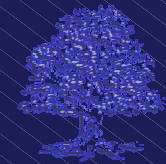
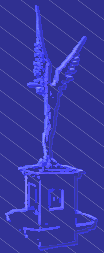
The core values of a good education

1. Extensive knowledge.
2. Business skills (quantitative skills, languages, IT, management techniques)
3. Problem solving skills, open approach.
4. Interest in the surrounding world.
5. Tradition of constant education.
6. Team-work abilities, perception of company problems through a global perspective.
7. Avoidance of negative attitudes.
8. Matching of studies to level of student preparation.



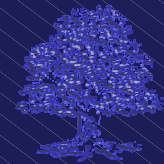
What do we understand by "management skills"

1. Continuous education.
2. Leadership skills.
3. Ability to synthetically perceive companies.
4. Negotiation skills.
5. Communication skills.
6. Ability to undertake risk.
7. Problem solving skills.
8. Decision-making skills.
9. Creativity, innovation.
10. Ability to attain goals, focus on results.
11. Ability to organise work, planning of activities.
12. Teamwork skills.
13. Ability to tolerate change.
14. IT skills, languages.



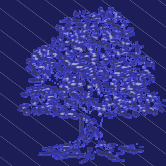
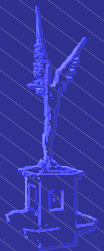
Types of Polish managers, according to J.Dietl

1. Regressive passive.
2. Regressive active.
3. Supporters for managerial cadre.
4. Con artists – speculators.
5. Pushing forward.
6. Stars.
7. Graduates of higher education institutions:
 - rushing forward;
 - passive workers.



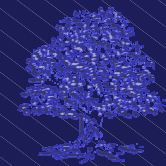
Managerial approaches

1. Openness to change.
2. Willingness to accept innovations and innovational thinking.
3. Resistance to failure and stress.
Positive and visionary attitude (long-term thinking)



Managerial skills

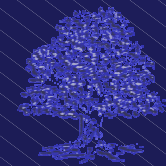
1. Conducting speedy analysis and synthesis of events.
2. Easily discarding of current rules and perceptions and acceptance of new solutions.
3. Connecting of varied issues, events and far removed objects.
4. Teamwork skills.
5. Assertiveness and communication skills.
6. Realistic perception of available resources and thinking in financial terms.



Preferred characteristics of a company boss.

(Researched amongst polish managers and entrepreneurs)

1. Entrepreneurship and initiative.
2. Ability to make fast decisions.
3. Experience in management.
4. Specialist knowledge.
5. Tenacity and logical actions.
6. Authority amongst subordinates.
7. Teamwork skills.
8. Negotiation skills.
9. Information gathering skills and ability to utilise such information.
10. Idea generation and creativity.

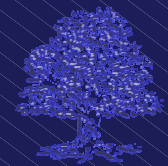


Preferred characteristics of a company boss.

(Researched amongst polish managers and entrepreneurs)

And 2 of the rarest characteristics:

1. Ability to enter into partnerships.
2. Wide and differentiated knowledge from various areas.

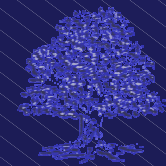


Evaluation of study programme by graduates

Specific aspects

Level of readiness

Specific aspects	Level of readiness			
	High		Low	
	WSB-NLU	School X	WSB-NLU	SchoolX
Theoretical knowledge	67	59	1	3
Professional knowledge	41	8	14	44
Decision-making skills	53	12	4	41
Problem-solving skills	54	20	10	35
Communication skills	71	22	6	32
Self-presentation skills	69	14	4	48



The END...

