



*Maximizing your potential and achieving
your professional and personal goals*

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Before we begin...The basics

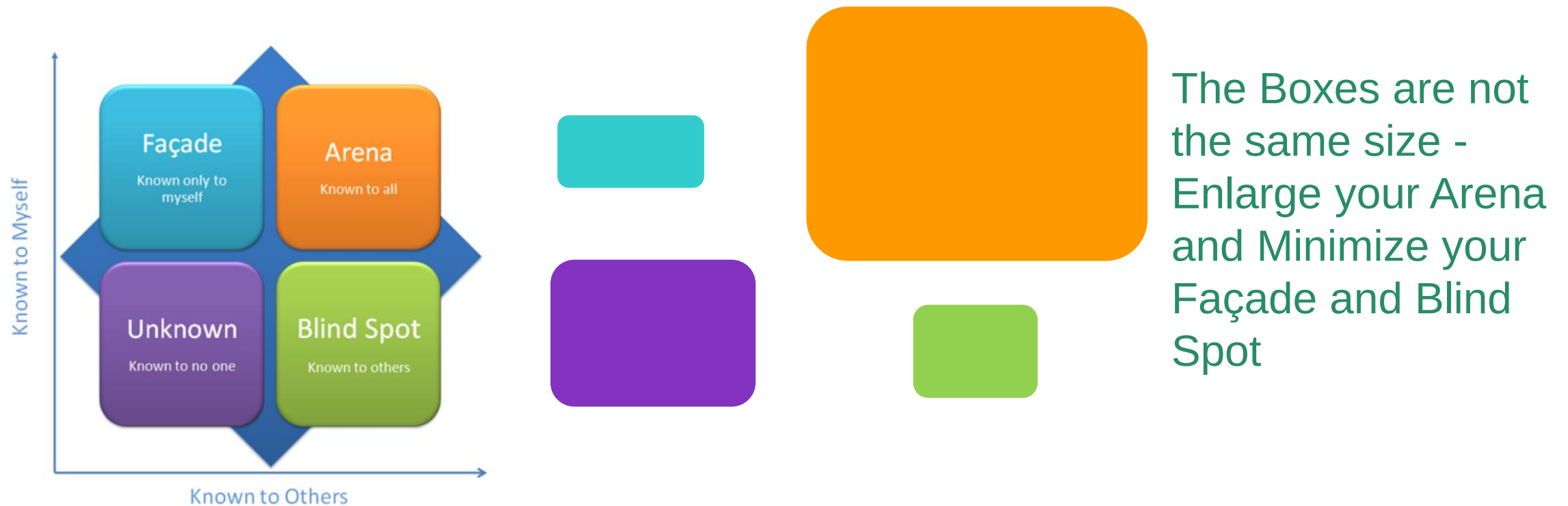
- Life is a journey. “The journey is the reward”. Enjoy each moment. If you are not having fun at what you do find something else that is fun to do. Before you know it, your best days will be behind you.
- Constantly learning about new things creates new awareness and can be very enriching – Information is being added on the Internet at an ever-growing rate. It can all be accessed (very inexpensively) in any corner of the world and in manner customized to your needs. You need to learn to sift through it and find the “gems” in the vast ocean of knowledge
- Its OK to take chances and make mistakes. We learn more from our mistakes than from what goes right
- “The World is Flat”, digital, global and wireless so get used to it – Tom Friedman
- Our work involves understanding nuances of different cultures so understand it and appreciate it to “connect” with others
- The rate at which technology and other changes are taking place is growing at a every increasing rate. Learn to accept and thrive on change. Most of you will live in “The age of Spiritual Machines” – Ray Kurzweil

Trying to Know Yourself



Do You Really Know Yourself?

The JoHari Model to Better Understand Yourself and Improve Communications



Source: <https://www.startofhappiness.com/using-the-johari-window-for-self-awareness/>

Do You Really Know Yourself?

