

SOFT SKILLS

What soft skills truly represent

Soft skills include social and personal competencies – in contrast to hard skills, which refer to technical and methodological abilities. They are the essence of our personality and manifest through behavior rather than certificates. Often underrated, they are harder to quantify but crucial to how we come across. Many view their behavior as unremarkable. Yet, only by comparing ourselves with others do we see what sets us apart. Recognizing and using your soft skills begins with acknowledging the diversity of human behavior.

Why soft skills matter in the workplace

Job applications often overemphasize hard skills – unjustly so. In qualified roles, soft skills make the real difference: empathy, teamwork, negotiation, or leadership. A leader who senses team tensions early can prevent turnover. A manager skilled in diplomacy can forge strategic partnerships. Hard skills get your foot in the door – soft skills determine success. Knowing your soft skills strengthens your career position.