



The best way to
predict the future
is to create it.

PETER DRUCKER

PERSONAL & PROFESSIONAL PROJECT

— P P P

LIONEL MALTESE

- | **Maître de conférences** | Aix-Marseille Université
- | **Chef du département** Gestion des Entreprises et des Administrations
- | **Chercheur permanent** | CERGAM
- | **Chercheur associé** | OIMS – Université Laval, Québec
- | **Consultant** | Sport Business Management & Marketing



STRENGTH OF TIES

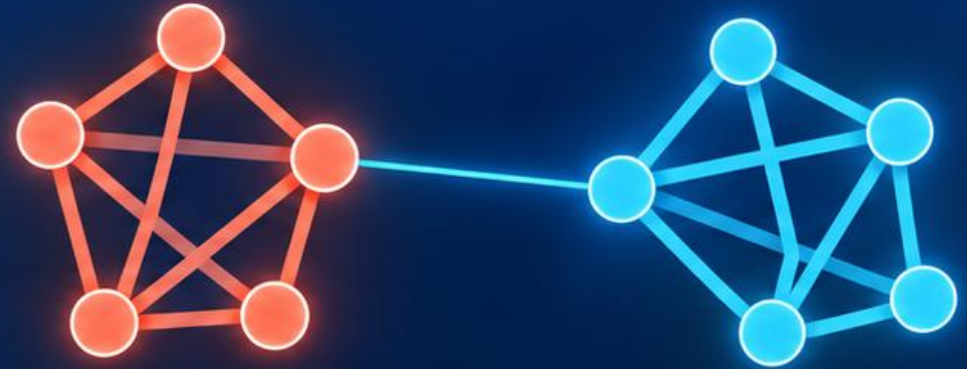
STRONG TIES



Trust • Cohesion • Support

Valuable, but costly to maintain

WEAK TIES



Reach • Diversity • Opportunity

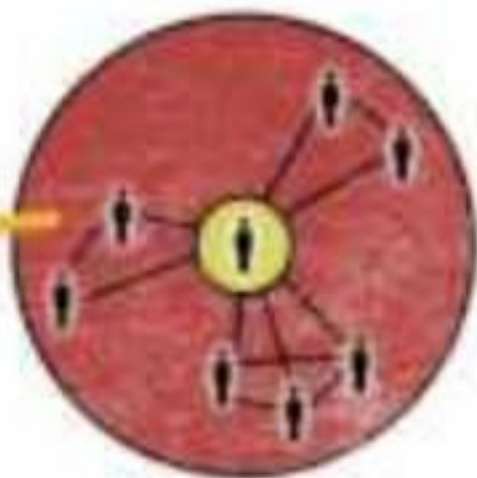
Open networks accelerate information sharing



KEY INSIGHT

Weak ties bridge separate networks and unlock new information.

