

Architecting Your Career – Teching your way to the Top

Frank J. De Gilio
IBM Corporation

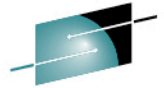
August 7, 2012
Session: 11745



**"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



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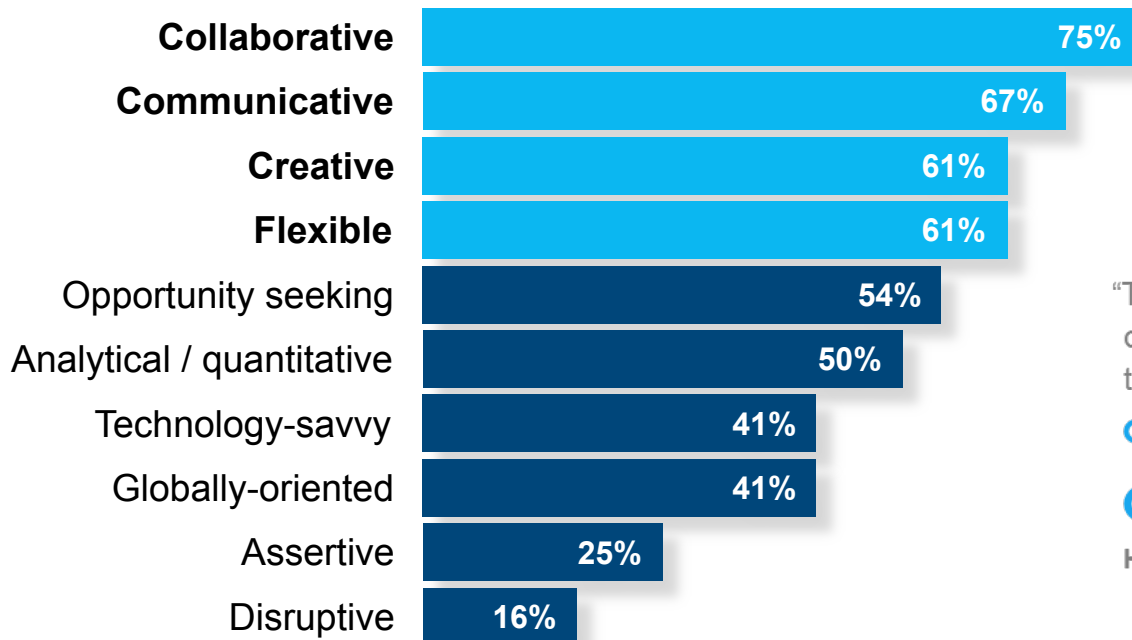
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From IBM's 2012 CEO Study

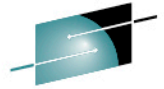
Personal characteristics for employee success



