附件1：

**我的大学生职业生涯规划**

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小组: 成绩：

1. 个人盘点

分点罗列，通过课堂测评和线上评估手段来进行盘点。

**Life aspect:** I like to cook **Life aspect:** I can control

With my family and play my own emotions, and at

Many ball games such as the same time,I can smooth

basketball, football, table the emotions of my good fri-

**能力**

**兴趣**

tennis, badminton and so on -ends.

**Learning aspect:** I am enthu **Learning aspect:** I can well

siastic about the study of master my professional kno-

**性格**

**价值观**

computer science and I pretty -wledg and I think my English

love everything to do with en level is quite good to myself

glish

1. Clearly distinguish between good and evil **①** extroversion
2. Be friendly to all people at the first time **②** amicable

I met them. **③** warm-hearted

1. Always be honest **④** honest
2. Love my country and party **⑤** optimistic
3. Love my life and my living
4. Take everything seriously

小结：综上所述分析，我是一个怎么样的人？未来可以怎么样发挥我的优势？

*I think I am an optimistic and positive person with extroverted personality, full of confidence in the future, like to communicate with others, full of confidence and love for my professional courses. Based on this personality, I can continue to study in my professional field. At the same time, because of my interpersonal relationship, I can get the support of many good friends and my family, and finally set up my own business and live a blissful live.*

1. 目标、愿景

基于上述个人盘点，三年后，我想要成为一个怎么样的人，我希望自己身上的特色是什么？我最想要完成一件什么事情？我所能想到的所有想法是：

*Three years from now, I might want to be a more successful and influential person. I hope to make more achievements in my professional field and become an expert and leader in the industry. At the same time, I hope to continue to develop my personal relationships and make more friends and partners to support my career and personal growth. The one thing I want to accomplish most is to establish my own business or brand and make a positive contribution to society. My direction is to find entrepreneurial opportunities in my field of expertise, develop new products or services, meet market needs and improve people's quality of life. I'm also considering partnering with other entrepreneurs and investors to make my dream a reality. In addition, I can also make contributions to the society by participating in voluntary activities and social welfare undertakings. I can use my professional knowledge and skills to help those people and organizations in need and improve the welfare level of the society. Finally, I can achieve my personal and professional goals by constantly learning and improving my abilities. I can attend training courses, conferences, seminars and other activities to continuously learn new knowledge and skills and maintain my competitiveness. I can also read relevant books, articles and reports to keep up with the latest industry trends and market changes and prepare myself for my career.*

1. 在我的视野里，我的对标人物是谁？对方有什么特征以及值得我自己学习的地方？

*I think my target figures are successful entrepreneurs and leaders, such as Jobs, Jack Ma, Bill Gates and so on. These people have high entrepreneurial spirit and leadership skills to succeed in a competitive market. They also have strong self-confidence and determination to overcome difficulties and challenges and achieve their goals. In addition, I can also learn from some successful public welfare figures, such as Bill Gates and Ma Huateng. They have made great contributions to society through innovation and technology, and have a strong sense of responsibility for their careers and society. Their success and influence come not only from their wealth and status, but also from their concern and contribution to the society. In short, I can learn from the entrepreneurial spirit, leadership, self-confidence and determination of these successful people, as well as their concern and contribution to the society. At the same time, I can also learn their learning methods, ways of thinking and action plans, so as improve my ability and competitiveness. Most importantly, I need to keep my enthusiasm and vitality, keep learning and growing, and achieve my dreams and goals.*

1. 对标找差距、思考行动 （请具体填写）

目标三核

现在具备的三核

**知识**

1. A little programming ability ①Strong programming skills
2. Eloquence and communication skills ②Higher level of social circle

**技能**

1. Excellent English proficiency ③Further improvement in Eng
2. Wide circle of friends ④Ability to manage operational / assets
3. Be harmonious with others ⑤Fluent communication skills
4. Logical analysis ability

**才干**

1. 用STAR原则撰写一个成就故事，包括：

当时的形势（Situation）：

面临的任务/目标（Task/Target）

采取的行动/态度（Action/Attitude）

取得的结果（Result）

具体分析其中所反映出的个人技能。  
Situation: *I used to be a sales executive in an e-commerce company, responsible for team sales performance and customer relationship management.*

Task/target: *In an important customer meeting, the customer raised some questions about our company's product quality and after-sales service, which directly affected the customer's purchase intention and loyalty. My task is to fix these problems and re-establish the trust and partnership with our customers.*

