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

Rosalind Radcliffe
With Frank De Gilio
IBM Corporation
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#SHAREorg

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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
- 30 year veteran at IBM
- Distinguished Engineer
  - Top 1% of technical community
- Chief Architect for Cloud in IBM's Systems division

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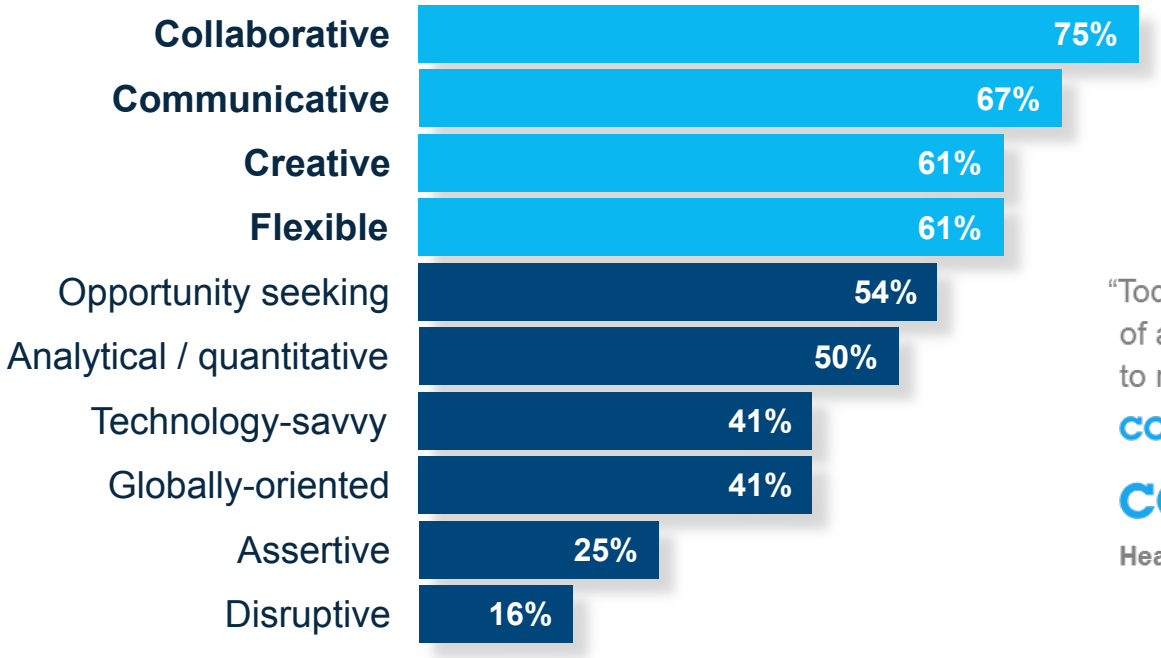
Complete your session evaluations online at www.SHARE.org/Orlando-Eval

