



NJ PMI Chapter
May Symposium
Sell Your Skills: Advance Your Career
May 6, 2013

*“Harness the Consciousness of Consulting
Effectiveness”*

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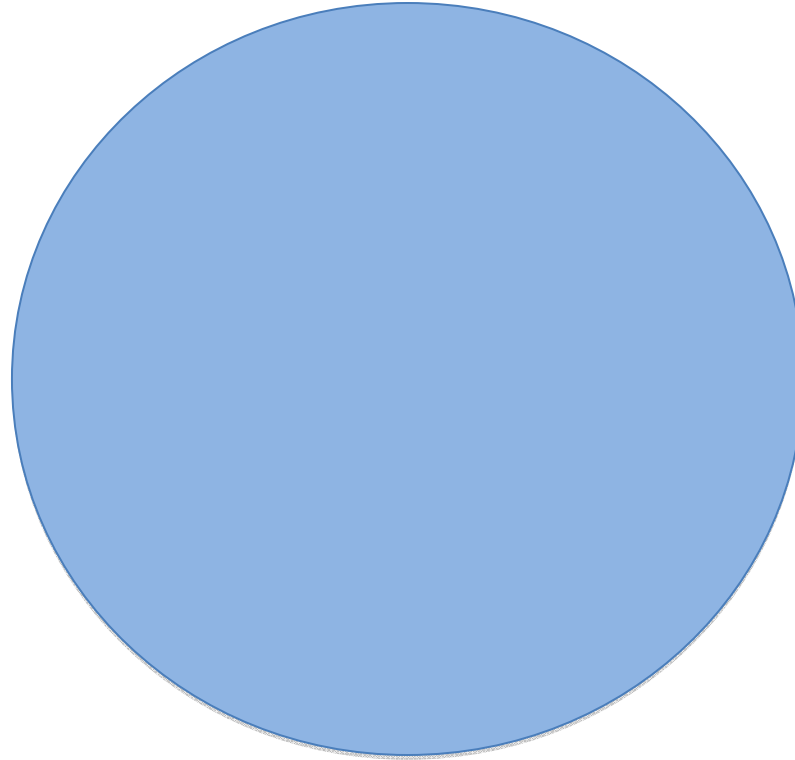
Presentation Agenda & Goals

- Personal Introduction
- What is Success?
- Difference Between Success & Failure
- The “Ultimate Success” Formula
- The “Success Cycle”
- 5 “Must Do” Actions for a Successful Career
- Provide Useful Take-a-ways
- ***Have Fun!***

Personal Introduction

- 25+ Years in Corporate
- Started as Technician → Leader
- Application Systems, Operations & Services, Consulting
- Cross-Industry Experience
- Senior Director of IT Role at Merrill Lynch
- Senior Management Consultant (*20+ Companies*)
- Founder: Peace through Project Management
- Founder/Member: NJPMOLCI of PMINJ
- Speaker: Various Business, IT Management Topics
- Blogger, Volunteer, Husband, Father
- *“Your Initiative’s Insurance Policy for Success!”*

Comfort Zone



- 1) What did you learn from the Comfort Zone Exercise?
- 2) How will you use what you have learned:
 - a) While here at the symposium?
 - b) At work with your career?
 - c) In your personal life?

Success...