STRONG TIES

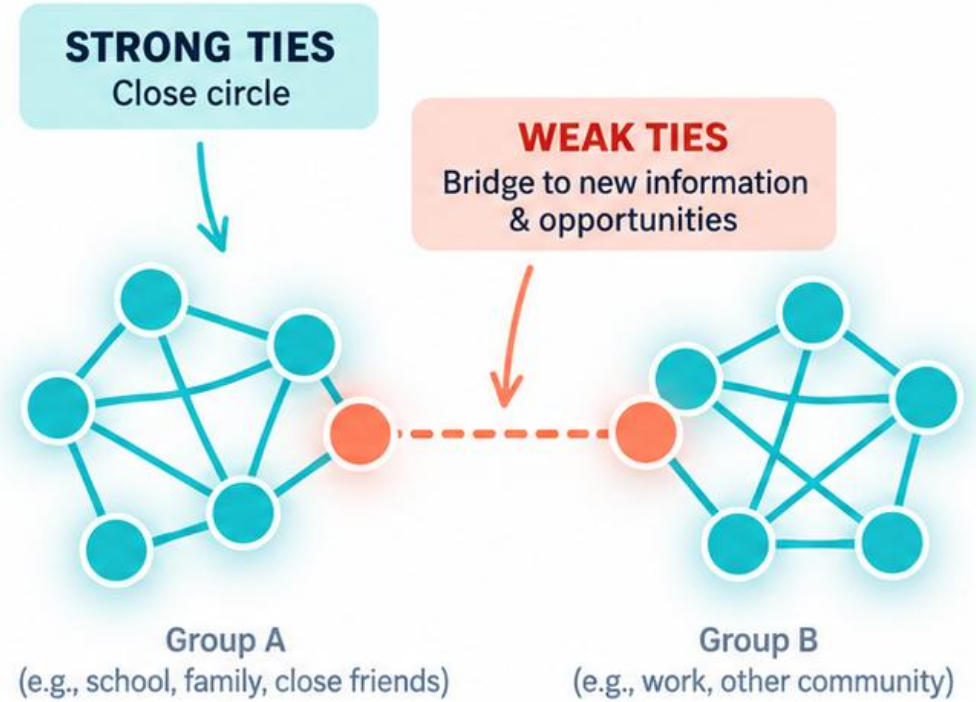


WHAT ARE WEAK TIES?



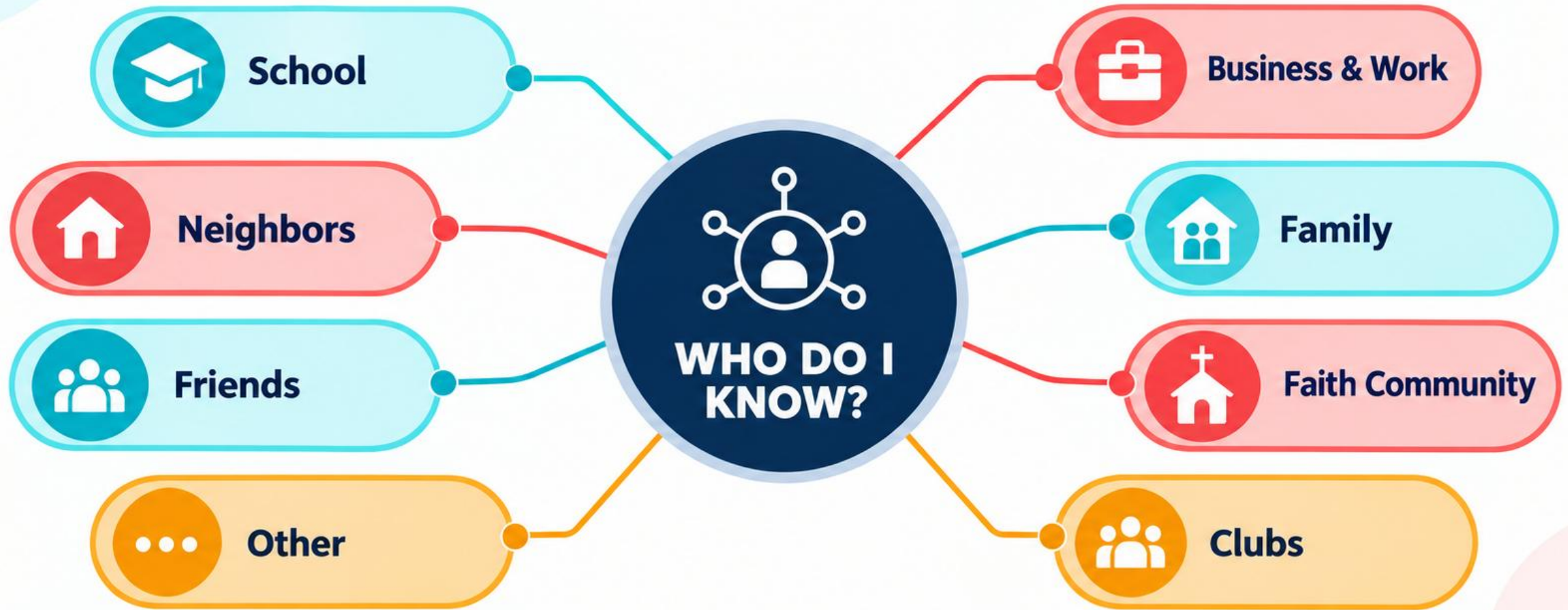
MARK GRANOVETTER

Casual acquaintances, loose connections, or distant contacts with whom you interact less frequently and with lower emotional intensity than with close friends or family.



— THE STRENGTH OF WEAK TIES —

MAPPING MY NETWORK



THE POWER OF WEAK TIES

Weak ties connect us to new people, information and opportunities.

PERSONAL DIGEST

LIONEL MALTESE

STUDENT YEARS | 1998–2001



HEC Preparatory Class
Lycée Thiers



Magistère Ingénieur
Économètre



IAE Aix-en-Provence



Tennis teaching



Sport events |
Marseille Open 13



Family | Father: Pierre Maltese



HBR'S
10
MUST
READS

BONUS ARTICLE
"How Will You
Measure Your Life?"
By Clayton M. Christensen

On Managing Yourself

If you read nothing else on managing yourself, read
these definitive articles from **Harvard Business Review**.

