Pulling It All Together To Shape Your Career Path

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“Soar with your strengths. People with strong brands are clear about who they are. They know and maximize their strengths. Now is your chance to uncover and define the unique skills that make you stand out from the crowd.”
Developing Relationships
Networking: Lifecycle

Initiation  Growth  Maintenance
Political Skill and Emotional Intelligence
Political Skill

The ability to effectively understand others at work and to use this knowledge to enhance one’s own objectives. People with strong political skills.

- Find it easy to imagine themselves in others’ positions or see their points of view
- Can understand situations, determine the best response and adjust their behavior accordingly
- Develop large networks and are known by many people
- Easily gain cooperation of others
- Make others feel at ease
The Benefits of Political Skill

- Studies have shown that those high in political skill
  - Get higher performance ratings
  - Get better job assignments
  - Have a more successful career
- Unlike personality, which is relatively stable, political skill can be developed relatively easily
Emotional Intelligence

The ability to accurately appraise and effectively regulate one’s own and others’ emotions and use emotion to motivate, plan, and achieve.

Emotional intelligence has been linked to:

• Career success
• Leadership effectiveness
• Managerial performance
• Performance in sales jobs
A Promise To Yourself
Questions?