Positioning Yourself for a Career Move

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What’s next for you?

Alice: Which road do I take?
Cheshire Cat: Where do you want to go?
Alice: I don’t know.
Cheshire Cat: Then it doesn’t matter.
Getting started

Make Two Lists

Your Needs and Preferences

Your Strengths and Skills
Ground yourself first

Your Needs and Preferences

Your Strengths and Skills

Opportunities in the Market

Potential for greatest impact/contribution
Reflection Exercise on Strengths

1. List your core competencies
   - technical, functional, managerial and/or leadership skills

2. Choose one and outline an example of how you used this strength successfully
   - Be specific, include metrics if possible (e.g., cost savings, revenue increases)
Share Your Strength

1. Choose a partner to share your example, emphasizing how you added value using your strength

2. You will each have **three** minutes to share your story
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Reflection Exercise on Needs & Preferences

Location
Commute
Compensation
Benefits
Company culture/mission/values
Company size
Team/colleagues - level of interaction/influence
Level of Autonomy
Flexible work schedule

YOUR NEEDS AND PREFERENCES

Your Strengths and Skills

The Market

Travel
Lifestyle considerations
Foundation for Your Career Narrative

Your Needs and Preferences

Your Strengths and Skills
CAREER NARRATIVE
What's Your Story?

To position yourself effectively, answer these questions:

1. Who am I (as a professional)?
2. What do I do well or what are my leading strengths?
3. How have I added value to my work?

   a. Share specific example(s) so your value is tangible to the reader.

4. What do I want to do next and why?

5. Why am I interested in ________ role at ________ company and how will I make an impact?

6. Some of my target companies are ... (or) some of the organizations I'm interested in are...

Spring 2017
Career Narrative Exercise

Take 5 – 7 minutes to write your narrative

• Who am I, professionally?
• What do I do well and how have I added value?
• What do I want to do next and why?
Using Your Career Narrative

Help others understand your strengths and how you can add value

Have consistent, positive messaging throughout your process/networked job search

Practice...test and get feedback...revise
Next Steps

Check out the MIT Sloan Alumni Career Services website

Join me again:
• Leveraging LinkedIn at 2:15 p.m. (here)
• Speed Networking at 4 p.m. FRIDAY (E62-233)
THANK YOU