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Architecting Your Career – Teching your way to the Top

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IBM Corporation

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Session: 10369

"IF WE DID ALL THE THINGS WE WERE CAPABLE OF DOING, WE WOULD LITERALLY ASTOUND OURSELVES. "

-BENJAMIN FRANKLIN

Why Should You Listen to Me?

- Humble beginnings
  - Born in a Log IT shop
  - Started as a tester for a product with 3 customers
- 26+ year veteran at IBM
- Distinguished Engineer
  - Top 1% of technical community
- Chief Architect for Cloud in IBM's STG division

YESTERDAY'S HISTORY
TOMORROW'S A MYSTERY
TODAYS TODAY

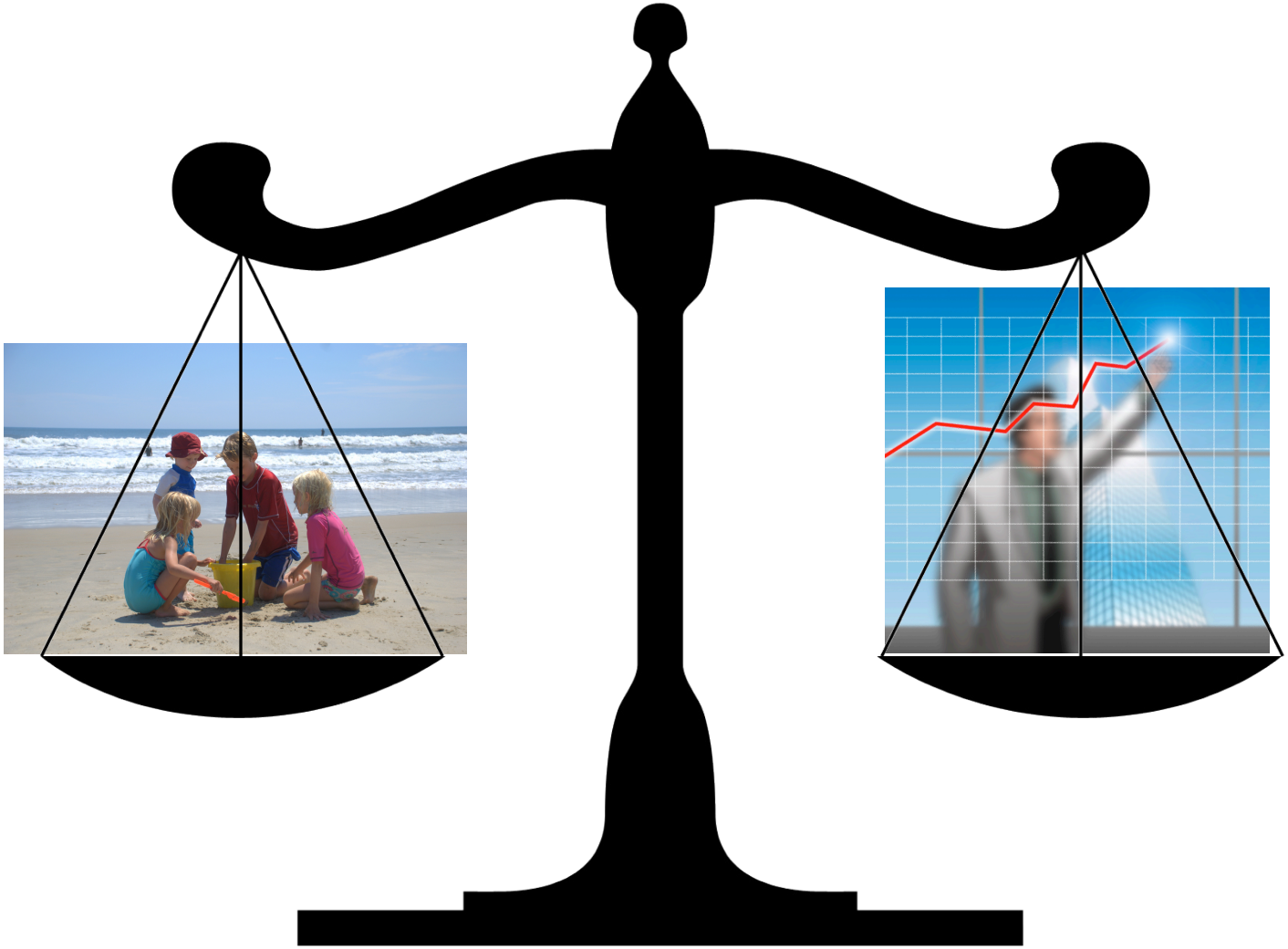
≠

I TELL THE PEOPLE I MENTOR –

"MAKE YOUR MANAGER HAPPY

AND YOU WILL DO OK!"

