Course Objectives

• Develop (design) a career vision
• Improve communication skills
  – Written
  – Presentations
• Develop habits of success
  – Time management
  – Focus
• Evaluate and develop your leadership skills
• Develop networking skills
Design

• Begin with vision/target/goal
• Resources/constraints
• Plan
• Track deliverables (PM)

Failure to design
Things we design

Buildings – Cars – Systems – Software

Vacations
Home décor

Finances?
Careers?
Why does it matter?

What do I want?
Better job
More money
Job security
Better benefits

*These are not the answer – these are characteristics of the answer!*
We want a purpose

- people to serve
- a role to play

To make a difference!
Vision
An informed and forward looking statement of purpose.

Provides focus!
Provides purpose!
Fasters belief!

- Michael Jordan
- Tiger Woods
- Bill Gates

Examples:
I will become president of the United States.
- I will start my own company which provides …
"There is one quality that one must possess to win, and that is definiteness of purpose, the knowledge of what one wants, and a burning desire to possess it."

- Napoleon Hill
“You can never find your passion as long as you are driven by money.”
- Tim Taylor
“It’s not so much how busy you are, but why are you busy. The bee is praised. The mosquito is swatted.”

Mary O’Conner
Vision development

• What are your dreams? (10 minutes)
  – Do x job
  – Perform at x level
  – Enough money to x
  – Travel to x

• Porch swing (10 minutes)
  – Think finances, family, career, ....
  – Example:
    • I started a company that serviced the medical profession with SW and employed 200 people.
    • I became president of US
Resources /Constraints

• List some of yours (5 minutes)
• Examples (in terms of goal)
  – C: Never held political office
  – C: Scared to speak in public
  – R: Have a passion to help people
  – R: Am a good leader
Stepping Stones

• Steps to get you from where you are to the vision
• Creates small steps

Examples: (President)
1. city council
2. mayor
3. state legislator
4. governor
5. president
Vision / plan

• Now you have a rough draft of a plan!
• Compare with weeks agenda…..does it fit?
"There is one quality that one must possess to win, and that is definiteness of purpose, the knowledge of what one wants, and a burning desire to possess it."

- Napoleon Hill
Be Real

• Be brutally honest and eternally optimistic
• Look to the future to see how other things will impact you – Be prepared!

Example – Poland vs Hitler
Real issues for us!

- Outsourcing – Oversourcing
- Commoditization
- Automation
- Components
- Our view of the job market

When we design for long term systems we have to consider how long term issues will impact the system.

EX: Erosion, deterioration, technology and standard changes, survival of vendors, etc
Turn Reality into Opportunity

• Outsourcing -- Rural Sourcing
• Competitors ad budget --- innovative ads

Example: President
Nation becoming more Spanish speaking.
Learn Spanish and prepare for the future.
SWOT

• Strengths
  – Technical skills
  – Certifications

• Weaknesses
  – Poor leadership skills
  – Poor speaking skills

• Opportunities
  – Strong demand for skills
  – Speak good English

• Threats
  – My skills moving into a commodity
  – Automation of coding
SWOT

Do yours – 10 minutes
Assignment # 1

• Take what you have done today and develop a personal vision statement
• Take one major vision / goal / dream and develop stepping stones
• Develop a personal SWOT
• Due next meeting – June 2.