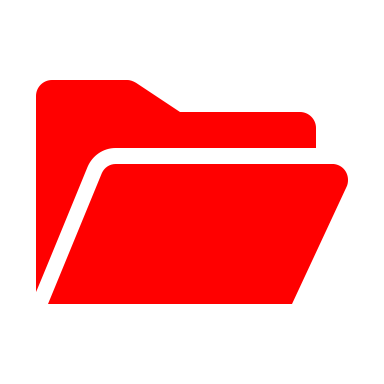
**PD1 Week 3 – Worksheet**

**TASK 1a Watch part of Denzel Washington’s speech (https://www.youtube.com/watch?v=e3FfL46OzYI&ab\_channel=MotivationMadness) up to 5.47 and highlight the values below which you think he expresses through his words:**

|  |  |  |  |
| --- | --- | --- | --- |
| **CORE VALUE LIST** | | | |
| *Achievement* | *Pleasure* | *Integrity* | *Supervision* |
| *Leadership* | *Creativity* | *Teamwork* | *Friendship* |
| *Faith* | *Power* | *Risk* | *Perseverance* |
| *Loyalty* | *Privacy* | *Expertise* | *Independence* |
| *Growth* | *Adventure* | *Decisiveness* | *Stability* |
| *Public service* | *Courage* | *Honesty* | *Truth* |
| *Challenge* | *Democracy* | *Excellence* | *Wealth* |
| *Diversity* | *Change* | *Self-motivation* | *Persistence* |
| *Knowledge* | *Humour* | *Good communication* | *Nature* |
| *Competition* | *Quality* | *Cooperation* | *Recognition* |
| *Order* | *Ethical practice* | *Community* | *Wisdom* |
| *Status* | *Influence* | *Pressure* | *Freedom* |

**TASK 1b Discuss in your group:**

1. Do you share Denzel’s values? Why/not?
2. Look again at the list above. Choose 5 core values that you think best match you, then discuss with your groups why you chose those:

*Value 1: Truth \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_*

*Value 2: Faith\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_*

*Value 3: Challenge \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_*

*Value 4: Courage \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_*

*Value 5: Persistence\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_*

1. How do these values define you as a person in both your personal professional lives?

**TASK 2 Read p.254-255 of *Skills for* Success, the answer the questions below:**

1. What does work readiness mean?

* attitude: can do, take pride, time management, not waste time
* initiative,
* how business works,
* business sense,
* time= money

*p.254:*

1. How is professionalism defined in the text?
2. Look at the adjectives below. In which part of p.254 does the text discuss the need for the employee to be:
   1. On time
   2. Proud
   3. Trustworthy
   4. Accommodating
   5. Proactive
   6. Concentrated
   7. Adaptable
   8. Obedient
   9. Concentrated
   10. Dependable and mature

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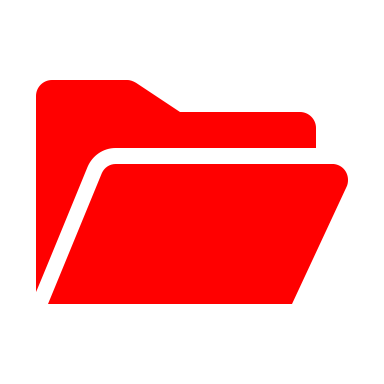
guess: Reliable, trusted pioneering, longevity, 100 years +, accuracy data bases

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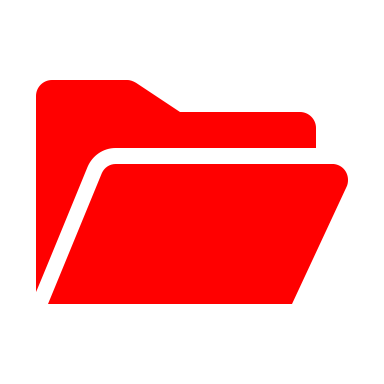
1. Dedication to every client’s success
2. Innovation that matters—for our company and for the world
3. Trust and responsibility in all relationships

*p.255:*

1. Do you think you have initiative? Justify your answer by giving examples from your own experience of the points under the ‘Initiative’ heading.
2. Why is it important according to the author to understand the way your organization works? What should you do to acquire that knowledge?
3. Why will employers ‘be looking for people who can use time efficiently’ according to the text?
4. What are some examples of ‘business acumen’ that you need to display when applying for different positions? What are some steps you can take to improve your business acumen?

**TASK 3 Choose one job profile from the** [**https://www.prospects.ac.uk/job-profiles/browse-sector**](https://www.prospects.ac.uk/job-profiles/browse-sector) **website and take some notes in the table below:**

|  |  |
| --- | --- |
| **Job title and**  **short description of role** | **IT consultant** |
| **Responsibilities and duties** | **1.working with clients**  **2 time managment**  **3. implement new systems**  **4. prepare documentation**  **5. identify new customers** |
| **Salary** | **32.00 to 40,00** |
| **Working hours** | **9 to 5** |
| **Challenges** | 1. **Deadlines** 2. **Travelling local and international** |
| **Qualifications and Experience** | **1. business studies**  2. computer science and software engineering  3. mathematics |
| **Key Skills** | **1. leadership ability**  2. communication and interpersonal skills  **3. teamwork skills**  **4. a logical approach to problem solving and analysing**  **5. the ability to learn quickly** |
| **Key employers** | **1. financial services and global investment companies**  2.health  **3. manufacturing - including automotive** |
| **Career prospects** | **to progress as a senior consultant** |

**TASK 4 (For homework) Look at some of the websites for the key employers you have identified in TASK 3 and try to find the pages that describes the company values, then answer the questions below:**

* + 1. What values are generally sought by employers in the field you wish to work in? Identify at least 3 values:

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* + 1. How do the company values you have identified for the key employers match your own values?

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