

# NATHANAEL KENZLER

## BUSINESS ADMINISTRATION

As a first-generation student, I am driven by a deep sense of gratitude to seize the opportunities afforded to me by those who came before.

Currently pursuing a degree in Business Administration at the esteemed Eller College of Management, University of Arizona, I leverage these qualities to their fullest potential. Outside of Eller, I work as a personal trainer at Vasa Fitness and plan to help run a family business training canines post graduation. Fueled by a profound sense of responsibility, I've embarked on the journey of entrepreneurship. This endeavor allows me to invest my energy and resources into building something impactful while giving back to my community.



### WHO DO I THINK I AM?

To get a better sense who I am, I took a self perception survey which took a look at many facets of my persona in a professional setting.

In analyzing my Culture Map results and self-description, I perceive myself as an adaptable leader who values clear communication, blends theory with practice in persuasion, and balances collaboration with hierarchy. I prioritize trust-building through task completion and personal connections, handle disagreements with professionalism, and approach scheduling with a balance of structure and flexibility.

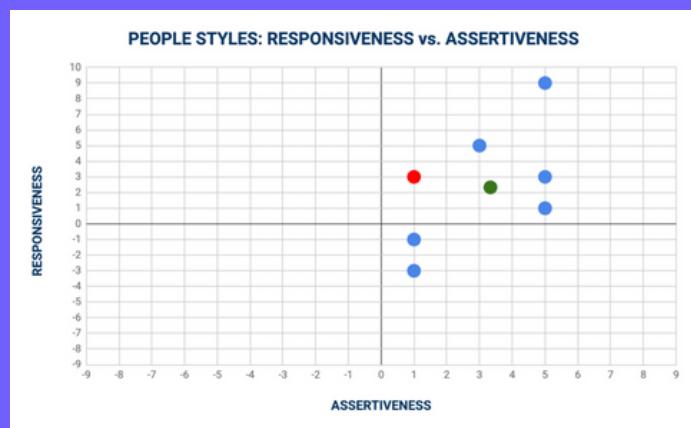
Overall, I see myself as growth-oriented, driven, hard-working, and a perfectionistic problem-solver, equipped to lead confidently in diverse environments.

### RECOGNIZING MY TRUE NATURE

While I see myself as amiable, colleagues perceive me as more assertive and driven. These differences in perception emphasize the significance of understanding how others view my behavior. Addressing these discrepancies is vital for fostering effective communication and building stronger working relationships.

### WHO DO OTHERS THINK I AM?

To cross reference with my own perceptions (red circle), survey responses from five colleagues, including managers and peers, were collected to assess perceptions of my work style and personality.

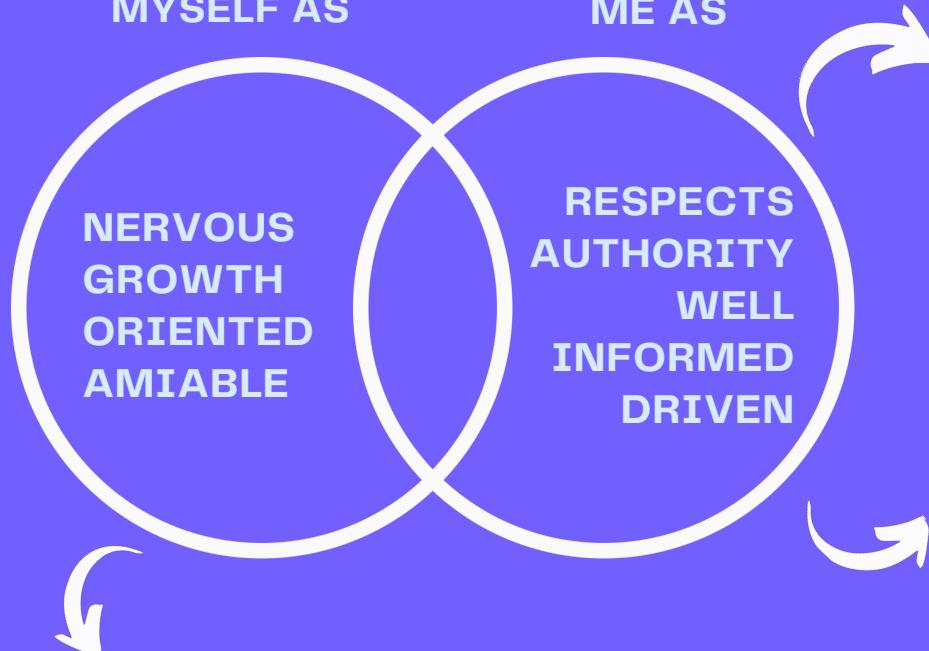


Colleagues perceive me as assertive and driven, contrasting with my self-perception as amiable. They recognize my dedication, viewing me as hard-working and a problem-solver who respects authority. This feedback highlights the importance of aligning self-awareness with external perceptions for effective communication and professional growth.

# AMIABLE → DRIVER

## ALIGNING MISPERCEPTIONS

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### PERCEPTION DISPARITY FOR BUSINESS REFINEMENT

Acknowledging the disparity between self-perception and professional perception is vital for refining my business approach and client interactions. While I may see myself as amiable, colleagues perceive me as assertive and driven. This difference highlights the importance of understanding how others perceive my demeanor, especially in client-facing roles like personal training and canine training. By aligning my self-awareness with external perceptions, I can adapt my communication style and business strategies to better resonate with clients, ultimately enhancing customer satisfaction, retention, and overall business success.

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### OVERCOMING SELF-DOUBT

To leverage my natural strengths effectively, I must overcome self-doubt and trust myself to handle tasks competently. Despite rating myself as amiable in the self-perception survey, colleagues perceive me as assertive and driven, indicating potential self-underestimation. Recognizing and embracing my inherent assertiveness can empower me to confidently take charge of tasks and leadership responsibilities in both personal training and canine training businesses. Trusting my abilities will allow me to capitalize on my natural strengths and lead with confidence, fostering success in my entrepreneurial endeavors.

### NEGLECTED ALIGNMENT: TEAM DISRUPTIONS

Neglecting to align my self-perception with others' perceptions could disrupt team dynamics and impede business success. Misalignments in perceived assertiveness and drive may lead to confusion and conflict within the team, undermining trust and productivity. Failing to reconcile these differences can hinder business performance and morale. Thus, it's essential to address these discrepancies to maintain a cohesive and successful working environment.

### MOVING FORWARD

Being labeled a "driver" suggests I'm assertive, goal-oriented, and determined, motivating me to set ambitious goals and make tough decisions. While it's crucial to understand others' perceptions, they can evolve over time. Embracing these traits empowers me to lead effectively and make a significant impact in my career. By harnessing my skills and aligning self-perception with external views, I confidently navigate challenges and succeed in personal and canine training, and beyond.