The JoHari Model to Better Understand Yourself and Improve Communications

Attitudes, behavior, emotions, feelings, skills and views

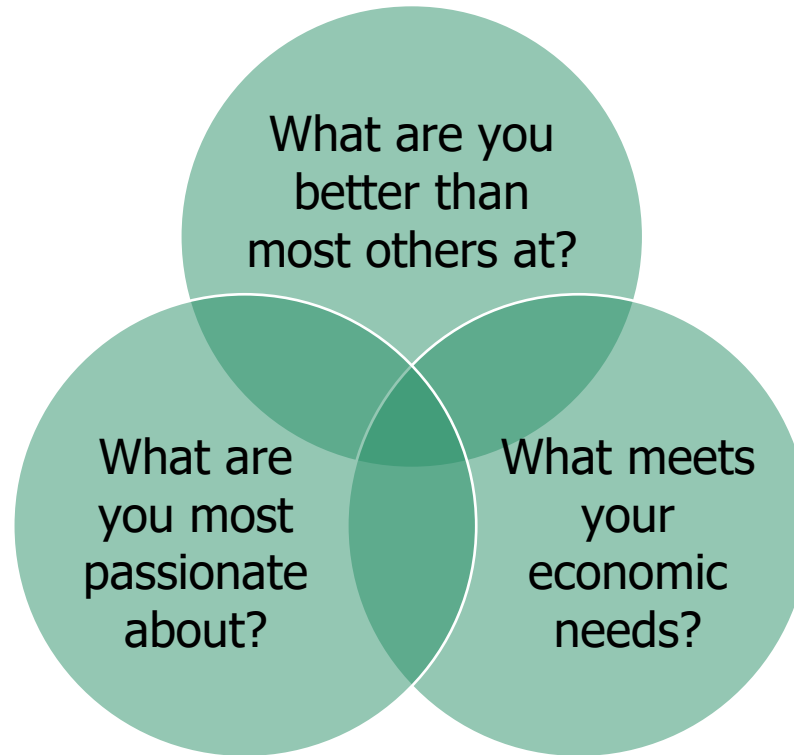
Arena: A larger arena leads to more effective communication and authentic relationships – Connect with people professionally and personally by getting to know them – their passions and pet-peeves – We live in a virtual global village of interdependence and collaboration – Learn what daily life for your programmer in India is like – send him an Amazon gift card when you appreciate his/her work

Facade: Reduce this by willing to share your fears and vulnerabilities – Create trust

Blind Spot: Reduce this by asking those you trust open ended questions about your self without any judgement on your part – Anonymous 360 feedback – A coach that works with you and those you interact with – In your personal life a good therapist can work wonders

Unknown: Open discussions with others and deeper probing can reduce the Unknown

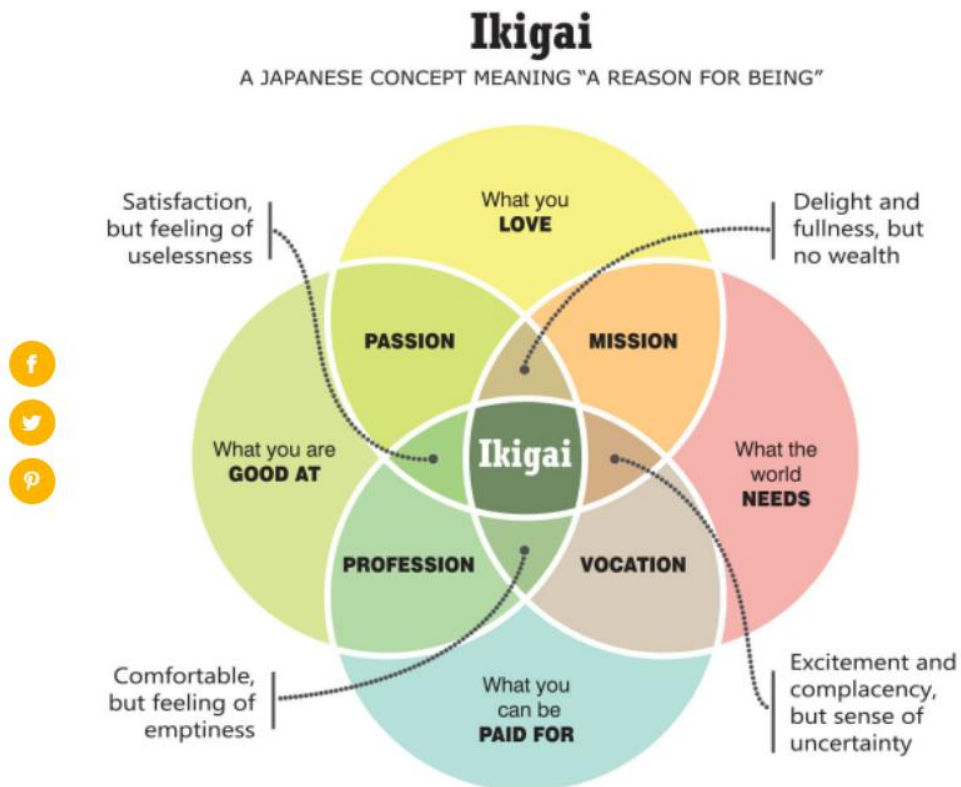
Finding your sweet spot



"Good to Great"

Ikigai

A Japanese concept referring to something that gives a person a sense of purpose, a reason for living - something that brings pleasure or fulfilment



What gets you out of bed in the morning and excited to do first for work?

