

Architecting Your Career (Teching your way to the Top!)

Frank J. De Gilio
IBM Corporation

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***"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

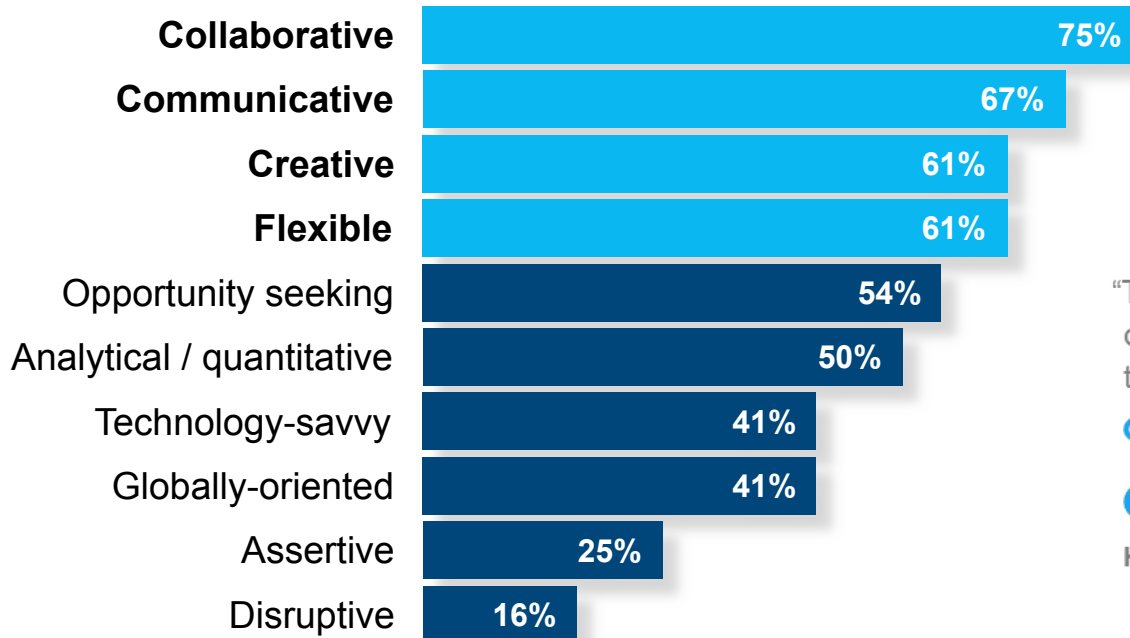


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From IBM's 2012 CEO Study

