

**GFMER | NOVEMBER 2020**

# WINNING AT WORK

**HOW TO MAKE YOUR CAREER ROCK!**

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SECTION # 1

**GET, SET, GO!**

# SHESH'S STORY – VICTIM TO CEO!

- My early years of misery
- The three questions that changed my life
- Fast train to success!

# THE FIRST QUESTION – WHY?

- Who am I? What do I want?
- WHY should I do what I do?
- The meaning and joy of PURPOSE!

**“I want to spread joy while creating art. I want to bake the perfect cake for each occasion, that will deliver an amazing experience as well as create an everlasting memory.”**

# THE SECOND QUESTION – WHERE?

- WHERE do I want to be?
- Painting a picture
- How a VISION lends you wings!

**“By 2022, I will be the first person my customers think of, when the topic is bespoke cakes. I will create and deliver at least 750 cakes per year. I will teach at least 100 new students per year.”**

# THE THIRD QUESTION – HOW?

- The roadmap for the journey.
- How, What and When?
- How STRATEGY gets you where you want to go!

**“This year, I will create 5 new cake recipes, including Asian-fusion and flower-infused cakes. I will enhance the texture and flavor of my ‘special’ cakes. I will publish at least 48 blogs...”**

# GET, SET, GO!

- Purpose gives you **MEANING**.
- Vision gives you **CLARITY**.
- Strategy gives you **FOCUS**.

**Together, they give you CONTROL over your career and your life.**



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**SECTION # 2**

**TAKING THE LEAD**

# SHESH'S STORY – THE PERRFECT EMPLOYEE!

- Past Imperfect – groping in the dark
- Learning the Four Qualities
- Future Perfect – And there was light!

# THE **P**ROACTIVE EMPLOYEE

- Thinking before you are asked
- Doing before you are told
- Seeking light, even when in the dark

**“I want to spread joy while creating art. I want to bake the perfect cake for each occasion, that will deliver an amazing experience as well as create an everlasting memory.”**

# THE EMPATHETIC EMPLOYEE

- Being self- and socially-aware
- Controlling one's responses
- Adapting and Influencing

**“By 2022, I will be the first person my customers think of, when the topic is bespoke cakes. I will create and deliver at least 750 cakes per year. I will teach at least 100 new students per year.”**

# THE **R**ELIABLE EMPLOYEE

- Keeping your commitments
- Never having to be followed up
- Always delivering more than promised

**“I want to spread joy while creating art. I want to bake the perfect cake for each occasion, that will deliver an amazing experience as well as create an everlasting memory.”**

# THE **R**ESILIENT EMPLOYEE

- Having the courage to get up again
- Being 'plastic'
- Being situationally aware and adapting

**“By 2022, I will be the first person my customers think of, when the topic is bespoke cakes. I will create and deliver at least 750 cakes per year. I will teach at least 100 new students per year.”**

# THE **PERR**FECT EMPLOYEE

- Proactive
- Emotionally Intelligent
- Reliable
- Resilient

**Four qualities that make you shine in the workplace!**

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**SECTION # 3**

**ARMING YOURSELF**



# SHESH'S STORY – THE FIVE WEAPONS!

- Hannibal's Army – minnows against sharks!
- Understanding the Five Weapons
- “In battle, the better prepared win!”

# SITUATIONAL AWARENESS

- Knowing where you are
- Knowing who you are
- Knowing what you know

# FLEXIBILITY & ADAPTABILITY

- Being a “YES-MAN”
- Being quick on your feet and in your mind
- Adjusting to circumstances

# NETWORKING

- It is not what you know, it is who knows you
- Win-win relationships
- Giving more than seeking

# STRATEGY & TACTICS

- Running the marathon in sprints
- Changing pace, changing shoes
- Knowing when to slow and when to race

# LEARNING

- Open minds attract opportunities
- Adding continuously to yourself
- Knowing more and before you need

# THE FIVE WEAPONS

- Situational Awareness
- Flexibility & Adaptability
- Strategy & Tactics
- Networking
- Learning

**Five weapons that make you invincible in battle!**

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SECTION # 4

RECHARGING YOUR POWERS



# SHESH'S STORY – THE THREE BOSSES

- Operating without power
- Learning about power
- Wielding power!

# THE POWER OF ONE

- First with the head
- Then with the heart
- Finally, with everything you have

# THE POWER OF MANY

- Building an army
- Aligning culture and vision
- Going fast and far, together!

# THE EXERCISE OF POWER

- We affect lives
- Power is about responsibility, not authority
- Empowering others

# THE THREE POWERS

- The Power Of One
- The Power Of Many
- Power

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**CONCLUSION**

**WORKING TO WIN!**

# WORKING TO WIN

- To win at work, you have to work to win.
- You start with believing in yourself. In who you are. In what you can do. In your destiny.
- Next, you discover your Purpose, define your Vision and design your Strategy.

# WORKING TO WIN

- To implement your Strategy and achieve your Vision,
  - ✓ you develop the Four Qualities of the PERRfect Employee,
  - ✓ arm yourself with the Five Weapons, and
  - ✓ turbocharge your Three Powers.



# WORKING TO WIN

You will become unstoppable.

The world will have no choice but cheer you  
on and let you win.