- CLASSIC UNDER ACHIEVER



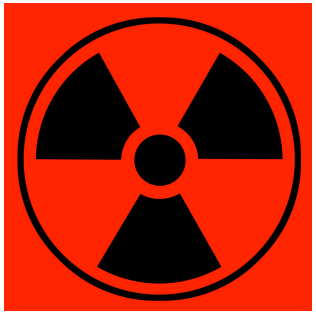
NO SINGLE PATH

TO SUCCESS

Comfort Zone

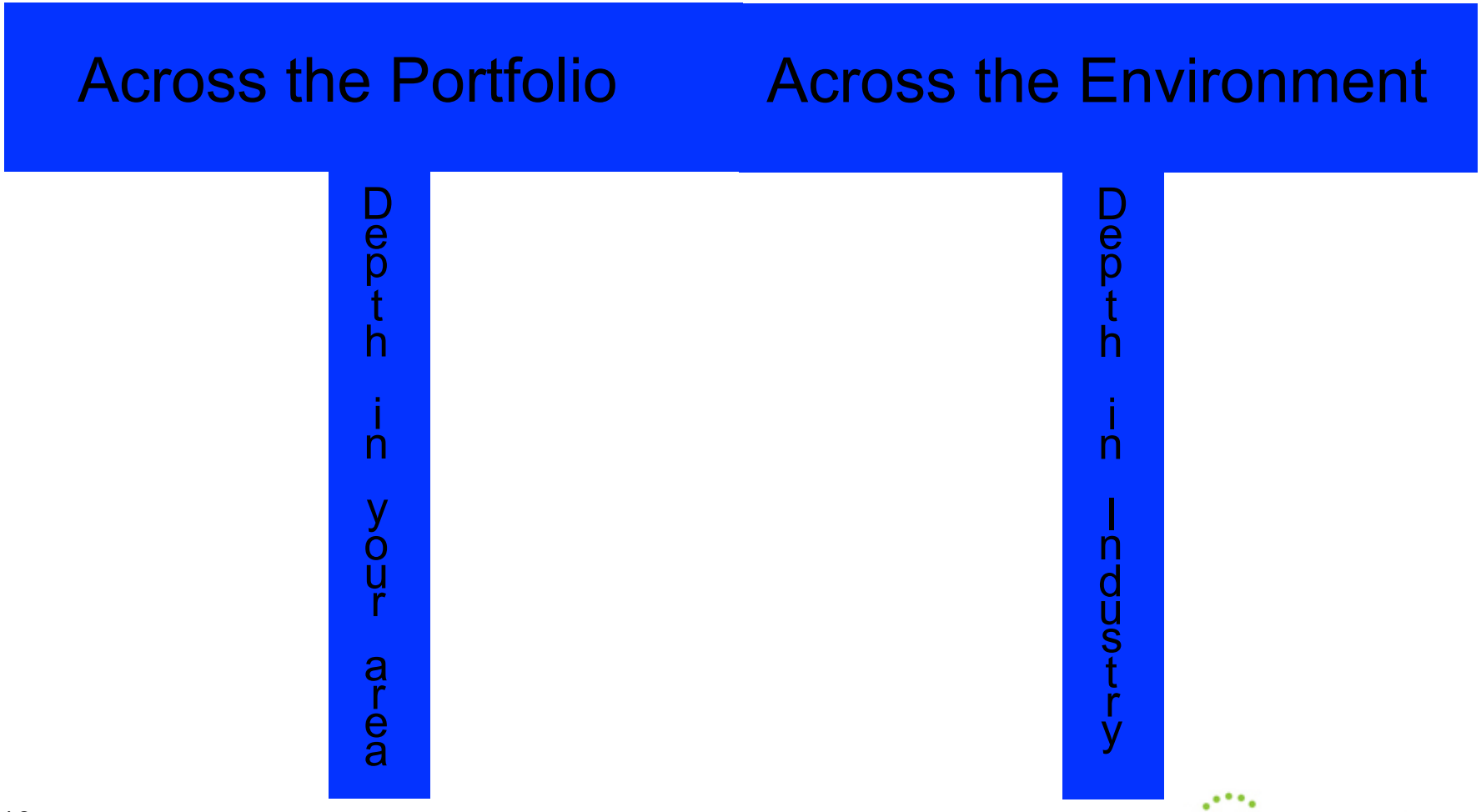