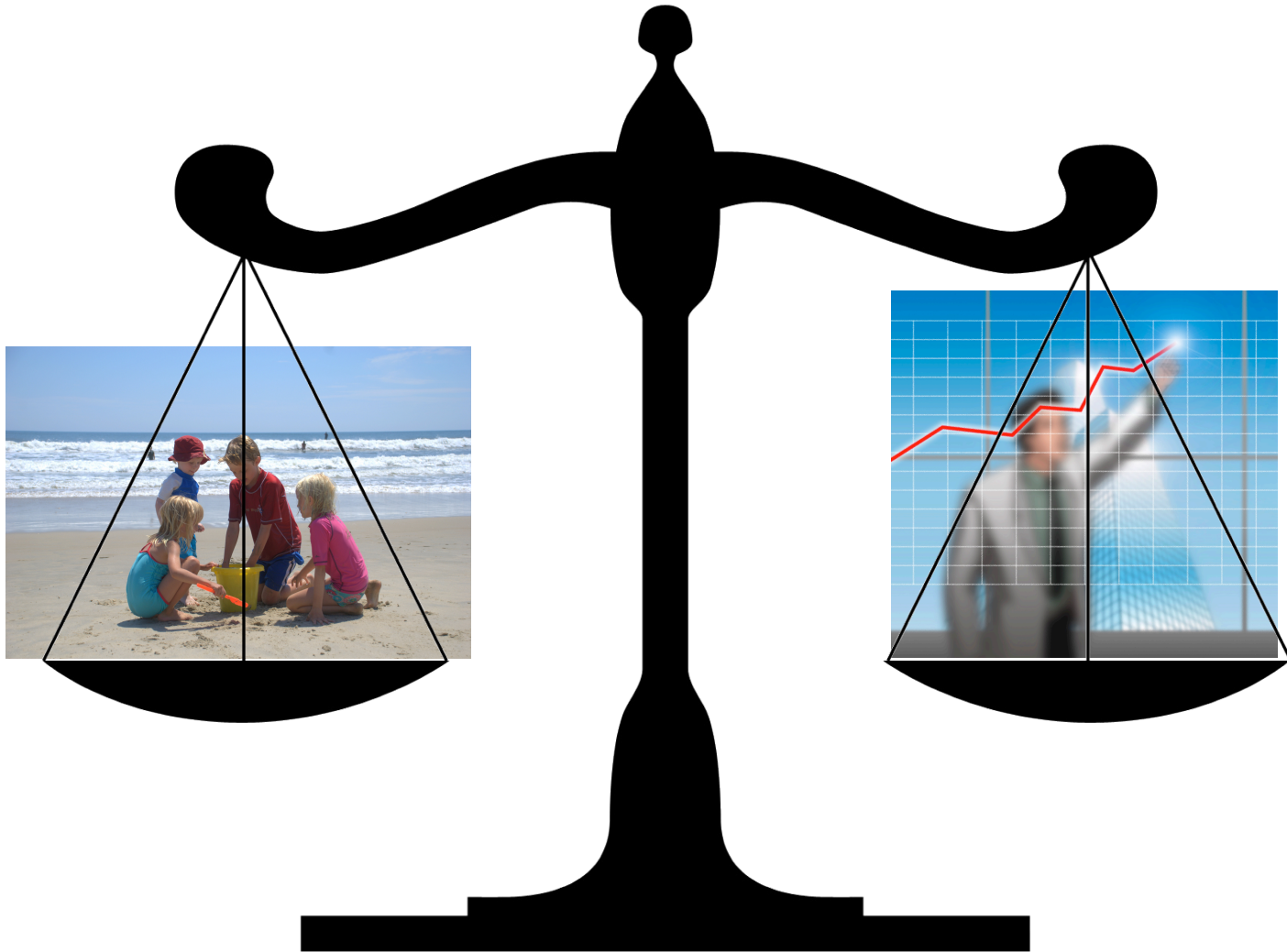
“Today’s connected economy is full of ambiguity, and the skills required to navigate that ambiguity are **collaboration, creativity and communication.**”

Healthcare CEO, Australia

I TELL THE PEOPLE I MENTOR –
“MAKE YOUR MANAGER HAPPY
AND YOU WILL DO OK!”
- CLASSIC UNDER ACHIEVER

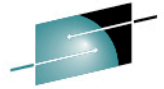


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NO SINGLE PATH

TO SUCCESS



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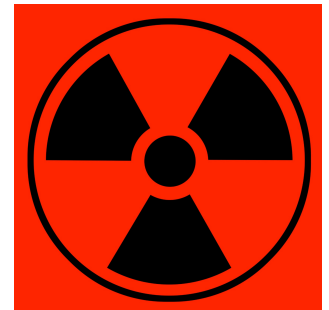
Comfort Zone



Stretch Zone



Risk Zone



Danger Zone

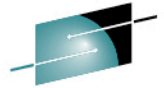
How Are You Developing Your Skill?

Across the Portfolio

Across the Environment

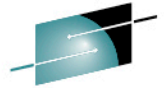
Depth
in
your
area

Depth
in
industry



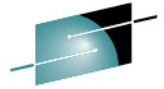
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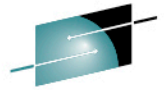




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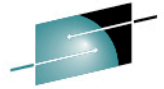






