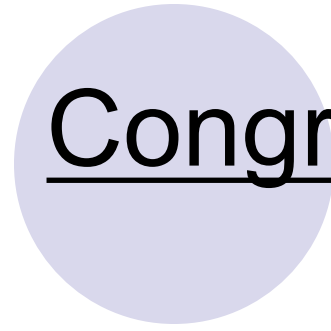
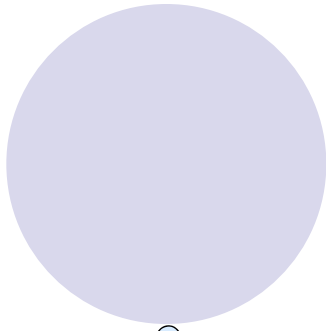


**MBA Class**



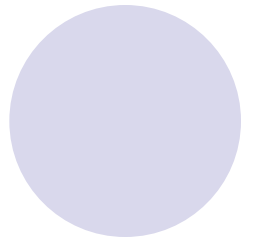
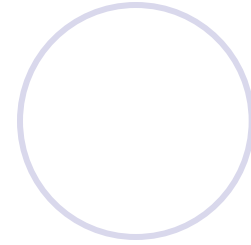
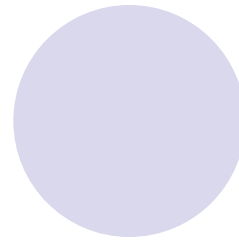
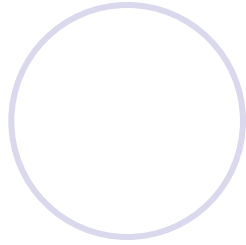
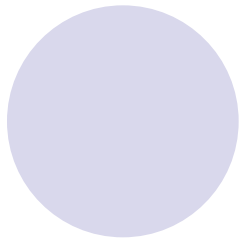
**Congrats! – It's over!!**





You are 1 of 10  
US adults with an  
advanced degree!

Move up the stack!



**But remember --**

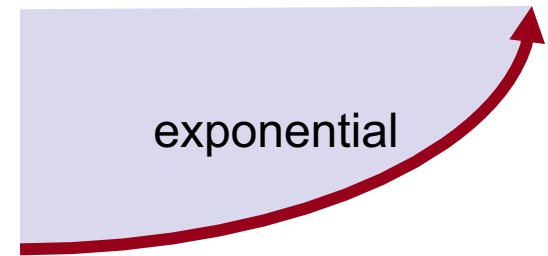
**It's only good for 18 months!**



**Move up the stack!**

# Change -- Key Themes of the Future


- Fundamental uncertainty
- Accelerating pace of change
  - Globalization
  - Business
  - Technology
  - Entrepreneurialship
- Continual need to learn and apply new knowledge



# From the Desk of Dr. Thomas Sheppard

## Preparing for the Future

- **Competence is only 10% of what it takes for success.**
- **Your image makes up 30%.**
  - Image is not just how you look, but **dress** and **grooming** are important
  - A positive **attitude** is critical
  - **Give** and **share** credit
  - You have to be seen as **someone** your management team wants to be around
- **The remaining 60% is visibility**
  - Your **career** can be influenced by others, but they have to know you exist.
  - Learn to write well and **publish**
  - Learn to speak well and **present**
  - Learn to solve problems and **deliver**
  - **Network** and cross organizational boundaries



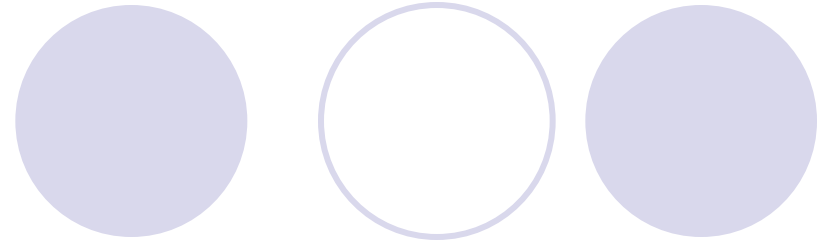
From the Desk of Dr. Thomas Sheppard  
Preparing for the Future

The **world** has changed.

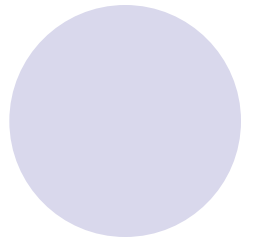
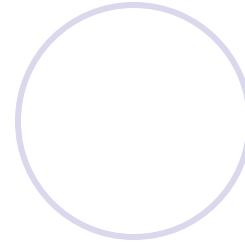
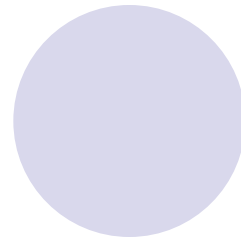
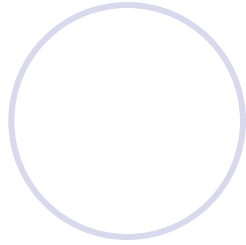
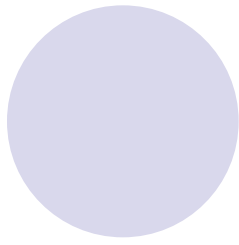
The new business environment needs fewer people **trained** to do things repetitively in a specific way, and demands more people who are **educated** to find new ways of doing things.

Move up the stack!

