

The background of the slide is a vibrant space scene. It features a dark blue and black sky filled with numerous small, bright white stars. In the upper left, there is a large, dark blue planet. In the lower right, a large, reddish-brown planet with visible surface textures is partially visible. The overall lighting is dramatic, with a mix of cool blues and warm reds.

# **Building Your Career In The Modern World**

***Your Life  
Your Choice  
Your Success***

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# Outline

- Is a job a career ?
- Know yourself
- Know your interests
- Pinpoint careers that inspire you to action
- Select a particular job within that career
- Train for that job
- Do that job well
- Become an in-demand professional
- Summary



# Important to Differentiate

- **“JOB” not the same as “CAREER”**
- **YOUR CALLING** - The purpose which God wants you to fulfill & empowers you to achieve.
- **YOUR CAREER** - The path you are currently pursuing as you seek to achieve your purpose.
- **YOUR JOB** - The current activity as you follow your path, the means by which you achieve milestones along that path.

# How They Add Up In Life

- **Calling / Career / Job**
  - *unique to each individual*
  - *driven by passion for answering one's calling*
- **One basic calling**
- **More than one, but few, careers**
- **Multiple jobs, not necessarily contiguous**





# What to Look For in a Career ?

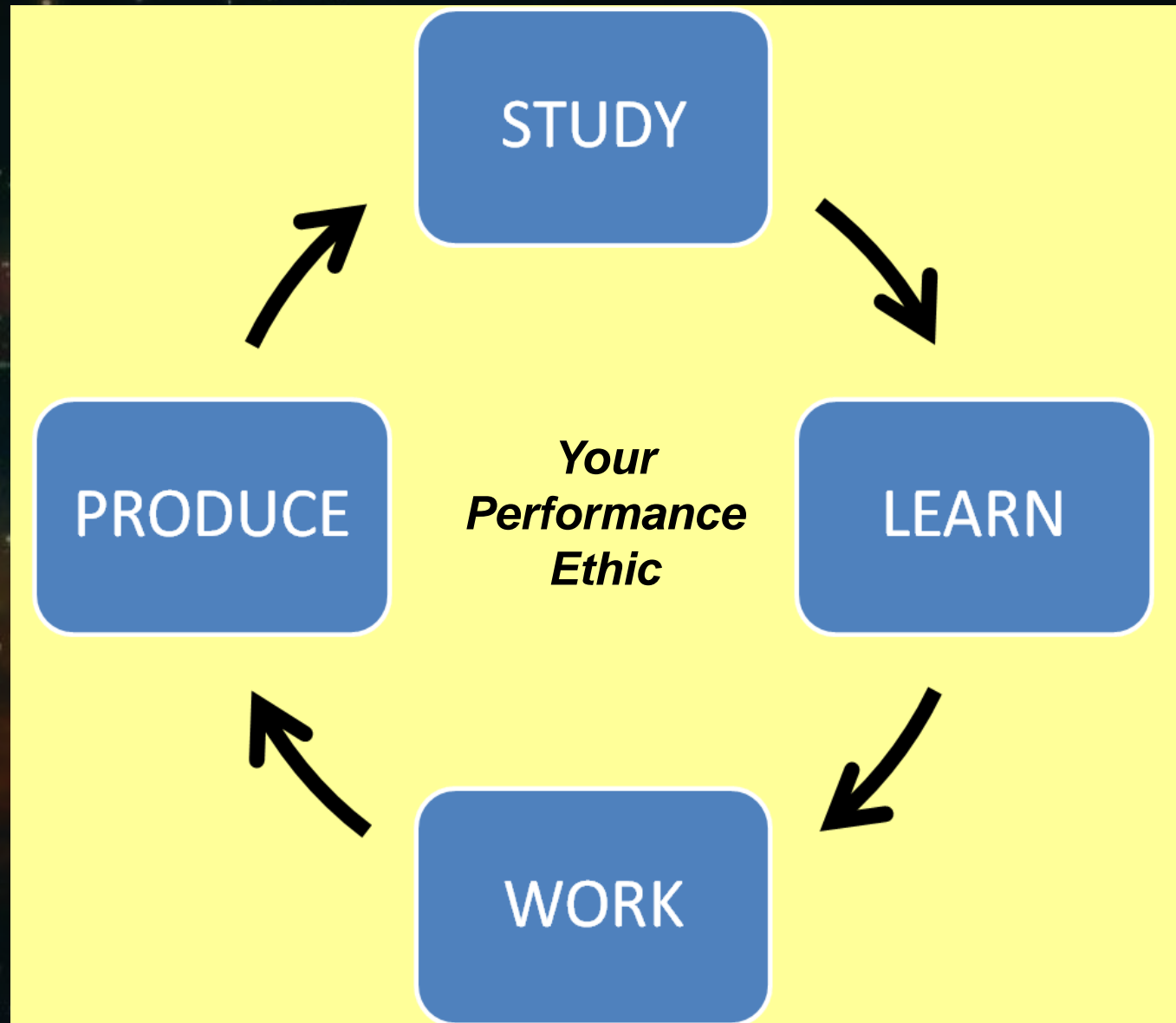
- Your career should provide a path that you can follow as you fulfill your calling.
- It should lead to jobs that help you achieve milestones and that provide sustenance.
- A good career leads to personal growth and always-improving effectiveness.
- Such a career does not absorb the results of your performance ethic to no affect.
- Your God-guided conscience should be quiet and satisfied as you follow this path.