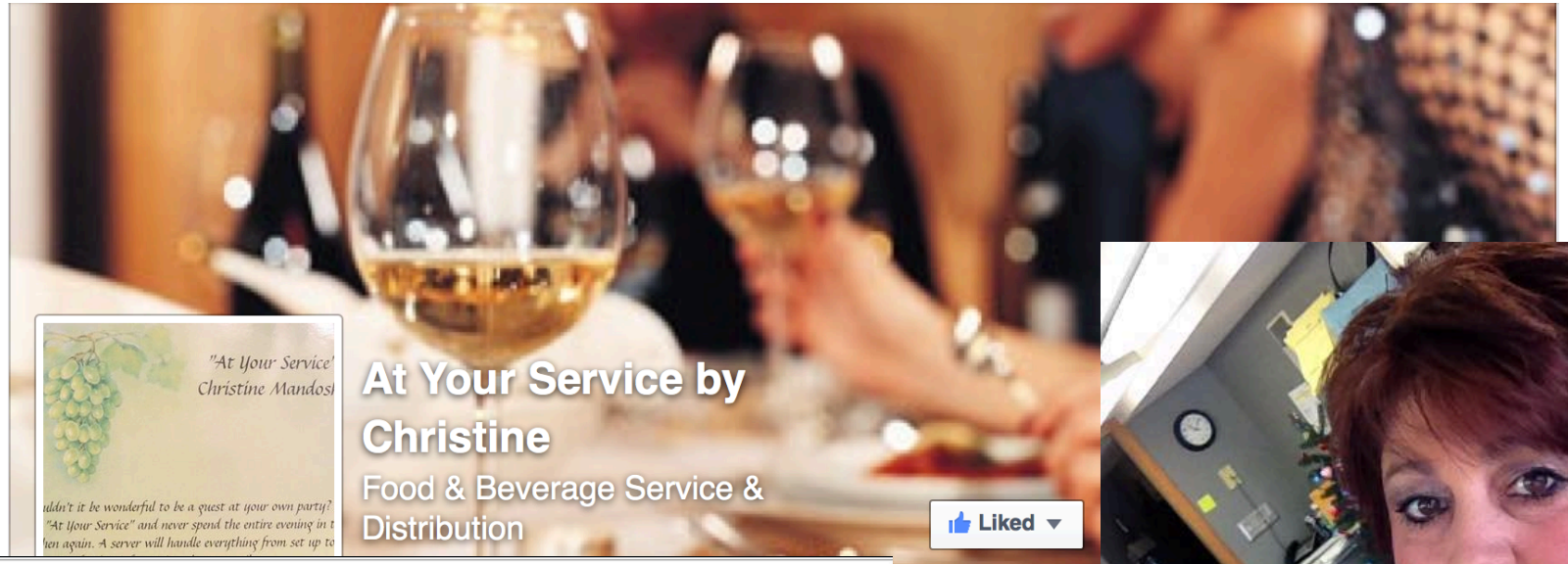
From IBM's 2012 CEO Study

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