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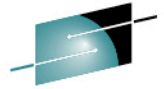
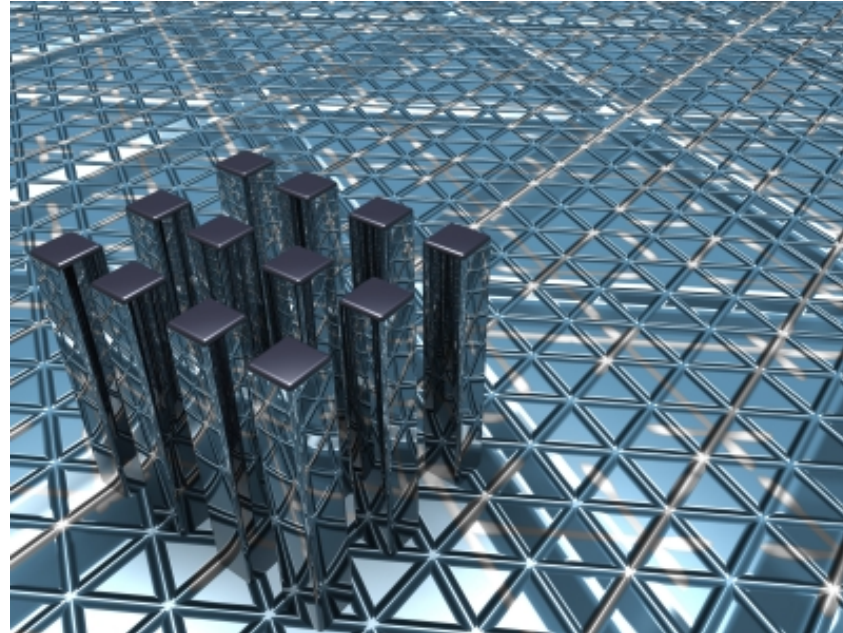




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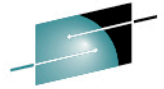






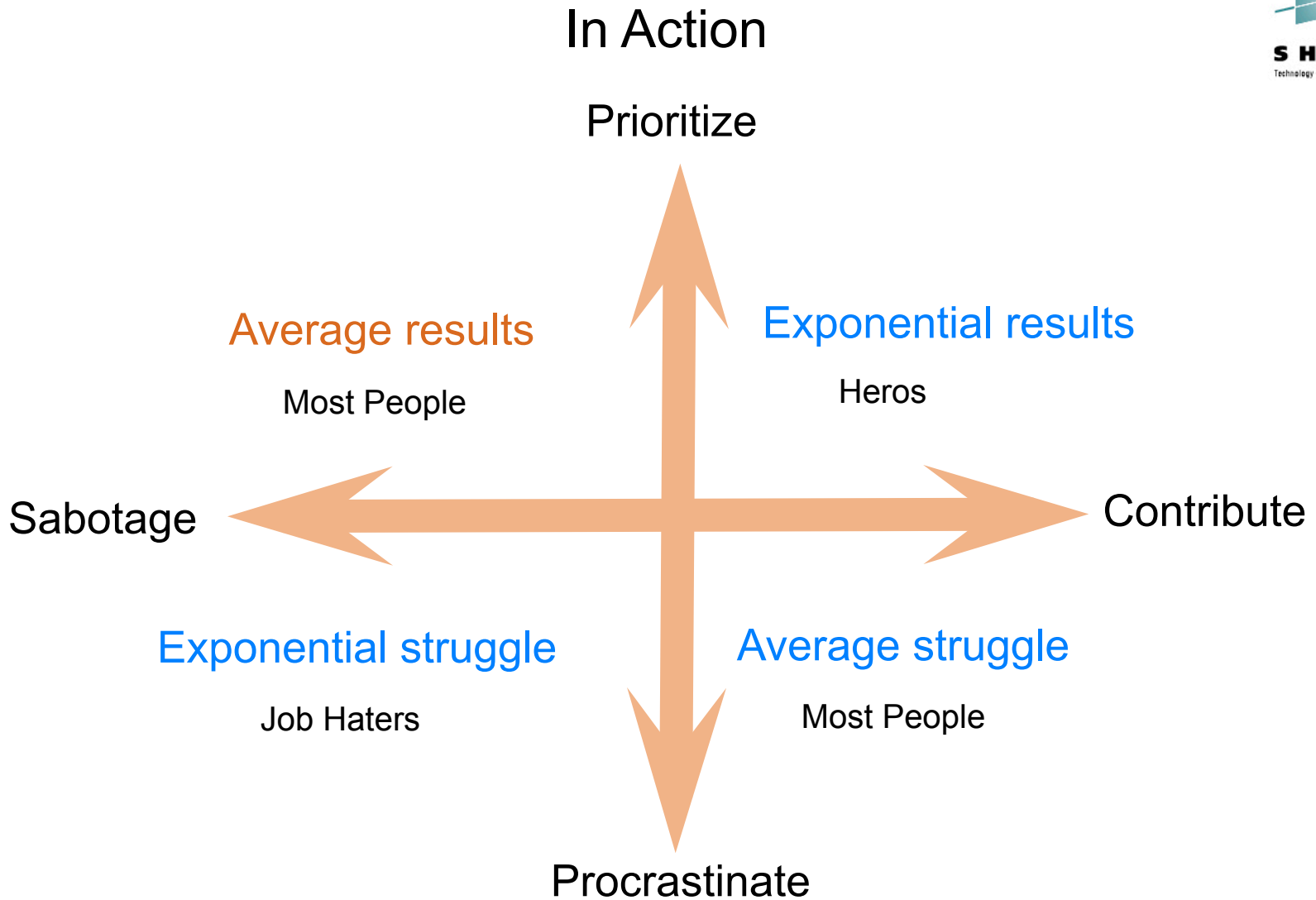
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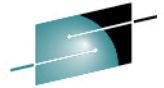




