**Due Jan 31, 7pm**

**Second Self-Reflective Assignment:**

1. Write a brief, one page essay about those aspects of your personality, skills and abilities, and “character” that you believe are and have been most important in helping you get ahead in life (both in the past and in the future).  In other words, what personal attributes or qualities do you possess that you value highly and believe have and will make you more effective in obtaining your goals?

I think my following attributes / skills have attributed to my success in my profession and academia:

Persistence: I am persistent in my approach and love to complete what I started. I have a Masters degree in CS and am currently pursuing my part time MBA. I have several certifications to my name and love to work on difficult projects.

Patience: I have been told that I have lots of patience when I’m dealing with my colleagues and clients. I patiently listen to their problems and understand their point of view. I am able to form my opinion and give an objective solution to their problem due to this.

Introvert: I think being an introvert has allowed me to excel in my current role which requires me to focus and work silently for long hours. Being an introvert, I can work on my technical skills without having to be outspoken and outgoing.

Problem solver: Being a good problem solver has been immensely helpful when working with clients. I am able to analyze my client’s problem quickly and provide various solutions to solve it quickly.

Good listener: Listening is one of the skills that I have developed over the years in my consulting experience. Listening intently and actively helps me to identify what the other person is not explicitly saying but is important to understand the message that’s being conveyed.

Empathy: My ability to empathize with others and put myself in their shoes when listening to their problems has helped me immensely in my career. I am able to provide personalized solutions to problems that my clients are facing and they have always appreciated that fact.

1. Consider the material from Ch. 1 from 7 Rules of Power and the material you have read for the first three class sessions.  Now write a second one-page essay indicating how you see yourself with respect to some of the attributes described in the chapter (and article); energy, focus, tolerance for conflict, confidence, will to use power, self-awareness, persistence and resilience.  Rate yourself on those dimensions on a 1-5 scale, where 1 means you possess little of the attribute and 5 means you possess a lot of it.

After reading and reflecting over the different aspects I can make the following observations

Energy: Since my role is of a Technical Architect, a lot of my time goes through understanding the technical landscape and reading and understanding documents. This requires me to stay focused and quiet for a long time. I feel like that has made me a **little low** on energy when I communicate with others.

*Rating: I would rate myself as a 2 on this.*

Focus: I do have good focus but at times I get distracted by my phone and other things easily since I work from home.

*Rating: I would rate myself as a 4 on this.*

Tolerance for conflict: I have very low tolerance for conflict. I try to find a way where I can avoid conflict and keep everyone happy. I get uncomfortable with this topic and if I sense that there is room for some conflict on it , I try to change the subject.

*Rating: I would rate myself as a 1 on this.*

Confidence: I have high confidence when talking about technical solutions, but I lack confidence outside of my area. I feel I contribute less to conversations that’s outside of my area of interest.

*Rating: I would rate myself as a 3 on this.*

Will to use power: I have observed that I like to use my convincing abilities to get things done my way, but if its gets to a point where there’s too much debate I like to take the middle path.

*Rating: I would rate myself as a 2 on this.*

Self-awareness: I am very self-aware of my abilities and limitations, due to which I sometimes stop myself from taking a leap of faith and trying something which is out of my comfort zone.

*Rating: I would rate myself as a 4 on this.*

Persistence and resilience: I have observed that over my professional and academic career I have been pretty persistent regarding what I wanted to achieve and have gone after it with all conviction.

*Rating: I would rate myself as a 4 on this.*

1. Compare and contrast the two essays.  What do they suggest to you about things you might want to do to develop more power and influence? What are you going to DO during the semester to develop those personal qualities and dimensions of yourself?