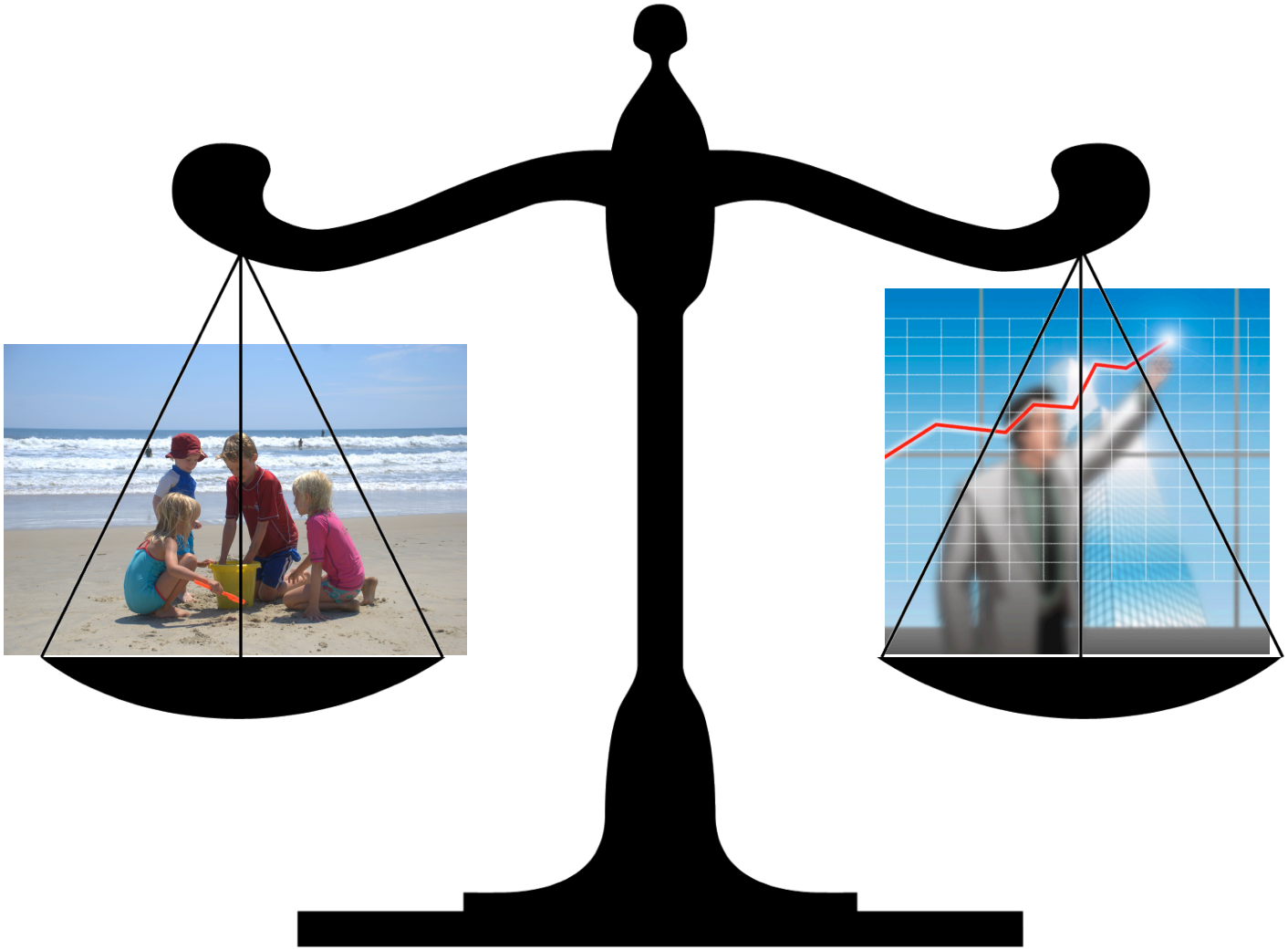
Cricket's Cuts

845-566-3672

By Appointment Only

MICHE

SHARE in Orlando 2015