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REMEMBER

KINDERGARTEN

RULES

IMAGE

IS

REALITY



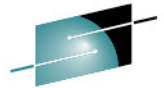
CREDIT THE TEAM

BLAME YOURSELF

TRIFLES MAKE PERFECTION

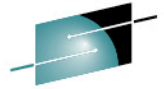
&

PERFECTION IS NO TRIFLE



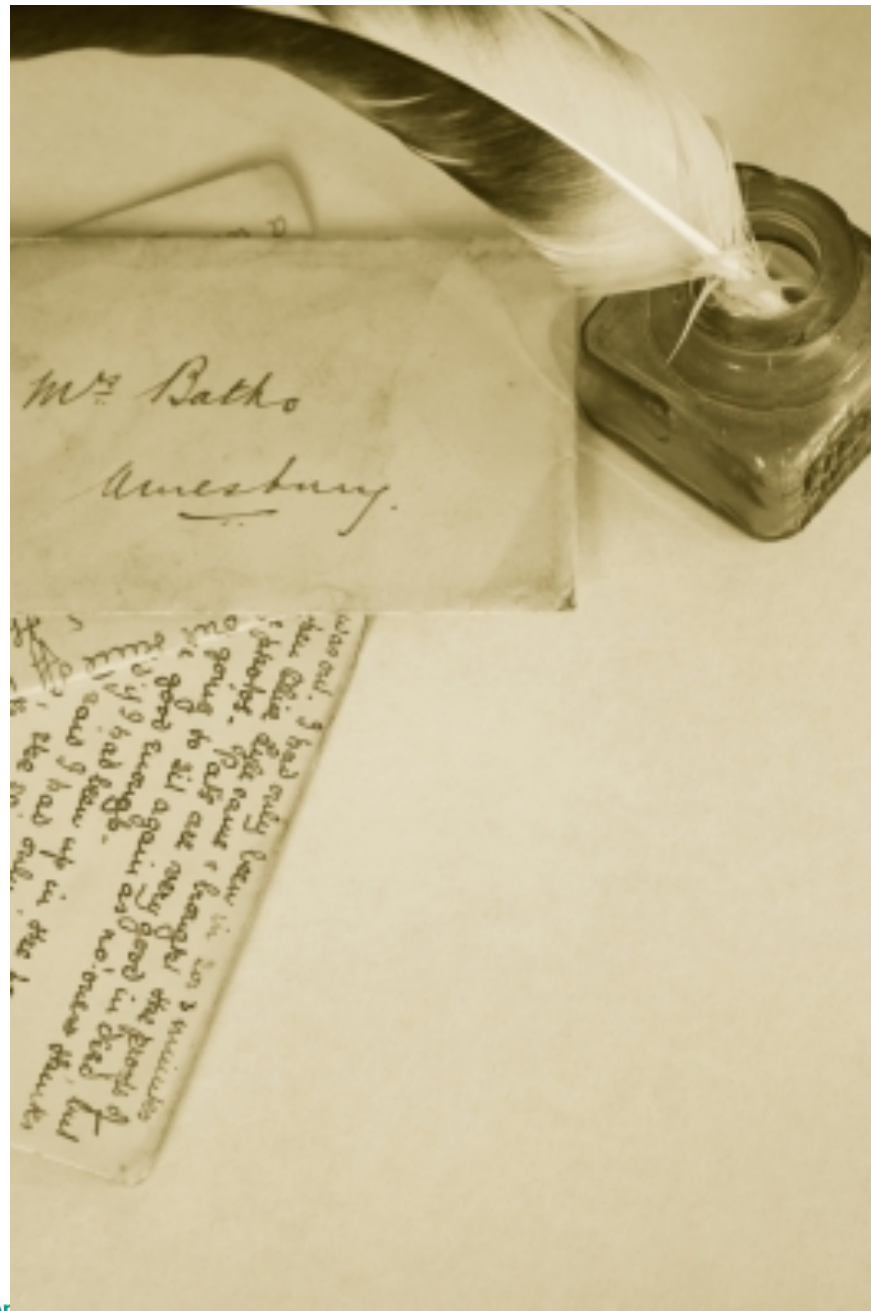
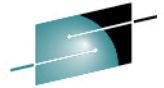
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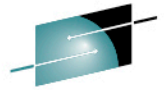
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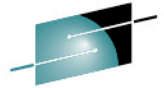
WTF?