When you have competing work activities what do you tend to gravitate to?

References: <https://en.wikipedia.org/wiki/Ikigai> and <https://www.calmsage.com/10-rules-of-ikigai/>

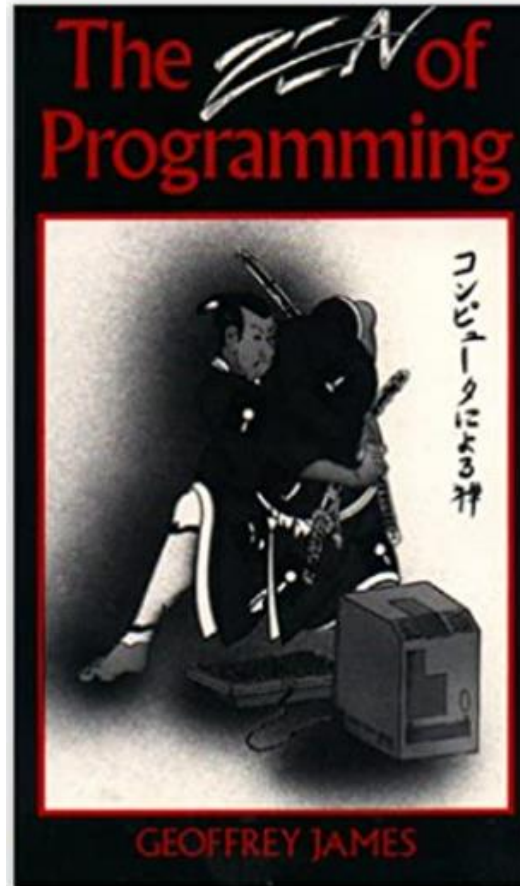
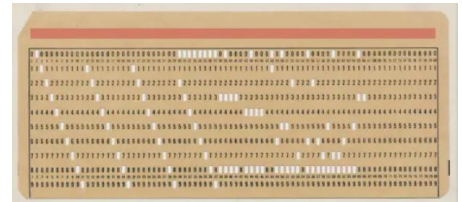
Myers Briggs (Carl Jung)

- Introvert vs. Extroverts – Where do you prefer to focus and what energizes you?
 - Sensing (Real and Tangible Information based – Bottom up) vs. Intuition (Big picture based – Top down) – How do you prefer to take in information?
 - Thinking (Logical and Analytical) vs. Feeling (Guided by empathy, their values, what is fair) – How do you make decisions?
 - Judging (planned, organized, orderly, follow procedures) vs. Perceiving (Flexible, spontaneous) – How do you deal with the outer world?
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- “Introduction to Type” – Isabel Briggs Myers

DISC (Marston)

- D – Dominance – Like to deal with problems and challenges – Ambitious – Get things done
- I – Influence – Good communicators
- S – Steadiness/Submission – Security, Consistency, Don't like change
- C – Conscientiousness/Compliance – Follow rules. Like structure

Since Many of you are Software Engineers Don't Forget to Read and Re-Read Below Texts



Written circa. 1986 and 1988

Quick to read but takes a lifetime to understand

These books were written when most programmers submitted Hollerith cards to a data center at night and waited until the next day to see results – Every error cost you 24 hrs.,

You had to become one with your code to get it to run correctly the first time

Some Quotes From these Books for you to Ponder...

"After three days without programming, life becomes meaningless."

"When a program is being tested, it is too late to make design changes."

"A well-written program is its own Heaven; a poorly-written program is its own Hell."

"Though a program be but three lines long, someday it will have to be maintained."

"Let the programmers be many and the managers few then all will be productive."

"You can demonstrate a program for a corporate executive, but you can't make him computer literate."

"The Master Programmer moves from program to program without fear. No change in management can harm him. He will not be fired, even if the project is cancelled. Why is this? He is filled with Tao"