

## Example of a development plan that could be applied to Michel if he is selected for the considered position (Sales Manager)

ACTIONS	RESOURCES	RESPONSIBILITY	DEADLINES
Stimulating the team's adhesion and dynamism	Team coaching	Carole	1 to 6 months
Managing conflicts within the team and dealing with complaints	Team and individual coaching	Michel / Carole	3 to 6 months
	Conflict management	TRAINERS Inc.	6 months
Setting the team's goals	MBO	Roland / Carole	1 year
	Job specifications		
	Yearly appraisal interviews		
Performing administrative tasks	Coaching	Jean-Claude	6 months
	Lessons	TRAINERS Inc.	6 months
Knowledge of products B and C	Coaching	Roland	3 months