Stretch Zone

Risk Zone



Danger Zone

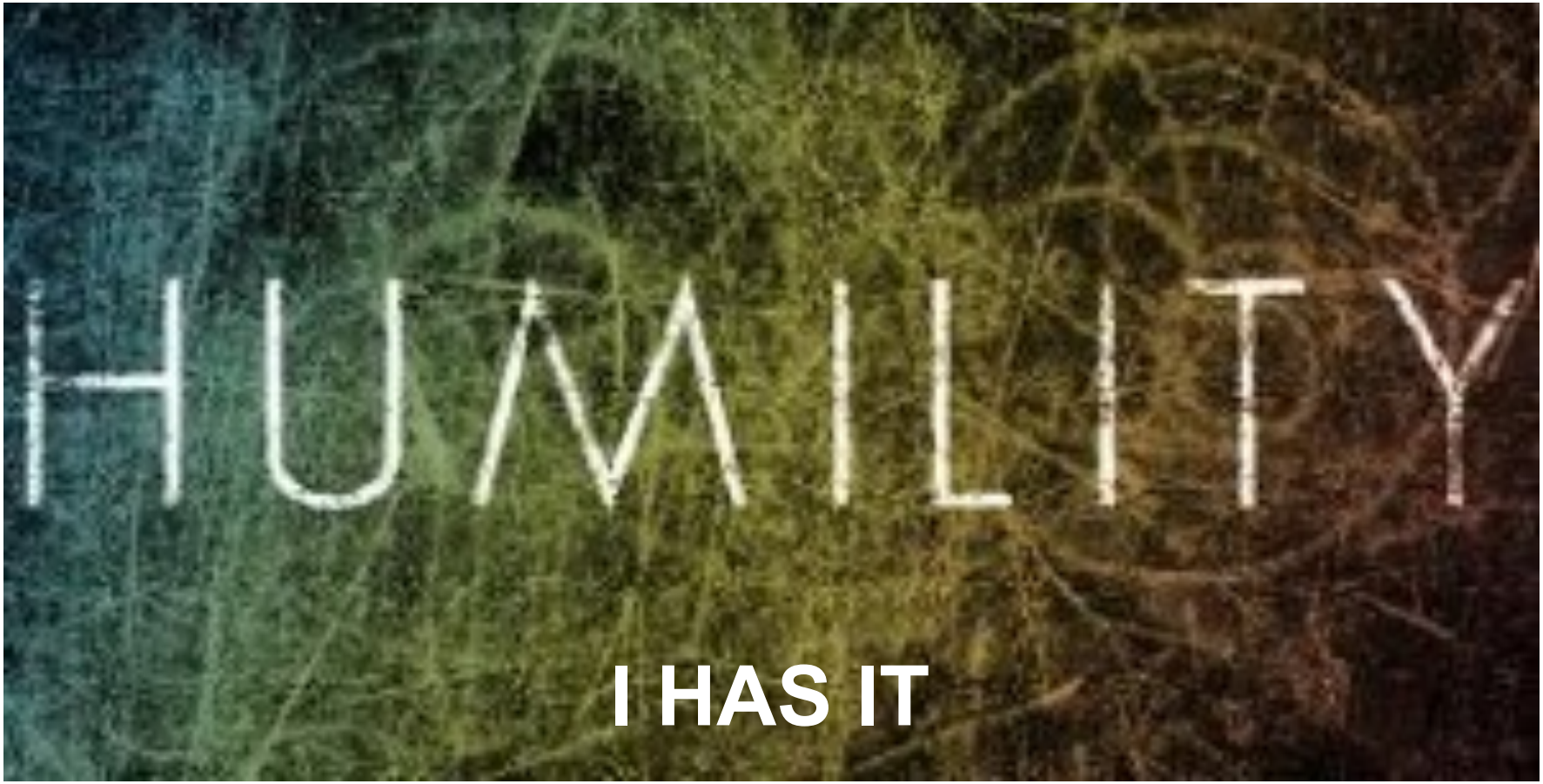
How Are You Developing Your Skill?

