

Talking Points for *Strategize to Win* by Carla Harris
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How you position yourself is essential to maximizing success, especially in time of corporate challenges and changes. Learn how to navigate important nuances like managing through change, reading signals and knowing what role you play in your organization. Are you maximizing your career potential?

- ✓ Having interviewed thousands of candidates, the author notes that one of the key reasons why interviewees don't get an offer is because they don't know how to tell and sell their story. What are the three questions you absolutely need to answer before you can tell your story?
- ✓ What are the 3 keys you absolutely must have to successfully manage your career?
- ✓ What must you do if you are in an environment where you do not have political power or an exceptionally strong standing?
- ✓ Who are the four key players in any organization that you should be talking to before you present your ideas to the group?
- ✓ While making mistakes are common in every workplace, what is important is how you recover from a mistake? What are the four tricks to getting past the mistake?
- ✓ How and why you should build relationship currency
- ✓ Effective Communication isn't just verbal and written. How well do you understand and respond to what is not being said? Can you decipher the signs the organization or the implications made by bosses in evaluation and feedback sessions?
- ✓ What can you do if your performance review is not what you expected?
- ✓ Know the three common signals so that you can adjust your performance as necessary to keep your career moving forward.
- ✓ One of the most important facets of positioning yourself for success is to be self-aware. Which of the five profiles are you? Knowing will help you understand what others think of you when new positions, assignments or opportunities arise.