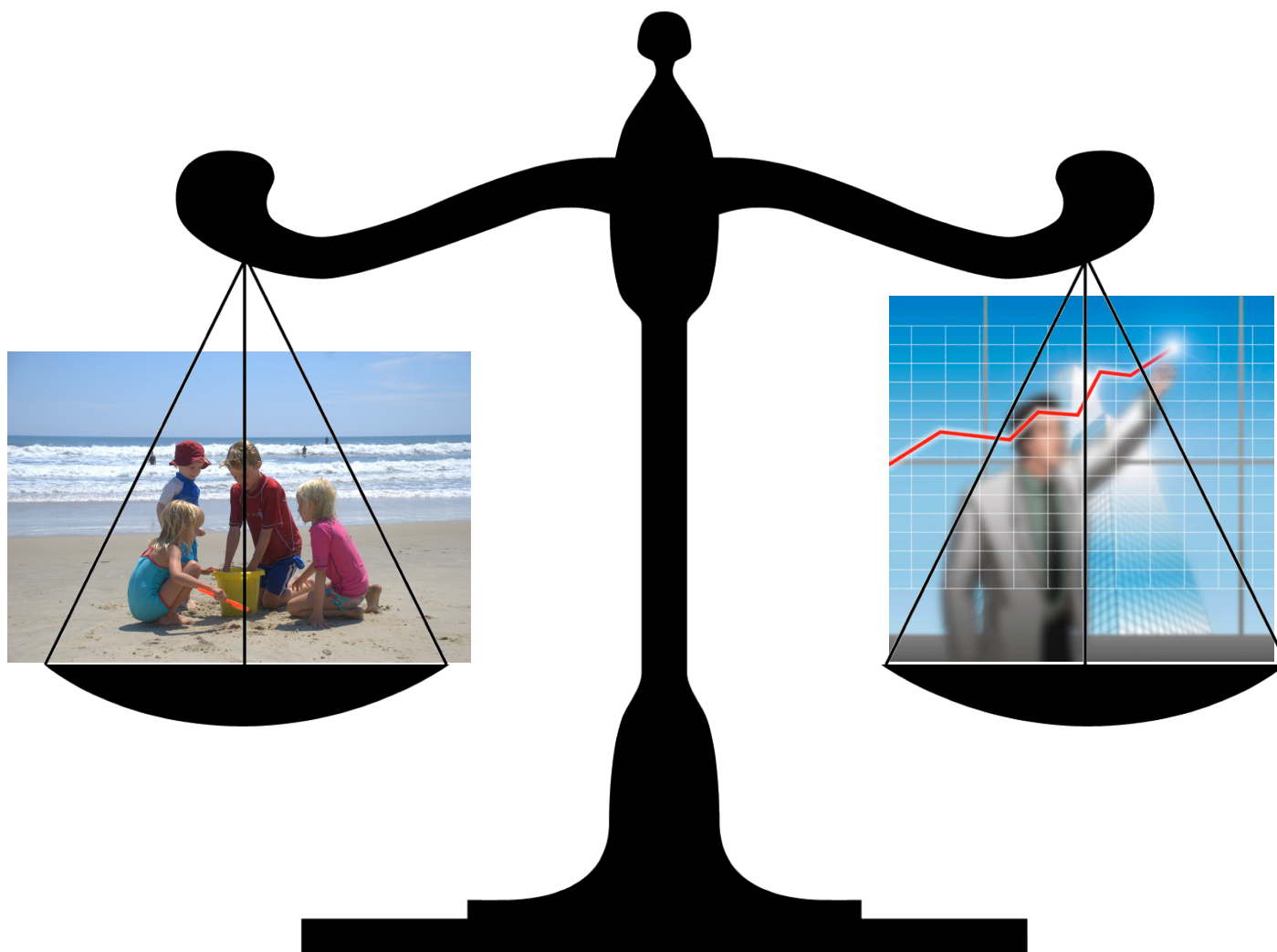
Personal characteristics for employee success



"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



NO SINGLE PATH TO SUCCESS





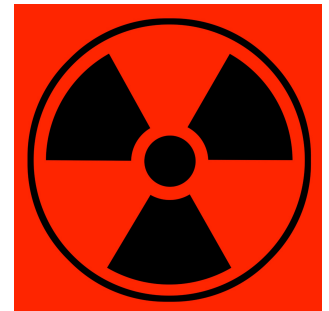
Comfort Zone



Stretch Zone



Risk Zone



Danger Zone

How Are You Developing Your Skill?