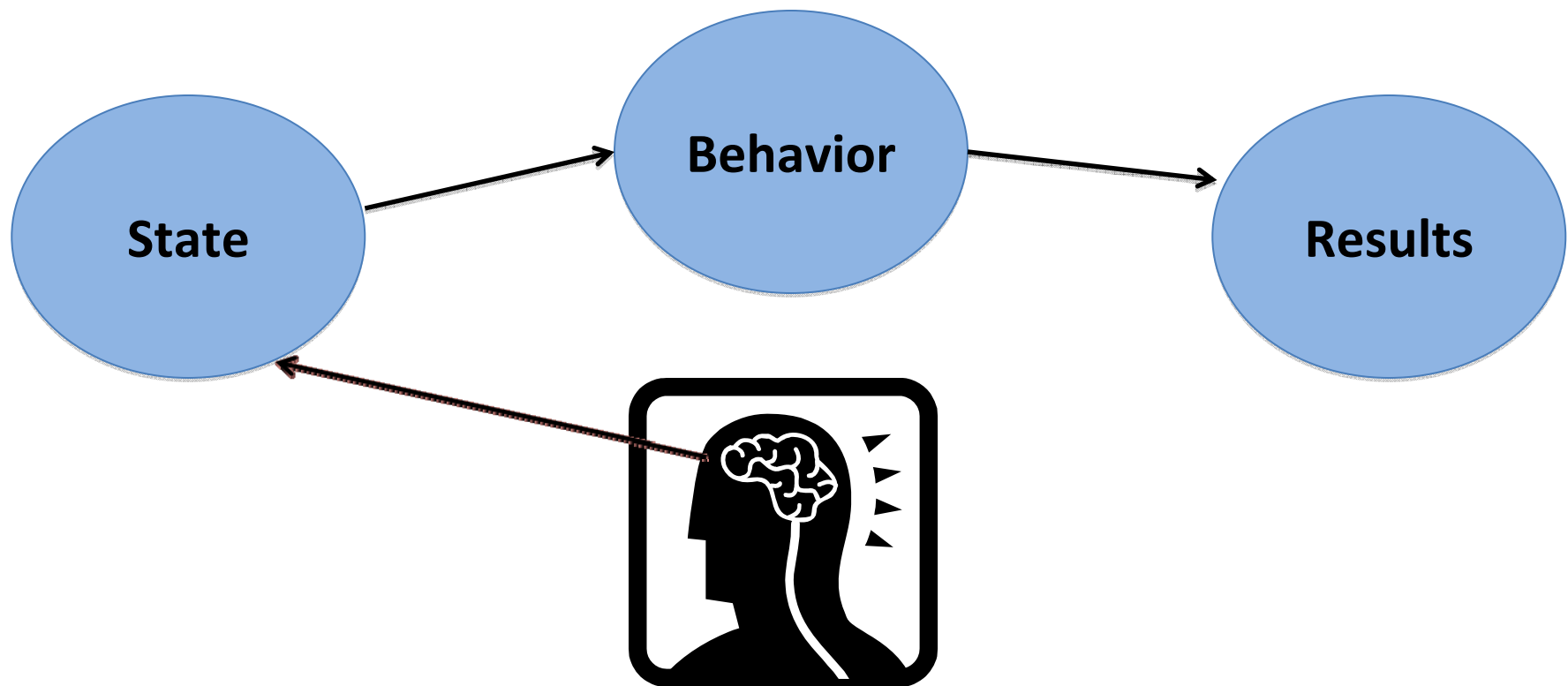
...What is it?

What is the difference?

