

# Career Development Workshop

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# Success



# Here's What You Need

- Success Stories
- Value Proposition
- Networks
- Career Target
- Career Story



# Success Story

- Problem
- Actions
- Outcome



# Style Definition

- Leadership
- Vision
- Communication
- Interpersonal
- Research
- Analysis
- Planning
- Implementation

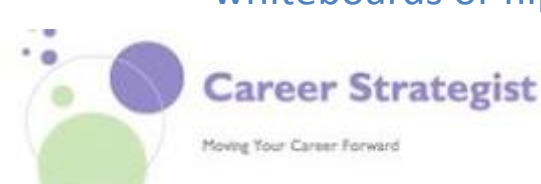
# Style Definition

- *Leadership*

- I am a visionary leader who likes to think big. I am also pragmatic and, having come up with the dream, can take manageable steps in the right direction. I lead by teaching. I like to ask leading questions to help people arrive at a conclusion on their own. I am supportive of my team, generous with encouragement and with credit for ideas and contributions. I respond positively and constructively to problems.

- *Vision*

- I am verbal and see things as words – at first as words on post-it notes that I can move around as new multi-dimensional categories occur to me. As my thinking progresses, the organization of words in my mind shifts to more complex models such as flow charts where shapes, colors and connections among words help to add clarity to their relationships. Very often to aid my thinking and to share it with others I make my thoughts manifest on actual post-it notes we can all work with and as diagrams on whiteboards or flipcharts.



# Style Definition

- *Communication*
  - I am a communication catalyst. I facilitate conversations by helping to bridge the communication gap between people with different backgrounds, styles, cultures, languages and thought patterns. I think it is very important to understand not just what but why and I always ask.
- *Interpersonal*
  - I am a team-oriented consensus-builder. I am tactful and empathetic and I use that empathy to challenge others and bring out their best. I am accepting of people and ideas and reach solutions by integrating the best components from all contributions. I have excellent persuasive skills and can successfully sell ideas across, up and down organizations.



# Value Proposition



# Value Proposition

- Skills
- Titles
- Industries
- Style
- Education
- Community Service, Awards, Publications
- Passion



# Career Story

# A Career Story

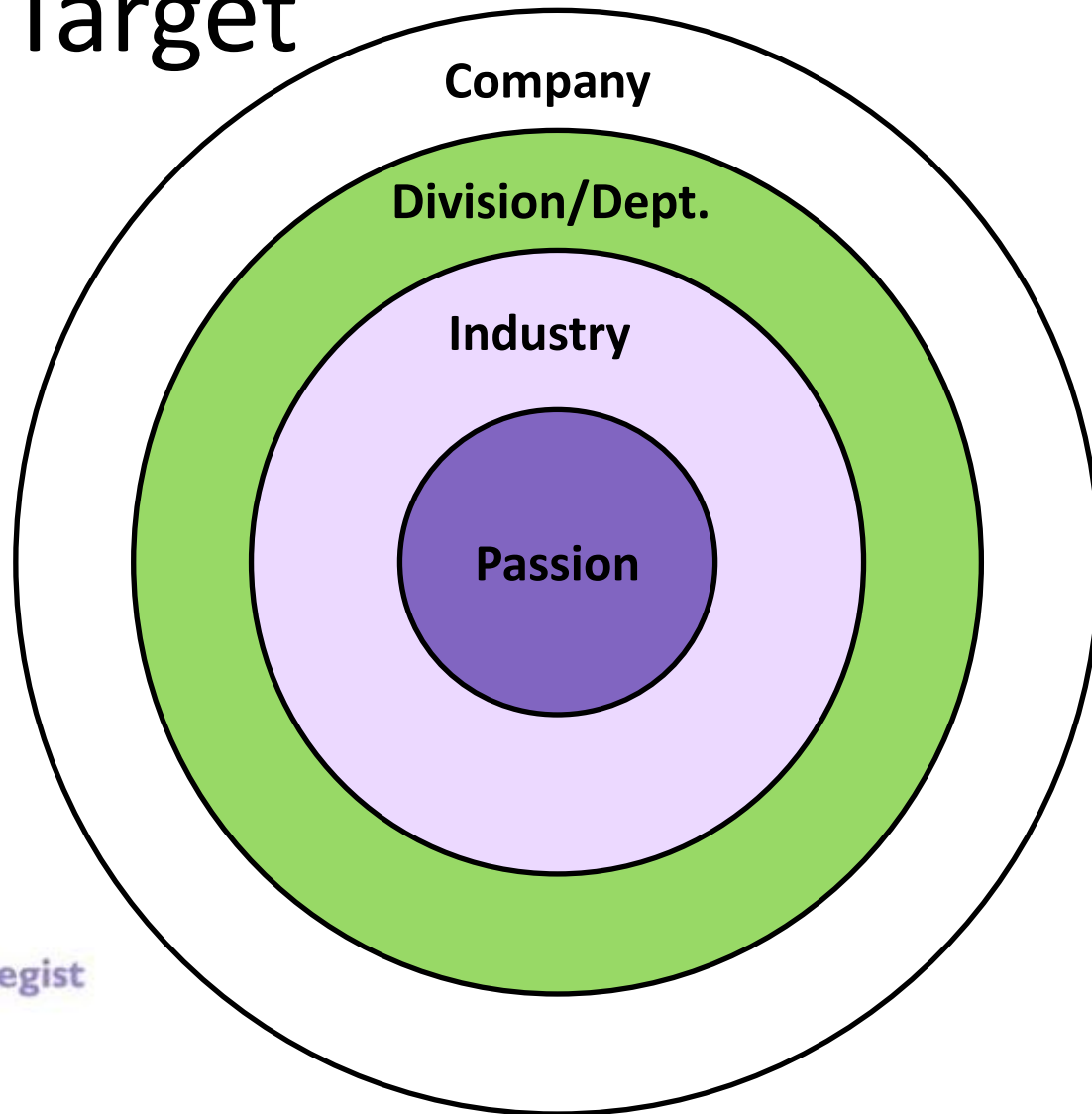
- When did you first know you wanted to be...

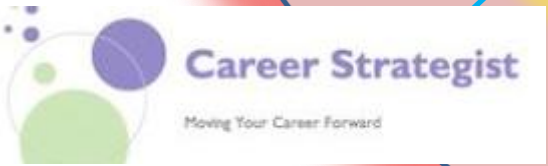
# Network

# Networks

- Associations: professional associations
- Education: alumni networks
- Social Networks: LinkedIn

# Career Target





# Networking Plan

- Contact
- How
- Action
- Result
- Follow Up





# The Warm Referral Letter

In a recent conversation with (the connection).....regarding my career development, she/he told me you are (say something nice). She/He suggested I contact you to schedule a meeting as she felt you would be able to furnish me with valuable advice and information.

Please understand I do not expect you to have a position or be aware of any openings at this time.

*Create a Mini Biography from your value proposition.*

I would like to meet with you to discuss:

I will call you the week of \_\_\_\_ to arrange a time to meet. I know your time is valuable and I promise to be brief.