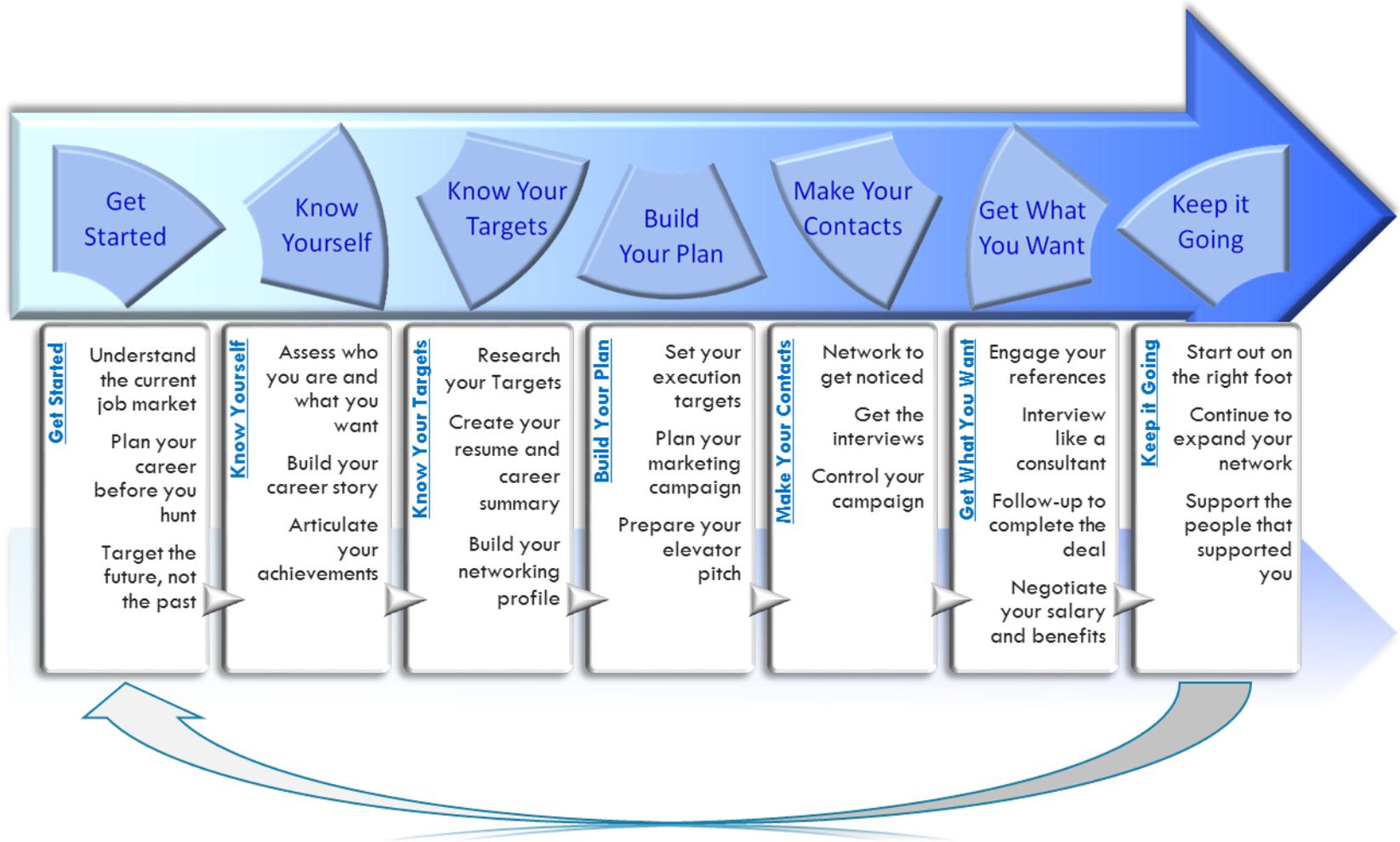


# GALLERIA DIAMOND JSWT TRAINING AID

## Career Stories (Practice 2.2)

# JOB SEARCH PROCESS OVERVIEW



1. **Develop a long list of *YOUR* most satisfying work efforts**
  - Write each of them in a one sentence summary
  - Use the questions in your handout to get your thoughts going
  - Spend a few hours at this and then sleep on it
  - Then ask colleagues and former bosses for ideas
  - Review the list and make additions based on any thoughts you've had since your first pass
  - You need at least 10 if you are early in your career and may have 30-50 if you are more senior

2. Choose the experiences from your list that excited *YOU* most and briefly expand on why you were successful and why you enjoyed the effort
  - Have at least 5 if you are early in your career and 20 if you are more senior
3. *Fully Analyze* each of these stories using the template format provided in your handout and summarized on the next few slides

## Using the story development template

Start by briefly summarizing the activity

**Provide a summary an activity you enjoyed**

Increased company sales and profits significantly by leading the marketing effort for a new product line

## Using the story development template

Explain the main accomplishment

What did you enjoy?

What did you do best?

**What was the main accomplishment for you?**

Increased company sales and profits

**What about it did you enjoy most?**

Working with potential customers to sell them on the value of the new product

**What did you do best?**

Provided a strong interface between our product development staff and the customer

## Using the story development template

What motivated you most?

Why were you involved?

How well did you work with others?

### **What was your key motivator?**

I enjoy engaging with people to deliver value

### **What led up to you getting involved?**

The new product was a potential replacement for an existing product that I was already managing

### **What was your relationship with others?**

I had a very strong relationship with our business development staff and our customers. The relationship with our manufacturing staff was professional, but strained at times.

## Using the story development template

What was the environment?

What was the subject?

What key skills did you use?

### **What was the environment?**

High pressure because we needed to beat our largest competitor in this space to market with a better product

### **What was the subject matter?**

Marketing, product development, product technical service and matrix management

### **What key skills led to success?**

Strong communications, influence management and marketing skills were key. Additionally, I needed to understand the clients and our technical issues to solve key issues that came up during deployment. I also needed to work well with our product development and manufacturing staff.

## Summary

1. Develop a long list of *YOUR* most satisfying work efforts
2. Choose the experiences from your list that excited *YOU* most and briefly expand on them
3. *Fully Analyze* each of these stories
4. Use these stories to develop *YOUR* killer achievement statements

# Questions?

Go to:

<https://intuitivum.com/job-search-training-aids/>  
for more information and a copy of the  
Stories and Achievements Template