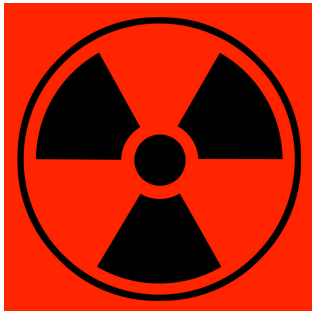
NO SINGLE PATH

TO SUCCESS

Comfort Zone

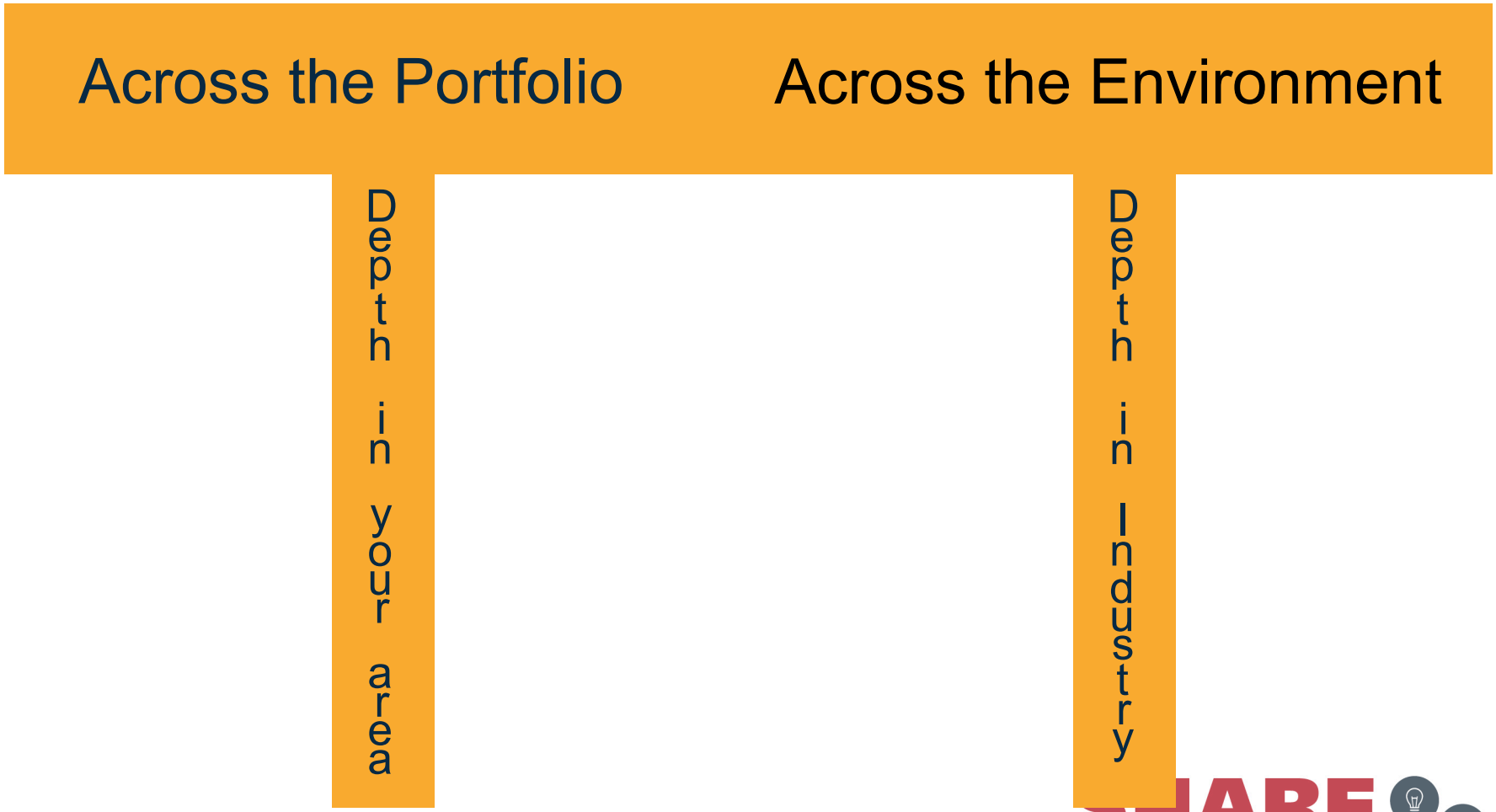
