

FOCUSING FORWARD – Creating stretch goals for career success

CONTEXT

- Career aspirations
- Why did you start the MBA?
- Success indicators

CURIOSITY

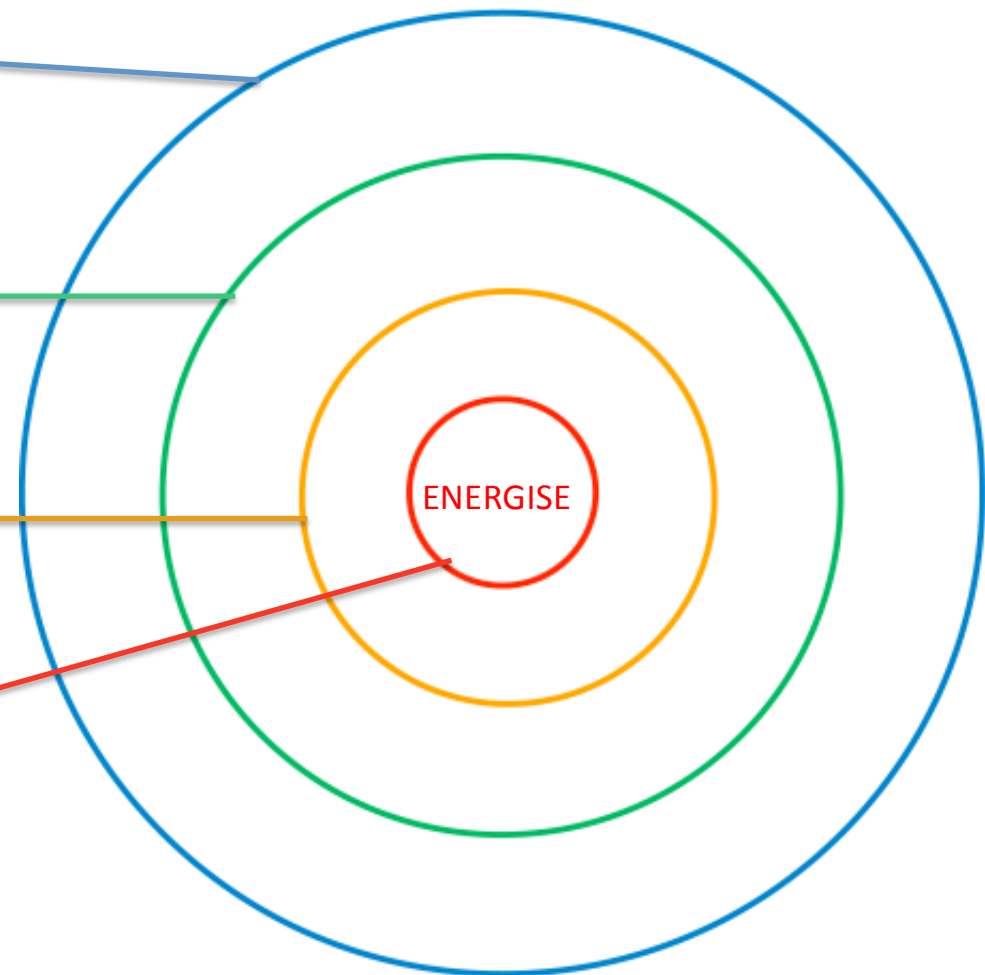
- What is possible?
- Explore multiple perspectives

PLAN & PREPARE

- Set SMARTER goals
- Experiment, learn
- Reflect

ALIGNMENT TO GOALS

- Values
- Mastery
- Purpose
- People



BUILD A NETWORK – Additional Resources

1. Conversational Intelligence: How Great Leaders Build Trust and Get Extraordinary Results.
2. Herminia Ibarra – How leaders build and use networks
3. Sheryl Sandberg – Lean In
4. CEB - The Rise of the Network Leader ->
5. Listening model – see perform.com.au – under Resources/ Tips & Tools
6. How Top Sales People Land Hard to get Meetings - HBR
7. 5 Misconceptions about Networking – Herminia Ibarra
8. Video – Lean in Circles – Building Effective Networks
9. Robert Cialdini – 6 principles of Influence

The Rise of the Network Leader