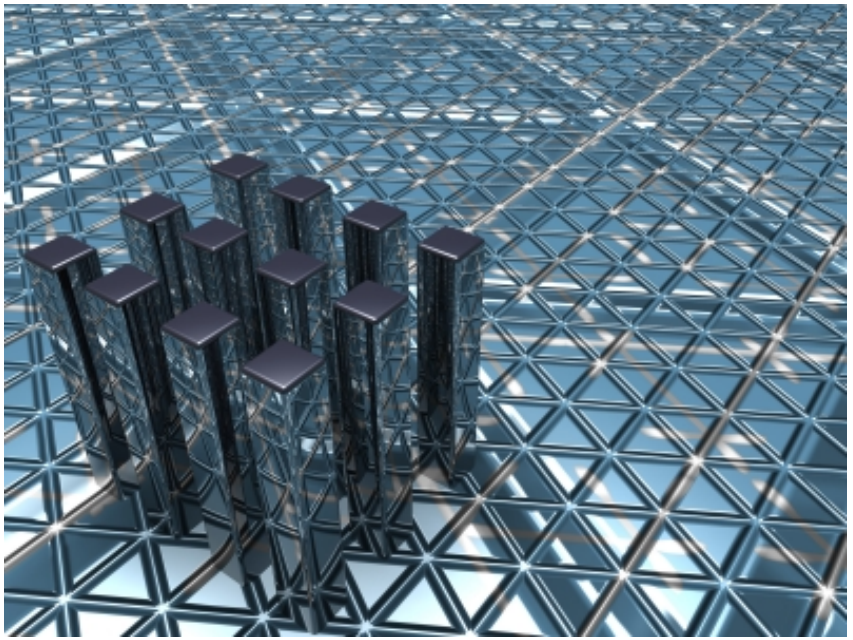


Post-it
Notes
3x3
VALUE
1400 Sheet
PACK
3M

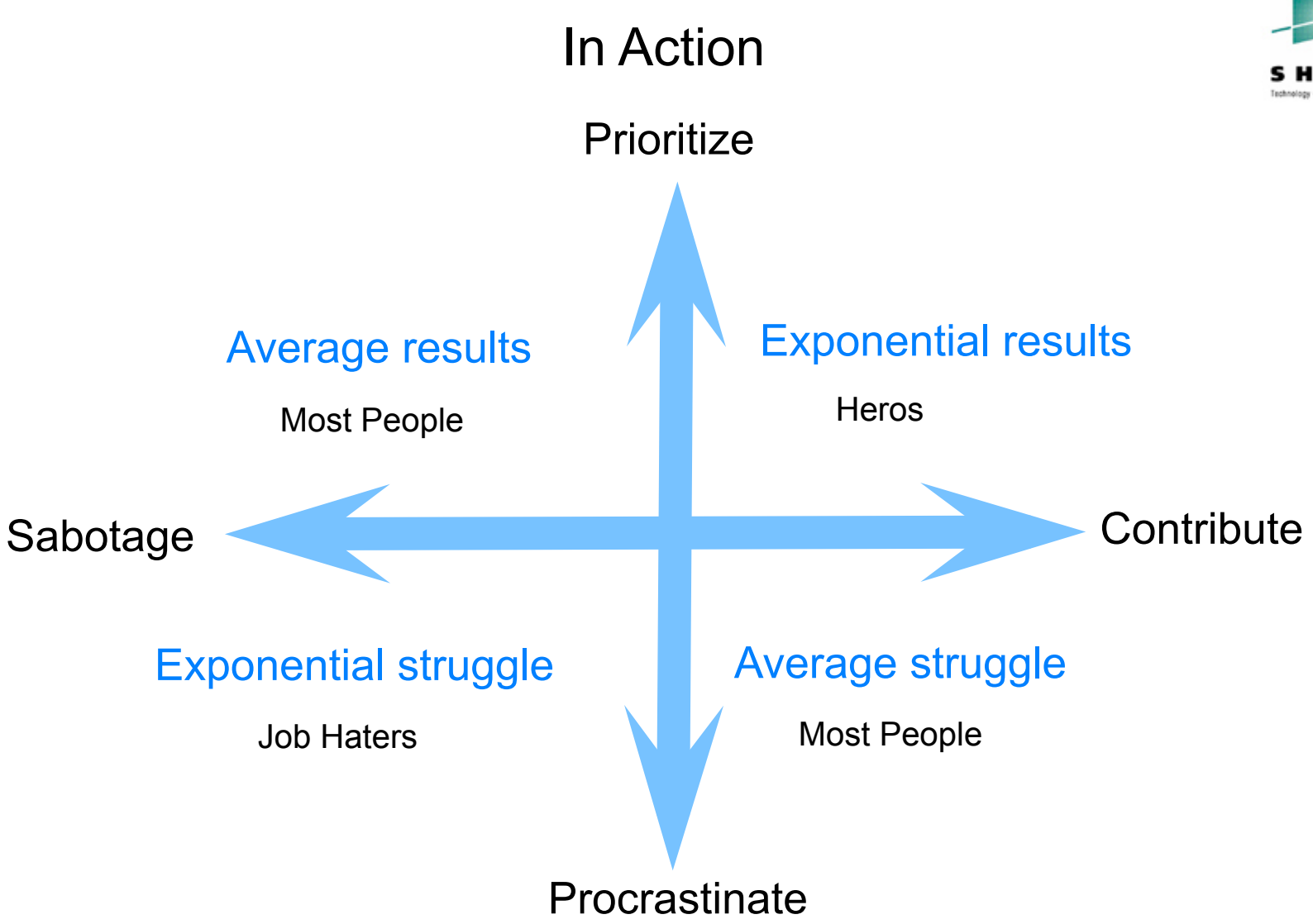
Play-Doh

WLAN
WWAN
vidmar.net


HUMILITY
I HAS IT



BRAND


In Action
Prioritize
Average results
Most People
Exponential results
Heros
Sabotage
Contribute
Exponential struggle
Job Haters
Average struggle
Most People
Procrastinate
On hold