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



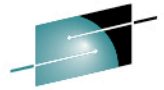
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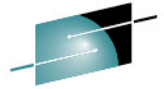
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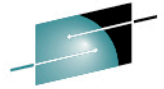
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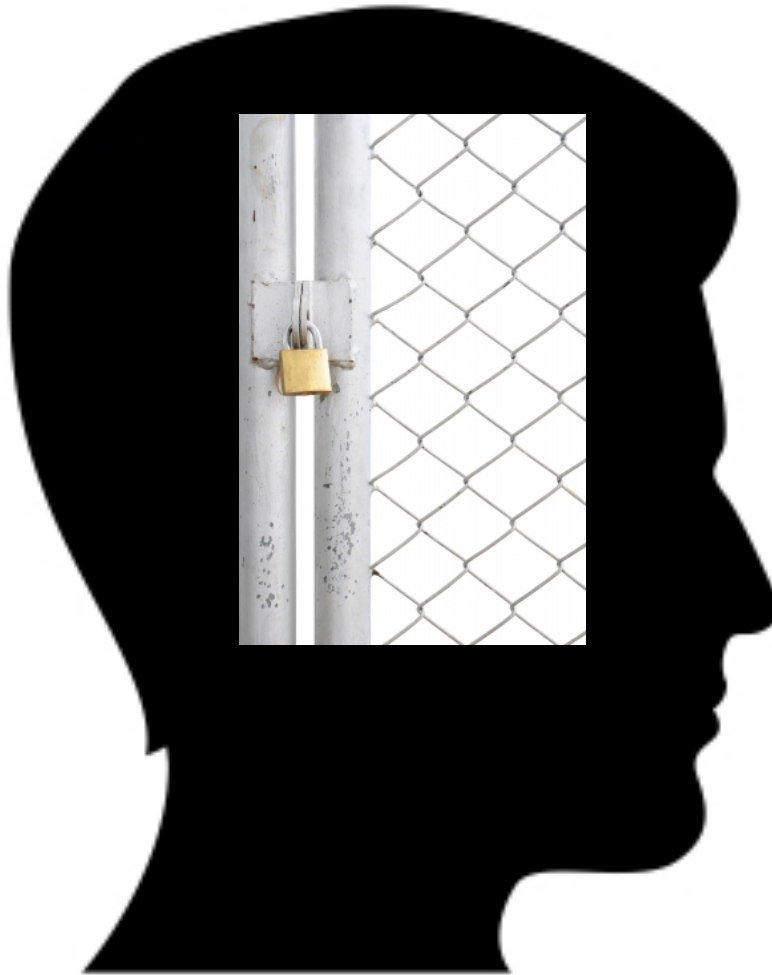


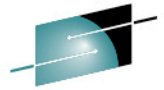
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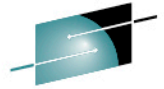
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POLITICS

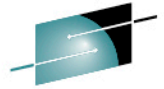
POLITICS

POLITICS



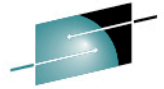
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IN SUMMARY: DO!

- Work life balance
- Know your worth
- No comfort zone
- Become T Shaped
- Be optimistic
- Be curious
- Be humble
- Make a decision
- Be flexible
- Let go
- 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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