

SELF-CONFIDENCE

Self-confidence is not a personality trait. It is a skill – and it can be developed.

Self-confidence means knowing your strengths and weaknesses – and being able to articulate them. Those who can assess and express themselves clearly come across as assured, perform convincingly in interviews, and negotiate more confidently about salary or career progression. Not everyone starts at the same level. Routine and experience can even lead us to reflect less on ourselves – a common phenomenon among experienced professionals.

Confident individuals speak with ease about their professional achievements – often using concrete examples from practice. Those who learn to reflect on their experiences and put them into words gain clarity and impact. A personal and professional assessment is a proven starting point for this.

The biggest obstacle is often a single belief: “I’m just not self-confident.” Yet the self-critical nature of less confident individuals can be a real strength – it is an ideal starting point for personal development.

Articles on self-confidence (all articles)

- Know yourself – or others will!
- Why I do not use personality tests