Stretch Zone

Risk Zone



Danger Zone

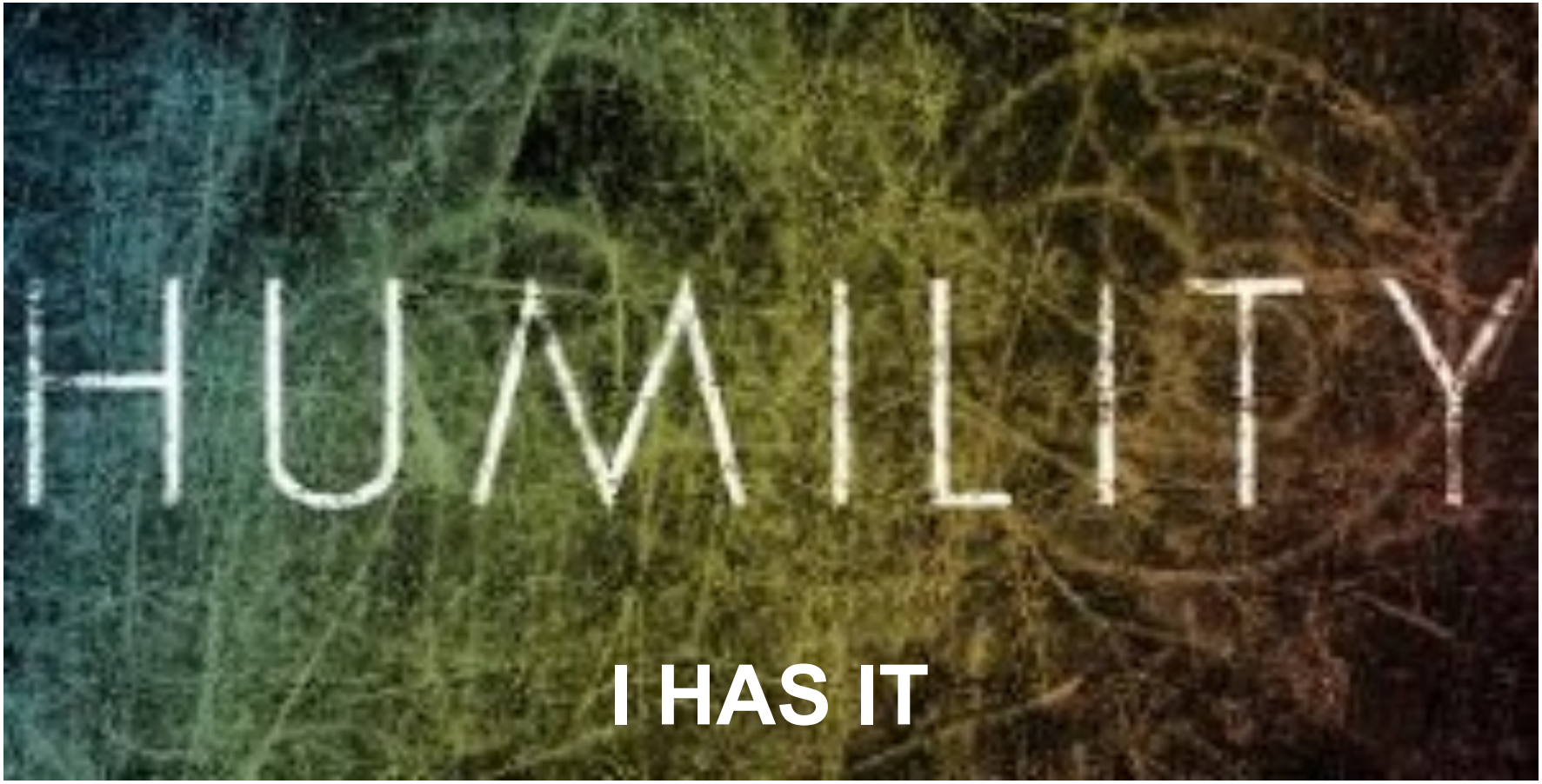
How Are You Developing Your Skill?

