

# Making Yourself Invaluable

CASE Master Session  
February 23, 2011

# Today's Session

- ☐ Introductions & Overview
- ☐ Derailers
- ☐ Getting Back on Track
- ☐ Panel Discussion
- ☐ Q & A

# Introductions

- Who you are
- What you do
- What you hope to take away
- One professional strength

# Guiding Principle

A career is something that is defined over time, rarely conceived from the start.

# Career Reality

- ❑ Technical skills are a given. People skills move careers forward.
- ❑ Emotional intelligence is key.
- ❑ Self perception is often skewed.

# Self Questionnaire

- ❑ No “right” answer – self discovery is goal.
- ❑ Go through questions quickly.
  - 1<sup>st</sup>: Self
  - 2<sup>nd</sup>: Boss
  - 3<sup>rd</sup>: Peers
- ❑ Table discussions.

# Derailers

1. Problems with interpersonal relationships
2. Difficulty building and leading a team
3. Difficulty changing or adapting
4. Failure to meet business objectives
5. Too narrow functional orientation

# Getting Back on Track

1. Self assess regularly
2. Embrace vulnerability
3. Be persistent
4. Seek personal development
5. Feel the fear. Do it anyway.

# Getting Back on Track

6. Ask “Where are my opportunities?”  
Retrenchment, diversification, integration
7. Follow your interests
8. Build relationships  
Network, service, visibility

# Panel

## Mary Olson

Brand Director, Marketing and Communications, Seattle University

## Malik Davis

Director, Constituent Relations, Office of Constituent and Alumni Relations, University of Washington

## Julie Schwartz

Executive Director of Programs, Oregon State Alumni Association