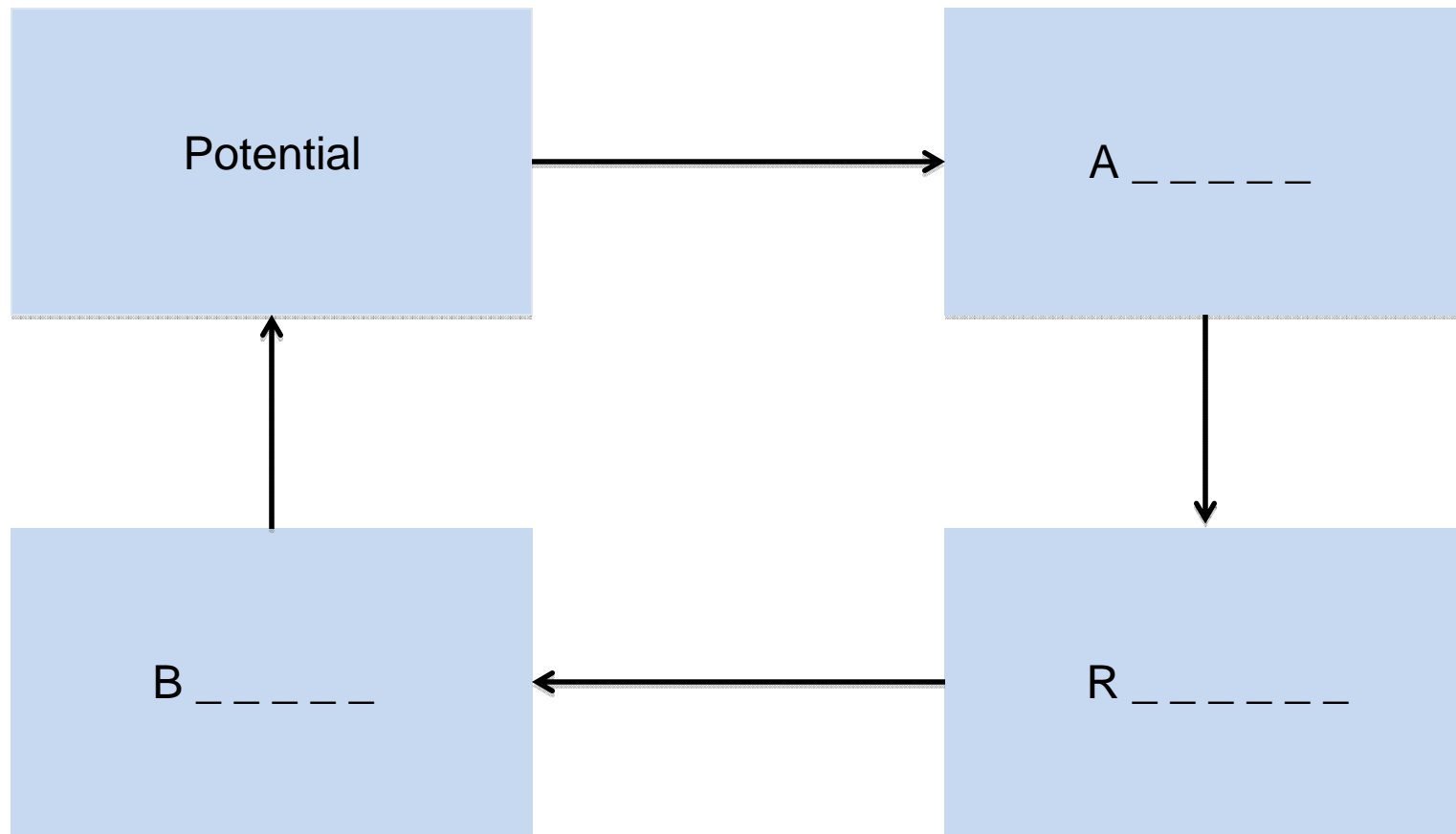


Emotional State Management

The largest obstacle to success: inability to manage emotional states ***(Frustration, Rejection, Financial Pressure, etc.)***



The “Success Cycle”



The “Ultimate Success” Formula

1. Know Your O _ _ _ _ _.
2. Take M _ _ _ _ _ A _ _ _ _ _.
3. M _ _ _ _ _ your results
4. Stay F _ _ _ _ _ , change you're A _ _ _ _ _
and take action until you A _ _ _ _ _ I _.