Across the Portfolio

Depth in your area

Across the Environment

Depth in industry





SHARE
Technology - Connections - Results



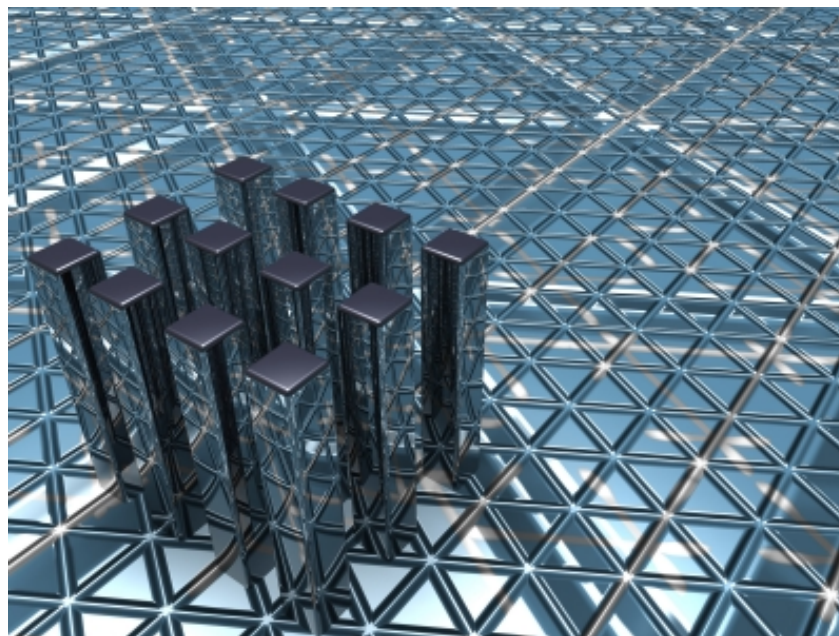
















SHARE
Technology - Connections - Results



In Action

Prioritize

Average results

Most People

Exponential results

Heros

Sabotage

Contribute

Exponential struggle

Job Haters

Average struggle

Most People

Procrastinate

On hold



REMEMBER

KINDERGARTEN

RULES

IMAGE

IS

REALITY



CREDIT THE TEAM

BLAME YOURSELF

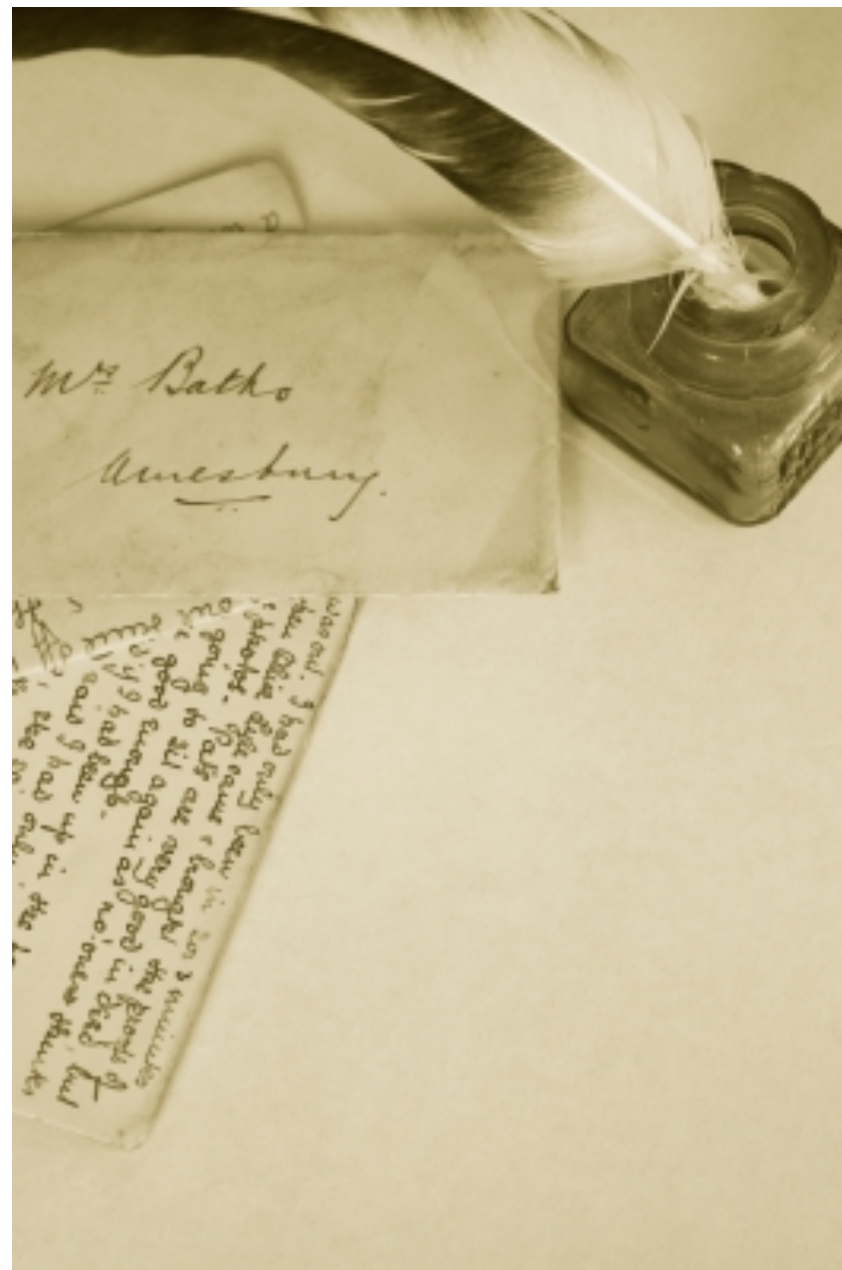
TRIFLES MAKE PERFECTION

&

PERFECTION IS NO TRIFLE







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

WORDS MATTER!

Remove “I think” from the beginning of sentences.

Eliminate the use of “maybe” when responding to something.

