

LEADERSHIP DEVELOPMENT CENTER

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ABSTRACT:

This article presents results of a study on the demand level for individual competences as well as on the modernity of organizational management practices and policies adopted by institutions of two different Brazilian geographic regions. The results shows that a high demand for the whole set of researched competences was detected, evidencing the highest demand for competences characterized by individual and relational qualities and by organizational performance. Curiously, the northern region presented a higher level of demand for the researched competences *vis-à-vis* a higher perception of the organizational modernity level, suggesting it is important to focus on different socioeconomic contexts.