Action/Attitude: *First of all, I had an in-depth discussion and analysis with my team members, determined the problems and reasons put forward by the customer, and made a detailed solution. Together with team members, I conducted a comprehensive inspection and test on product quality, and adopted a series of measures to improve after-sales service quality, including increasing the number of service personnel, optimizing service process and improving service quality.* *At the customer meeting, I answered the customer's questions with positive attitude and professional knowledge, and introduced our solutions and improvement measures to the customer. I also set up a follow-up mechanism to regularly communicate with customers, learn their feedback and opinions, and timely solve problems and provide help. I also organized a customer satisfaction survey to collect customer feedback and suggestions to further improve our products and services to meet customer needs and expectations.*

Result: *Through the efforts of my team and myself, we successfully solved the problems raised by customers, improved the quality of products and after-sales service, and re-established the trust and cooperative relationship of customers. Customer satisfaction has been significantly improved, purchase intention and loyalty has also been significantly improved. The company's sales performance has also been greatly improved, to win more customers and markets.*

Analysis of my personal skills: *In this achievement story, I demonstrated the following aspects of personal skills:*

1. ***Leadership:*** *As a sales executive, I am able to lead team members, analyze problems and develop solutions, coordinate and manage the work of the team, and promote the implementation and implementation of solutions.*
2. ***Professional knowledge:*** *As a sales executive, I have rich knowledge of sales and customer relationship management. I am able to deeply analyze customer needs and problems and provide professional solutions and suggestions.*
3. ***Communication skills:*** *In customer meetings, I can answer customers' questions with positive attitude and professional knowledge, and introduce our solutions and improvement measures to customers. I am also able to establish good communication and cooperative relationship with team members and clients to effectively solve problems and promote work.*
4. ***Problem solving ability:*** *In the face of the problems raised by customers, I can quickly analyze and solve the problems, and develop detailed solutions and improvement measures to ensure that the problems are completely solved.*

1. 未来三年，根据我对自己的了解以及自己所掌握的资源，我可以做哪些努力？（请写下十件目标）

1. Complete current learning at a high level and high quality.

2. Take part in more competitions related to my major.

3. Have certain achievements in professional direction, have research direction.

4. Expand the circle of interpersonal communication

5. Pass the corresponding English proficiency test like CET and IELTS

6. Learn about studying abroad in advance

7. Make plans for studying abroad

8. Do an internship during your available vacation

9. Learn business management knowledge from my father

10. Work as an intern at my father's company in a position related to my major

以上行动中，我想要从第 1 条开始努力，具体我会怎么样做：

1. ***Make a study plan:*** *Make a detailed study plan, including daily study tasks, time schedule and goals, to ensure progress and effectiveness.*
2. ***Keep learning:*** *Keep learning according to the study plan every day, don't procrastinate or lazy, keep learning motivation and enthusiasm.*
3. ***Improve learning efficiency:*** *Adopt some efficient learning methods, such as summary, creative thinking, independent learning, etc., to improve learning efficiency and quality.*
4. ***Pay attention to class performance:*** *listen carefully, actively participate in class discussion, complete homework and examination in time, improve their performance and grades in class.*
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6. ***Reasonable arrangement of time:*** *In addition to learning, but also pay attention to the reasonable arrangement of their own time, ensure sufficient rest and entertainment, avoid excessive fatigue and pressure.*
7. ***Seek help:*** *When encountering learning problems or difficulties, do not hesitate to seek help from teachers, classmates or study counselors in time to solve problems together and improve learning results.*

1. 如果在实施计划的过程中，可能存在一些风险，我应对的plan B计划是：
2. ***Anticipate possible risks:*** *Before you start implementing your plan, think about as many possible risks as you can and write them down. This will help you plan your response.*
3. ***Adjust your schedule:*** *If certain tasks in your schedule take longer to complete, you can adjust your schedule to extend the execution time of your schedule.*
4. ***Change methods:*** *If some of the methods in your plan do not achieve the desired results, try other methods to accomplish the task.*
5. ***Take alternatives:*** *If certain tasks in your plan cannot be completed, consider taking alternatives to achieve similar goals.*

1. 我想要送给自己的一句话，鼓励自己：

*Never give up easily and face every challenge with a positive attitude!!!!*

1. 完成后，我会有什么心情或用什么方式来表达我自己的喜悦？如何分享？

*I feel a great sense of accomplishment and a sense of relief. I will do some things I like to show my joy, such as making an appointment to play games with friends, going out for a trip with my family, and having a big meal. As for sharing, I will tell my family or friends about the pain and happiness along the way and share my psychological feelings with them at dinner.*

在完成目标过程中，你觉得自己最大的困难是什么？你最想得到什么帮助？

最大的困难是：*I'm afraid I can't stick to it, and I'm afraid of being disturbed by a lot of trivial things*

最想得到的帮助： *The support and company of my family, teachers and classmates were able to travel with me*