BLI3302

* I need to limit my stories to two minutes. Some of these complex situations, which demonstrate leadership for example, I struggle to find a way to shorten them to that time limit. I’ll need to focus on preparing well before my story even if I can recall all of the details off the top of my head.
* I enjoyed going through the STAR approach. I’d like to get help in reducing the complexity of what I do. My issue stems from the fact that I can never seem to find a middle ground between what I do in reality and what I do according to other people because of the complex terminology I use and our entire industry is very small so there aren’t many experts.
* It is hard for me to quantify my work, most of our sales are a group effort as each one of us has a specialization and we may have to use three, four, or more specialist to gain a client. Because of this I often use “we” when talking about my work but now I’ll try to focus more on saying “I” without sounding self-centered.
* By watching the video I think it’ll better my resume for the fact I have to find quantitative results for the interview that I tend to lack to put in my resume.
* Practice, practice, practice. It seems simple but maybe I’ve been lucky to of progressed as far as I have due to my high confidence when in the presence of others who are part of my industry. That confidence does not translate outside of this realm often, which I think, is a reason why I haven’t left to try new things. I thrive on a fast-pace, quickly changing market and until I realize that I have done so much already even if it’s in a small industry of only a few billion dollars per year that doesn’t mean I can’t do amazing things in other sectors.