“

Success in the knowledge economy comes to those who **know themselves**—their strengths, their values, and how they best perform.

PETER F. DRUCKER

MANAGING ONESELF

MANAGING ONESELF



KNOW
YOURSELF
WORK BETTER
MAKE A
DIFFERENCE

MANAGING ONESELF

A MORE
MEANINGFUL LIFE
THROUGH
SELF-KNOWLEDGE

Peter F. Drucker • Harvard Business Review



1. WHAT ARE MY STRENGTHS?

Feedback analysis • Build on strengths



2. HOW DO I WORK?

Reader or listener? • How do I perform?



3. WHAT ARE MY VALUES?

What kind of person do I want to see in the mirror?



6. THE SECOND HALF OF YOUR LIFE

Start a second career •
Develop a parallel career •
Become a social entrepreneur



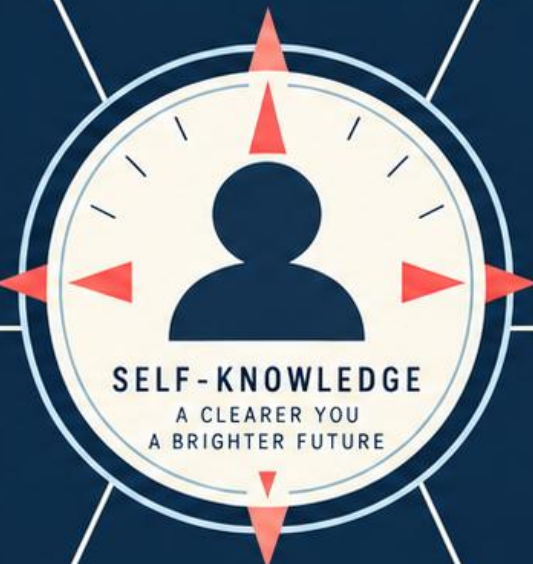
5. WHAT SHOULD I CONTRIBUTE?

What does the situation require? •
Make a difference



4. WHERE DO I BELONG?

Know yourself • Find the right environment



TAKE RESPONSIBILITY FOR RELATIONSHIPS

PERSONAL DIGEST • LIONEL MALTESE

Managing Oneself — applied reflection

PEOPLE
IDEAS
PERSPECTIVE
PROGRESS

01



STRENGTHS

Focus • Hard work • Efficiency • Effectiveness

02



WAYS OF WORKING

Hard-working • Scientific culture • IT-oriented

03



RELATIONSHIPS

Leadership • Helping others • Networking

04



VALUES

High expectations • Ambition • Entertainment

05



WHERE I BELONG

Vision • Execution • Self-analysis

06



CONTRIBUTION

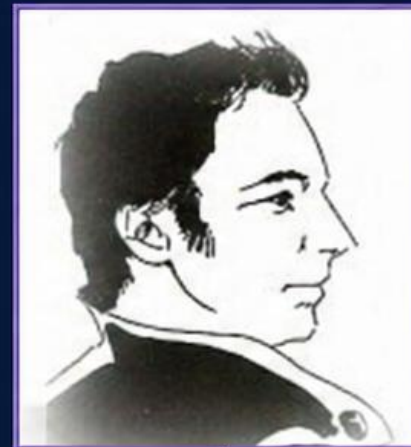
Competition • Longitudinal learning

07



LIFE

Protecting family • Lifelong friendships



*Networks shape
opportunities*

mark granovetter

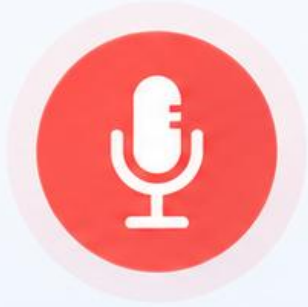
getting
a job

A STUDY OF CONTACTS AND CAREERS

2nd edition

PPP EXAM • 2027

YOUR PROJECT. YOUR NEXT MOVE.



FORMAT

Individual interview about
your professional project

DURATION

5–10 MINUTES



MASTER'S DEGREE



**INTERNATIONAL
EXPERIENCE**



EMPLOYMENT

Be ready to explain **your choice**, **your motivation** and **your action plan**.