Career Goal Clarification

***You must be clear on what you want to achieve
and why you want to achieve it!***

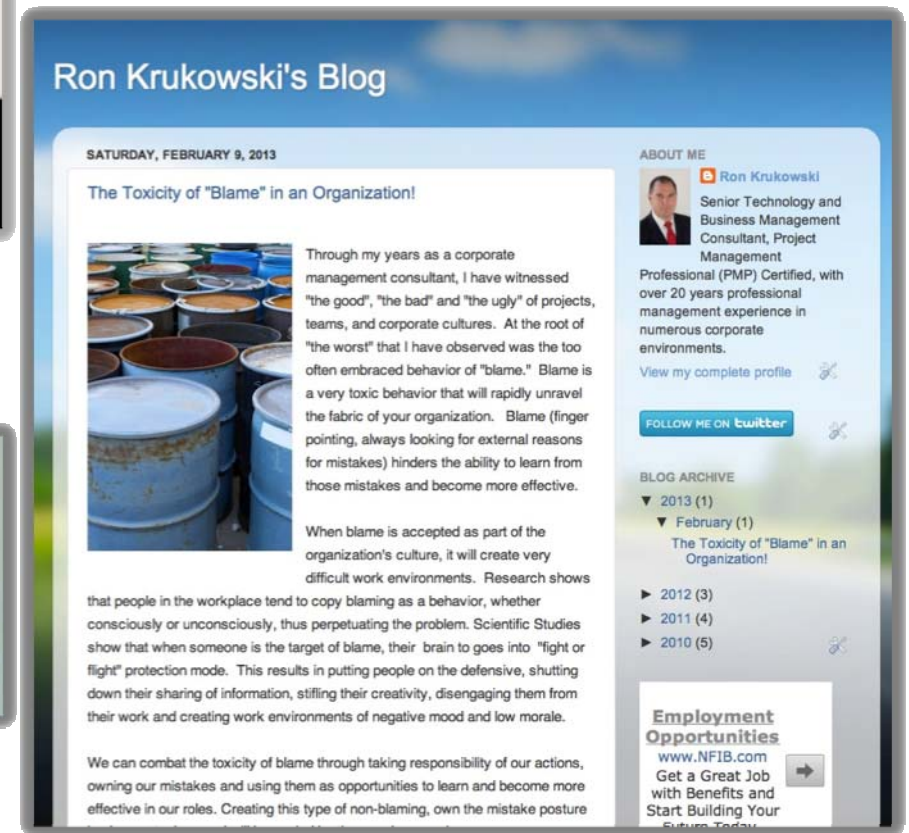
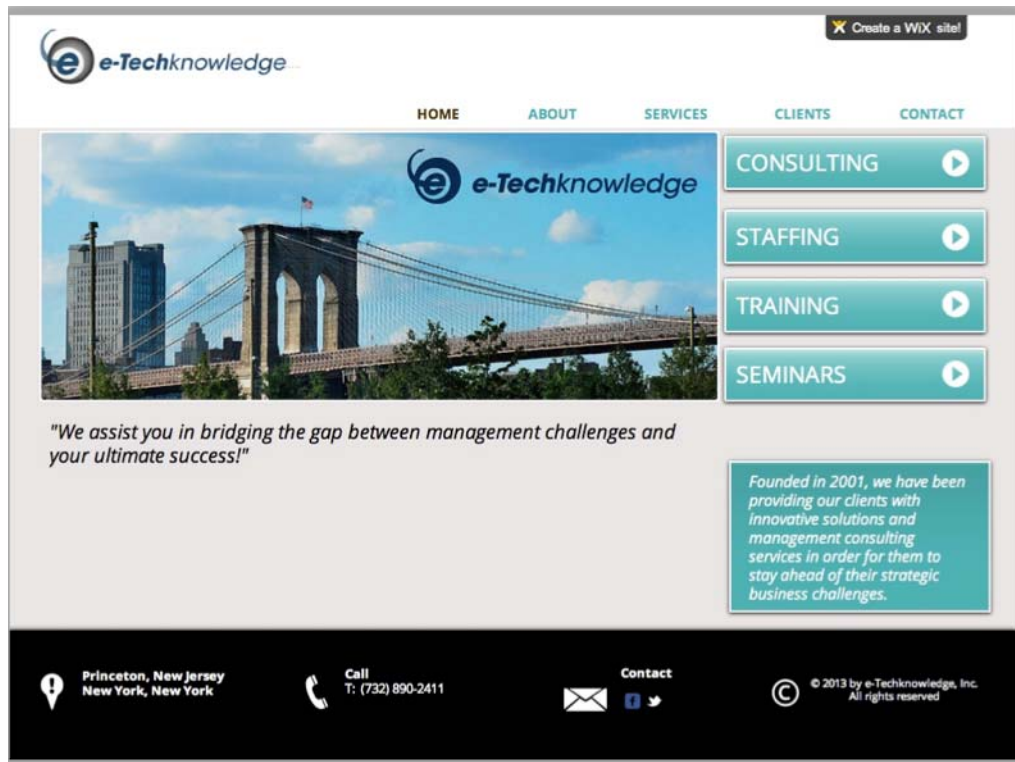
- Stretch Goals
- Obstacles
- Why Now?
- Cost
- Payoff
- Actions



“Personal Brand”



SOLICIT FEEDBACK TO FACTOR INTO YOUR BRANDING



Social Media Landscape

The diagram illustrates the 'Social Media Landscape' centered around a hub labeled 'Social Media'. Ten categories radiate from this hub, each represented by a blue circle and surrounded by logos of relevant platforms:

- Publish:** Includes logos for Wikia, Digg, and WordPress.
- Share:** Includes logos for YouTube, Slideshare, Flickr, Last.fm, and Crowdstorm.
- Discuss:** Includes logos for Phorum, Meebo, and others.
- Social Networks:** Includes logos for Myspace.com, Facebook, Bebo, Orkut, Hi5, LinkedIn, and Ning.
- Microblog:** Includes logos for Twitter, Pownce, PLURK, and others.
- Lifestream:** Includes logos for Twitter, Pownce, PLURK, and others.
- Livecast:** Includes logos for Justin.tv, Ustream, and others.
- Virtual Worlds:** Includes logos for Club Penguin, Habbo, and others.
- Social Games:** Includes logos for Doof, Pogo, and others.
- MMO:** Includes logos for World of Warcraft, Runescape, and others.