# How to Find Such a Career ?

- **First step, as in all things, stay close to God**
  - *give yourself freely to him*
  - *communicate daily in prayer*
  - *read his words; listen to & live by his teachings*
  - *trust him to guide your life*
- **Then move forward to learn about yourself**
- **You can even complete a free career assessment**
  - *<http://jcassessment.wikispaces.com/Assessment+in+OA>*
- **Requires understanding instructions**
  - *essential to accuracy*

# You Make a Career Choice

- **Grab it by the horns**
- **Be persistent**
- **Be proactive**
- **Become an in-demand person**





# Where this gets You

## *Skills/Jobs Triangle*

*If you want to be in demand, acquire skills that few people have, to do essential jobs.*

Fewer jobs but even fewer people

Less jobs but balance between people and jobs

Lots of jobs but more people than jobs



# Two Sides to Every Story

## Disadvantages

- **Have to know your way around to find the jobs**
- **Must be good at selling yourself**
- **Need to be independent to rise above the crowd**
- **Where the jobs are, you need to be**
- **Beware of becoming overly specialized**

## Advantages

- **Solid job opportunities at high pay**
- **Tenure is excellent**
- **Companies can not keep enough good people**
  - *regardless of job market*

# What to Look for in a Company

- Of course benefits and pay matter
- Career success happens with companies whose vision and goals match your own
- What do I personally look for?
  - *vision from which measurable performance metrics can be derived*
  - *strong corporate desire to achieve that vision*
  - *focus applied to important activities so that vision can be achieved*
  - *funding to proceed so that time is not fragmented to the point where nothing meaningful can be accomplished*



# On the Job

## Ask Yourself:

- How can I be worth more to this company?
- What new things should I learn?
- How can I help this company achieve more in less time?
- In what ways can I help cut costs while increasing profitability and quality?
- What new systems could I implement?
- What new things/ideas/approaches could I implement that would give this company a competitive edge?



# How Do You Fit In?



***Business  
Management***



***Business  
Development***



***Business  
Administration***



***Business  
Execution***

- Each are critical to the business
- All have to work together smoothly
- Need to explain successes and issues in terms others understand
- Else, others can not appreciate successes nor help with issues
- No understanding --> no appreciation --> no use --> no funding --> no job

# Avoid Minimalism

- **Minimalism is the enemy of success**
- **One hears the litany of minimalism every day**
  - *what is the least I can do to get by*
- **Minimalists want the fruit of toil without the toil**
- **Mediocrity is the result**
- **Catering to minimalists yields lowest common denominator**
  - *they do not reach the success they are capable of*
  - *they lower the general level of their groups*
  - *they achieve no satisfaction from life, only frustration*
  - *they create a downward spiral of incompetence, failure, low self-esteem*



# Avoid Minimalism

- Don't let this cancer eat away at your character and career
- Don't just go through the motions, be passionate
  - *if you want to be passionate and successful, associate with passionate and successful people*
  - *stay away from minimalists, they are not your friends*



# Quotes that Bear on Career Selection

- If lots of things were easy, anyone and everyone would do them. The term for this, commoditization, really means nobody makes any money doing it. It's the hard that keeps average participants away from some things, and makes the effort of the few who tackle the problem and deliver results valuable. The way to financial success is to take something hard, so much so, few other people can do it, and make it look easy.

- Don Dingee, Industrial Embedded Systems, Spring/Summer 2006, v 2, # 1, p 7

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- Find what is tough to do or what is important to your customer or company. That is how you establish a niche. If you are only chasing the easy stuff, you are very replaceable. If it is no-muss no-fuss work, anybody can do that. To have a defensible niche you have to stay close to your customer or company, and understand what is important to them. If you perform a valuable service better than anybody else then you will remain in good stead.

- Steve Gordon, The Trucker, April 1-4 2012, v 25, # 7, pp 4,12

# More Ideas to Think About

- A quote from long ago that bears well on our future vision and our path to that vision.

*The greatest danger for most of us is not that our aim is too high and we miss it, but that it is too low and we reach it.*

- Michelangelo (as quoted in Linux Journal, Jan 01, p 8)

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- Performance ethic has a lot to do with success.

*The number one rule is simple. You've got to go above and beyond your job description. If you just do your job, you don't get a raise and you don't get a bonus; you get a paycheck.*

- SmartMoney magazine from Wall Street Journal.

<http://www.smartmoney.com/mag/index.cfm?story=march2006-millionaire&pgnum=6>



# Consider Carefully

- **Having domain knowledge & skills is not enough**
  - *necessary but insufficient*
- **In the end, it is people and their needs that matter**
- **If peoples needs are not satisfied, success has not been achieved**
- **Companies hire because they believe the person can contribute to company's bottom line (profit)**
- **If contribution is not there, person has no career**
- **Profits come to a company when customers' needs are satisfied**
- **Then the customer says, "We need more of that"**
- **This is what leads to career success**



# Overall

- **Your performance ethic makes all the difference**
  - *constant cycle: study, learn, work, produce*
- **Synergy with all components of the business**
  - *business management*
  - *business development*
  - *business administration*
  - *business execution*
- **Fulfill requirements but don't just turn the crank**
  - *be proactive*
  - *not just responding to what you are told to do*
- **Career success awaits your active involvement**
  - *get out there and show what you are made of*

*Dreams come true when preparation, opportunity, decision, and action meet*