STRENGTHS
WEAKNESSES

REMEMBER

KINDERGARTEN

RULES

SHARE in Atlanta 2012

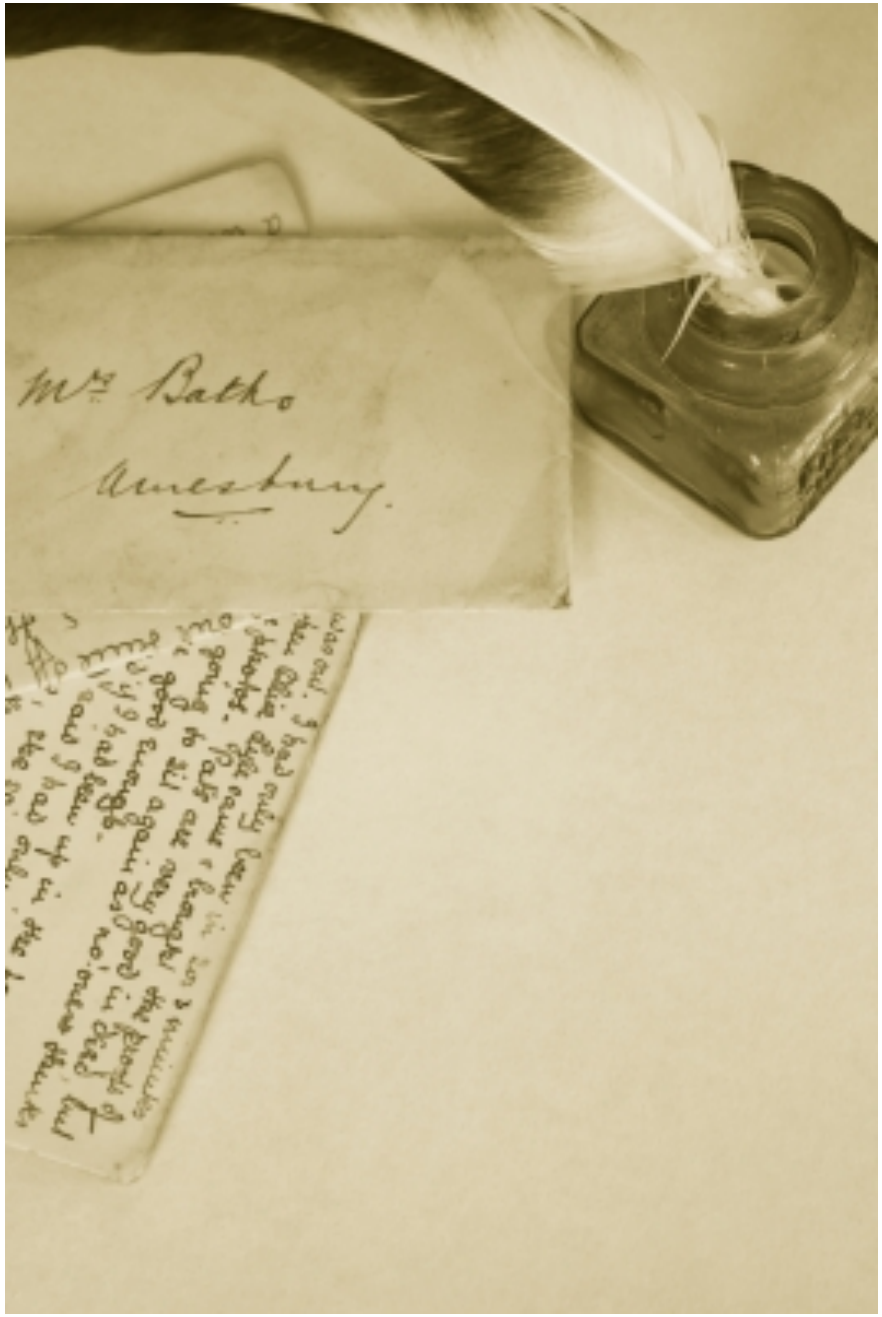
IMAGE IS REALITY

RELIABILITY

CREDIT THE TEAM

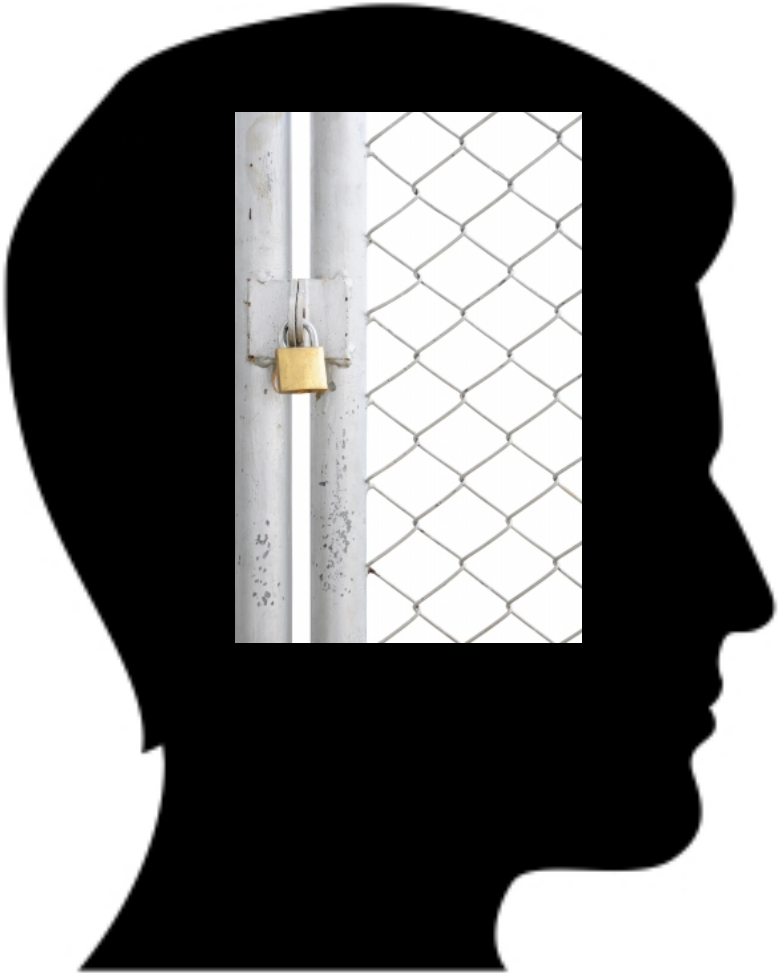
BLAME YOURSELF

CONTRACT


Mrs Batho
Amesbury.

WTF?

first i appreciate u to be in IBM, no problem for such new employees like u. 1st thing i have to know which technology u r dealing with??????????? so that i would give u some suggestions..... gud luc



POLITICS

POLITICS

POLITICS

YOU HAVE MAIL

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IN SUMMARY: DO!

- Work life balance
- Know your worth
- No comfort zone
- Become T Shaped
- Be optimistic
- Be curious
- Be humble
- Make a decision
- Be flexible
- Mentoring
- Build a network
- Personal brand
- Know your strengths and weaknesses
- Be a team player
- Know the business
- Communicate
- Patent ideas
- Big picture

IN SUMMARY: DON'T !

- Stop Learning
- Have a closed mind
- Be alone
- Lean on Politics
- Lose control
- Bully people
- Let trust issues affect your effectiveness

FURTHER READING:

- **Made to Stick** – Chip Heath & Dan Heath
- **Presentation Zen** – Hans Roseling

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