At the bottom left, there are three small circular icons: a person, a globe, and a document.

The “Science” of Personal Motivation

All human beings are driven (motivated) by two motivating factors.

1. People will do almost anything to avoid _ _ _ _.
2. They will do almost anything to gain _ _ _ _ _ _ _ _.

Top 8 Organizational Challenges

- ☐ Departmental Silos
- ☐ Interdepartmental Politics
- ☐ Uncontrolled Project Demand
- ☐ Inadequate Resources
- ☐ Incomplete Requirements
- ☐ Level of Organizational Maturity
- ☐ Metrics and Reporting
- ☐ Business Dynamics

(Based on “2008 PMO 2.0 Survey,” January 15, 2009, available through www.tamingchange.com)

CEO Concerns

- 60% of employees are looking to leave their jobs (Forbes)
- 53% of the workforce feels worse about their jobs than ever before (Gallup-Healthways)
- 70% of corporate projects suffer some level of failure (Gartner)
- 100's of billions of dollars lost on failed IT project (Standish)

Corporate CEOs top issues faced per Gallup Research:

- * Customer & Employee Retention
- * Authentic and Sustainable Growth
- * Eroding Margins
- * Cost Efficiencies

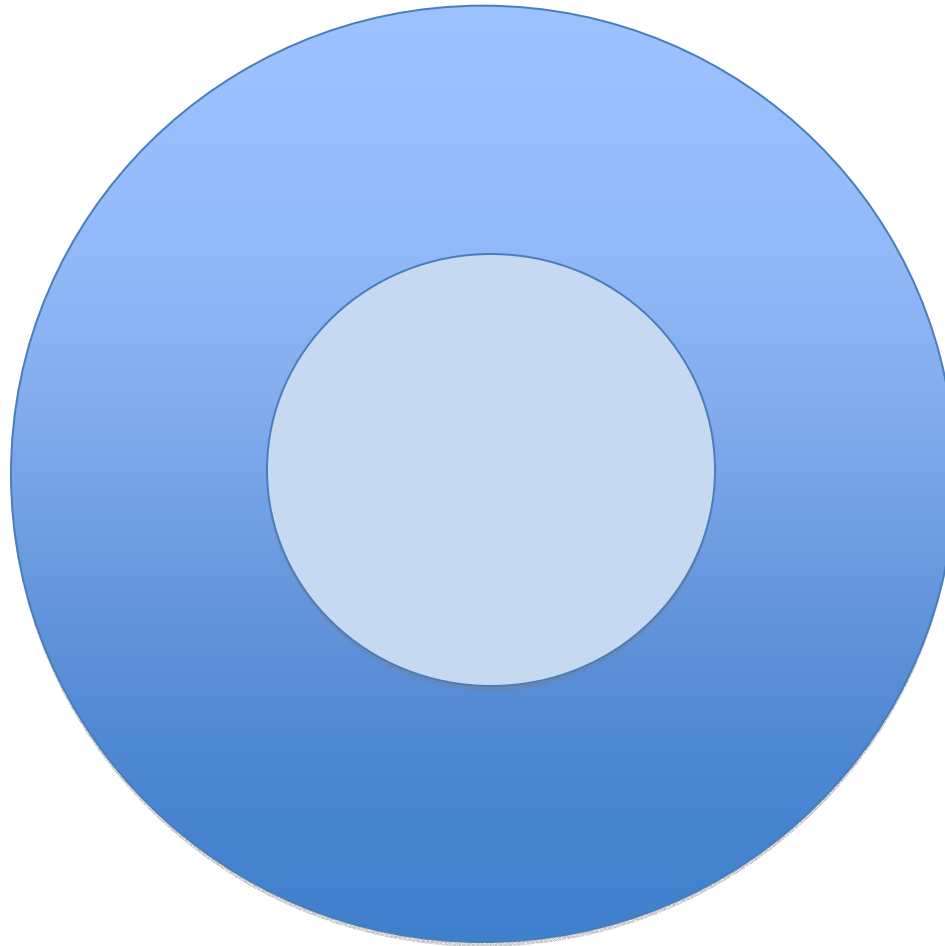


Gallup-Healthways “Well Being” Index

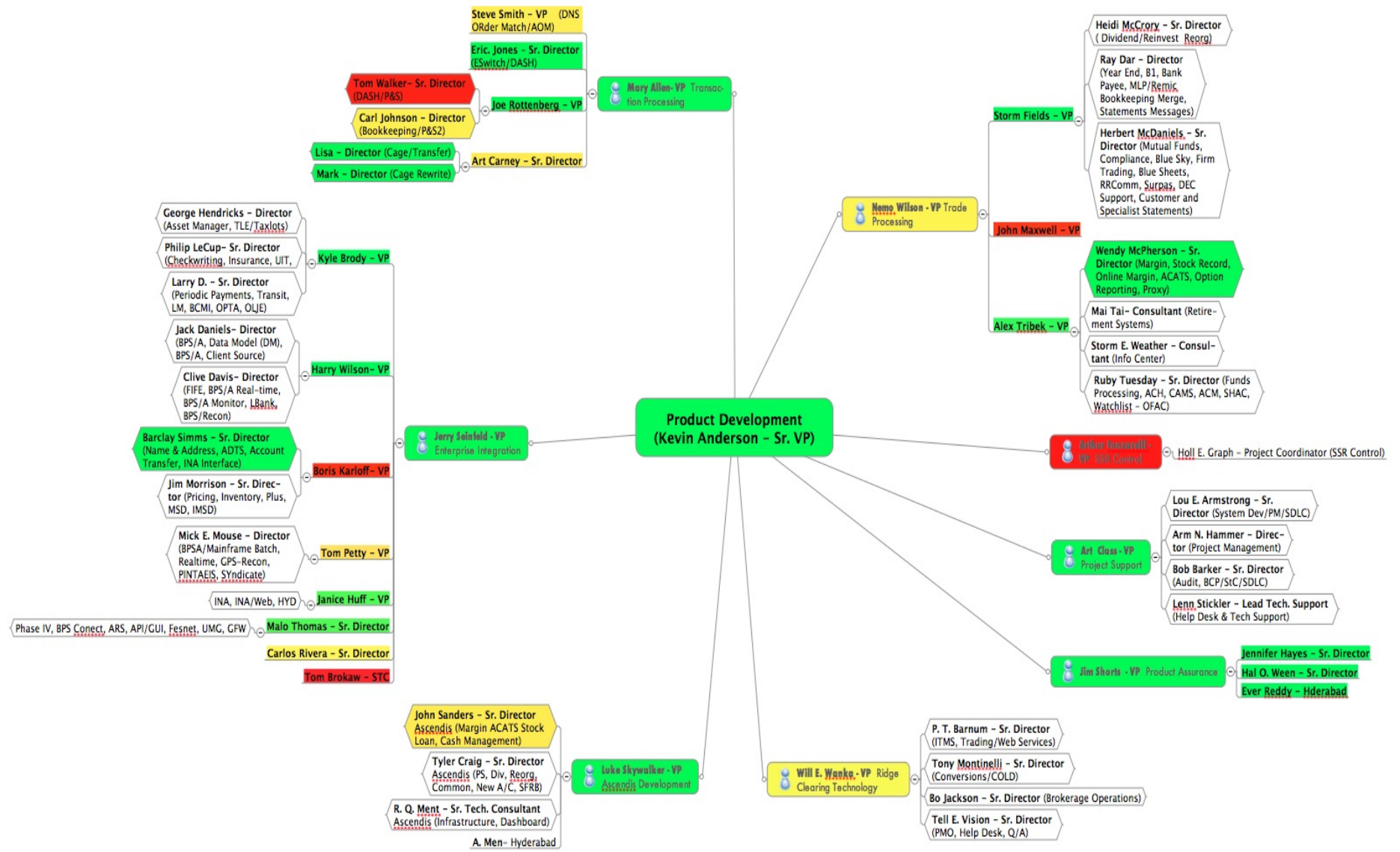
“Employee engagement can make a big difference in a company’s survival. In a 2010 study, James K. Harter and colleagues found that lower job satisfaction foreshadowed poorer bottom-line performance. **Gallup estimates the cost of America’s disengagement crisis at a staggering \$300 billion in lost productivity annually.** When people don’t care about their jobs or their employers, they don’t show up consistently, they produce less, and/or their work quality suffers.”

The New York Times (Sept. 2011)

“Circles of Trust”



Social Mapping – Your “Real”ationships!



Leveraging Business...



Source	Percentag
Co-workers	48%
Affiliations/Groups	24%
Recruiters	14%
Job Boards	9%
Family & Friends	5%

...“Real”ationships

Questions & Answers

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