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

Frank J. De Gilio
IBM Corporation

February 6 2013
Session: 13054
“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
From IBM's 2012 CEO Study

Personal characteristics for employee success

- Collaborative: 75%
- Communicative: 67%
- Creative: 61%
- Flexible: 61%
- Opportunity seeking: 54%
- Analytical / quantitative: 50%
- Technology-savvy: 41%
- Globally-oriented: 41%
- Assertive: 25%
- Disruptive: 16%

“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
How Are You Developing Your Skill?

Across the Portfolio

Depth in your area

Across the Environment

Depth in Industry
I HAS IT
Complete your sessions evaluation online at SHARE.org/SFEval
Complete your sessions evaluation online at SHARE.org/SFEval
STRENGTHS
WEAKNESSES
IMAGE IS REALITY
CREDIT THE TEAM

BLAME YOURSELF
TRIFLES MAKE PERFECTION

&

PERFECTION IS NO TRIFLE
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
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.
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.
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
Some images provided by freedigitalphotos.net:

Artists:
• ImageryMagestic
• Ambro
• Simon Howden
• JSCreationz
• KROMKRATHOG
• Stewart Miles
• Idea Go
• Digital Art
• PhotoStock
• David Castillo Dominici
• Grant Cochrane
• Njaj