

# 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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