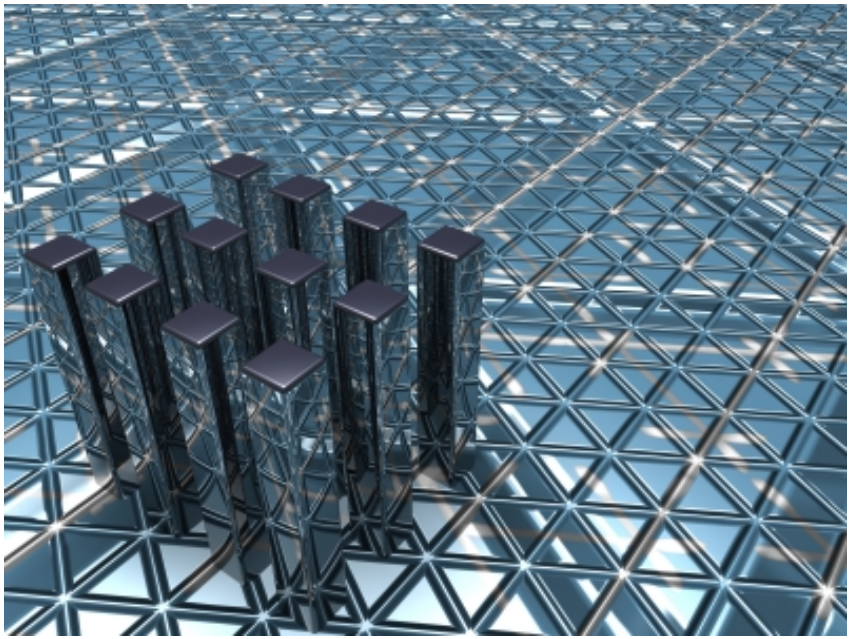


Post-it
Notes
3x3
VALUE
1400 Sheet
PACK
3M

TheToyReview.com
Play-Doh

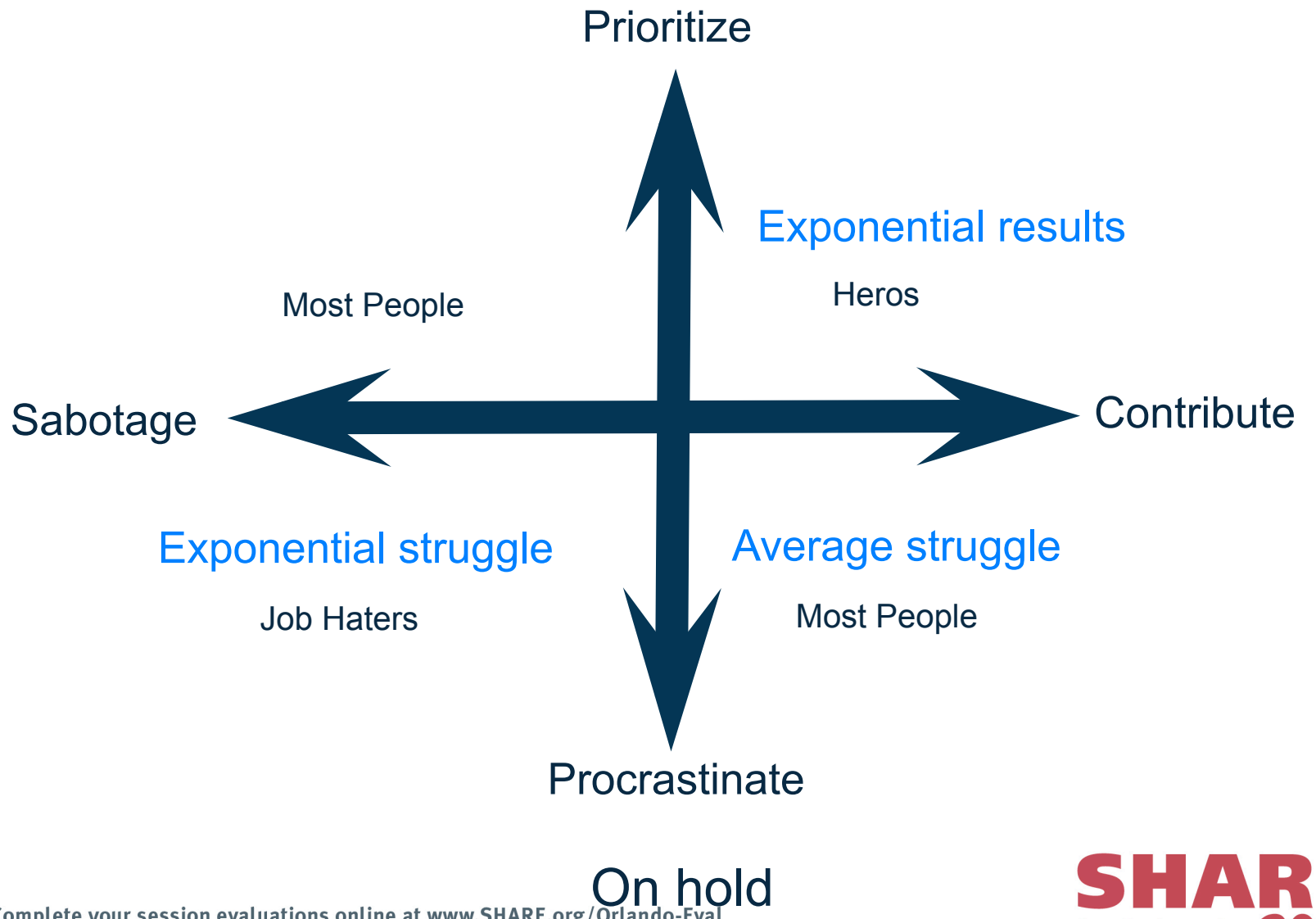
WLAN
WWAN
vidmar.net


HUMILITY
I HAS IT



BRAND

In Action


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

STRENGTHS
WEAKNESSES

REMEMBER KINDERGARTEN RULES

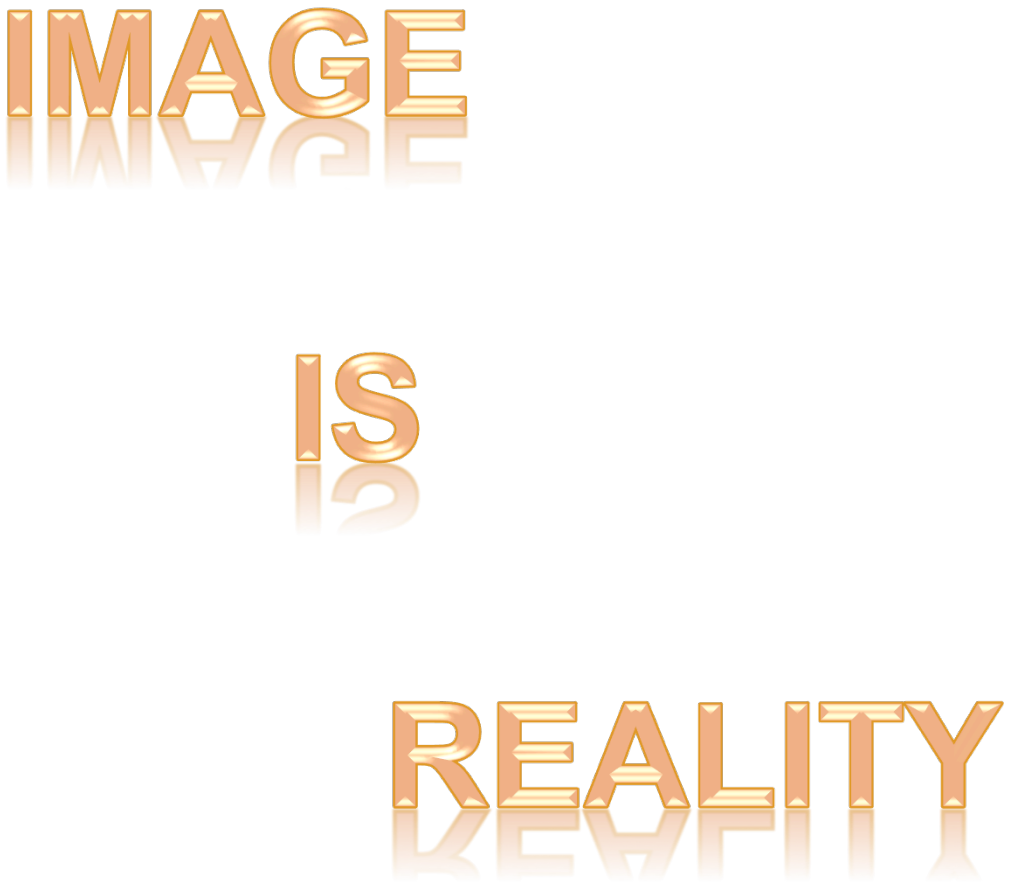


