The 5 Truths of Career Success

Remaining relevant in a changing economy

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1. SELF-AWARENESS

The ability to understand where you are on your career path, where your passion is driving you, and what you need in order to get there.

"I know myself and I know what I'm capable of. I know if I want to embrace a space. I know what I need to do to become conversant in that space.... You have to be able to put on the right hat and see what things are at play."

2. NETWORKING

The ability to both engage existing contacts and to reach beyond that base to increase the number of professional contacts.

"Networking is establishing value-add relationships that are bidirectional. You can't always be asking; you have to be giving. That's why, in your network, you have to be open."

3. RELATIONSHIP MANAGEMENT

The ability to ensure that you are well regarded by those around you by managing your workplace relationships, your reputation, and your desired performance results.

"Build relationships with your management, your peers, and your subordinates by demonstrating a willingness to learn, to help, and to meet commitments."

4. ORGANIZATIONAL READING

The ability to analyze behaviors of the organization, the industry, and the economy in order to make better-informed career decisions and to be proactive in managing your employment situation.

"Do not become too focused on the day-to-day grind. Pay attention to your company's performance to avoid becoming blindsided by changes."

5. MENTORSHIP

The ability to establish and access a relationship with a more-experienced person *or* to serve as mentor to a less-experienced individual.

"Find people you have a connection to, people that you can talk freely and easily to and have them help you set a career plan; someone who can help you see the bigger picture and envision a path."

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