Avoid “sometimes” when describing something.

Use “I will” instead of “I’ll try”.

Avoid getting overly involved in the details of a story
– make my point.

WORDS DRIVE ACTION!

Use “I can”, “I do”, or “I will” instead of “I can’t” or “I don’t” or “I won’t”.

Use "Could" rather than "Should".

Use "I get to" in place of “I have to”.

Ask "What?" instead of “Why?”.

Eliminate “They” and “Them”

Allow silence versus filling space with words.



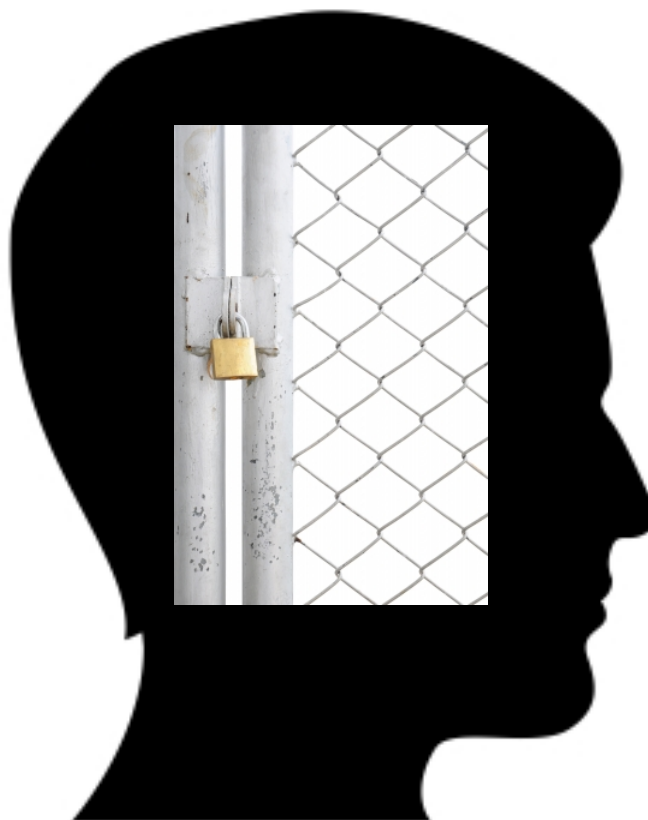


SHARE
Technology - Connections - Results











POLITICS

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POLITICS







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
- **Switch** – Chip Heath & Dan Heath

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