IMAGE
IS
REALITY

RELIABILITY

CREDIT THE TEAM

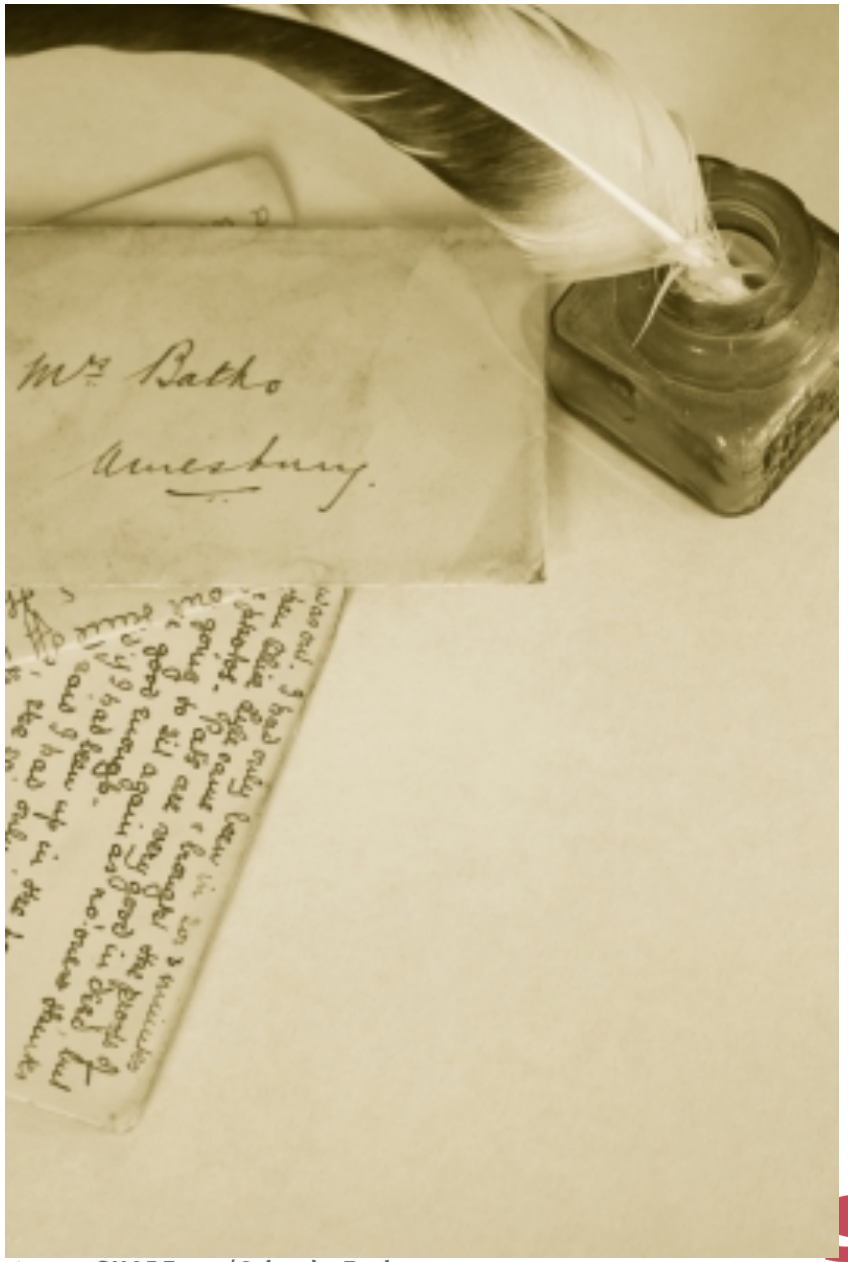
BLAME YOURSELF

TRIFLES MAKE PERFECTION

AND

PERFECTION IS NO TRIFLE

CONTRACT



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 a 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”.

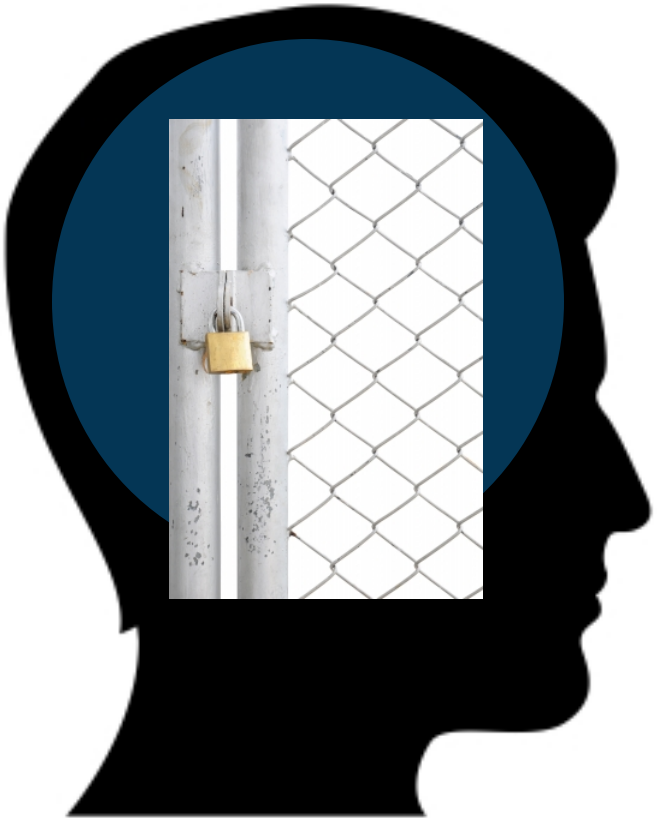
Use "Could" rather than "Should”.

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.



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
- 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

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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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