# Career Planning

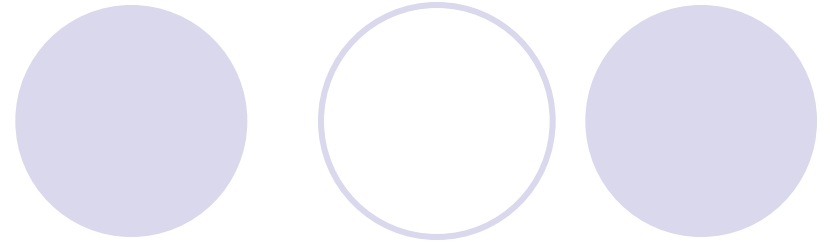
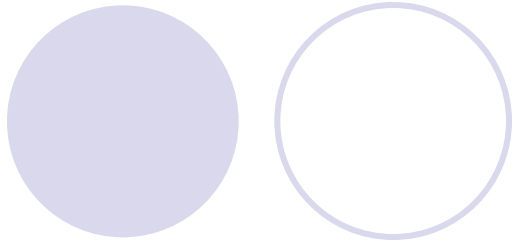


What are you **pre** really want in life?  
What do you **pre**pared to give up for it?



*If there were one thing you could do to make a difference in the world – what would it be?*






# The **World** is Flat

By Thomas Friedman



**In China today, Bill Gates is Britney Spears.  
In America today, Britney Spears is Britney Spears  
– and that is the problem.**

**Move up the stack!**



Every morning in Africa, a gazelle wakes up.

It knows it must run faster than the fastest lion or it will be killed.

Every morning a lion wakes up.

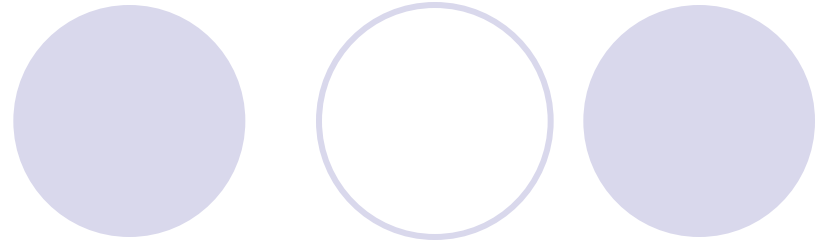
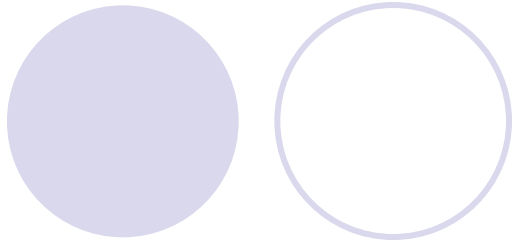
It knows it must outrun the slowest gazelle or it will starve to death.

It doesn't matter whether you are a lion or a gazelle.

When the sun comes up, you better start running.

*-African Proverb*

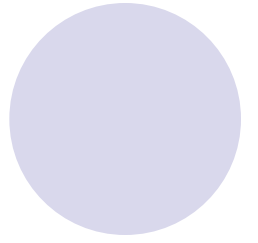
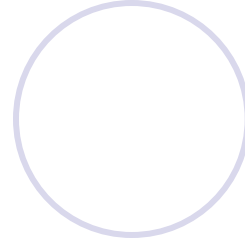
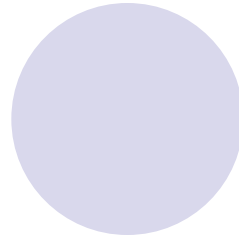
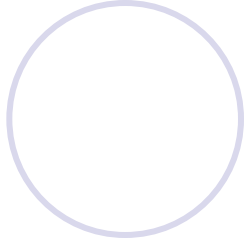
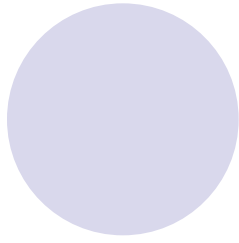
**Any lesson here for globalization?**



Give a man a fish and you feed him for a day,  
Teach him how to fish, and you feed him for a  
lifetime.

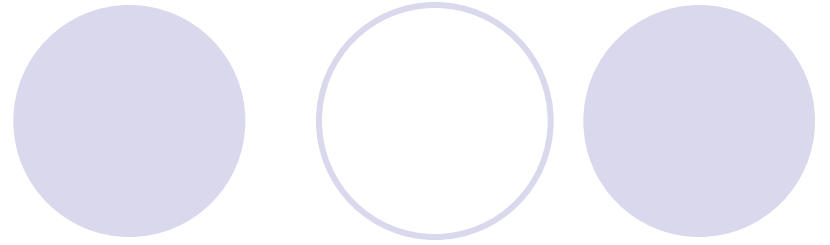
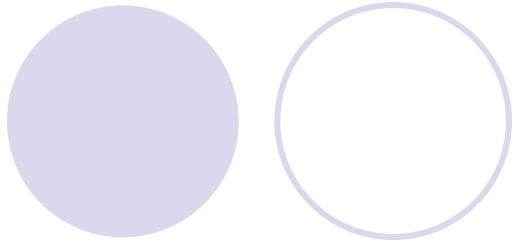
*- Chinese Proverb*

**Peter Senge – “The leaders new work, teaching others to learn.”**



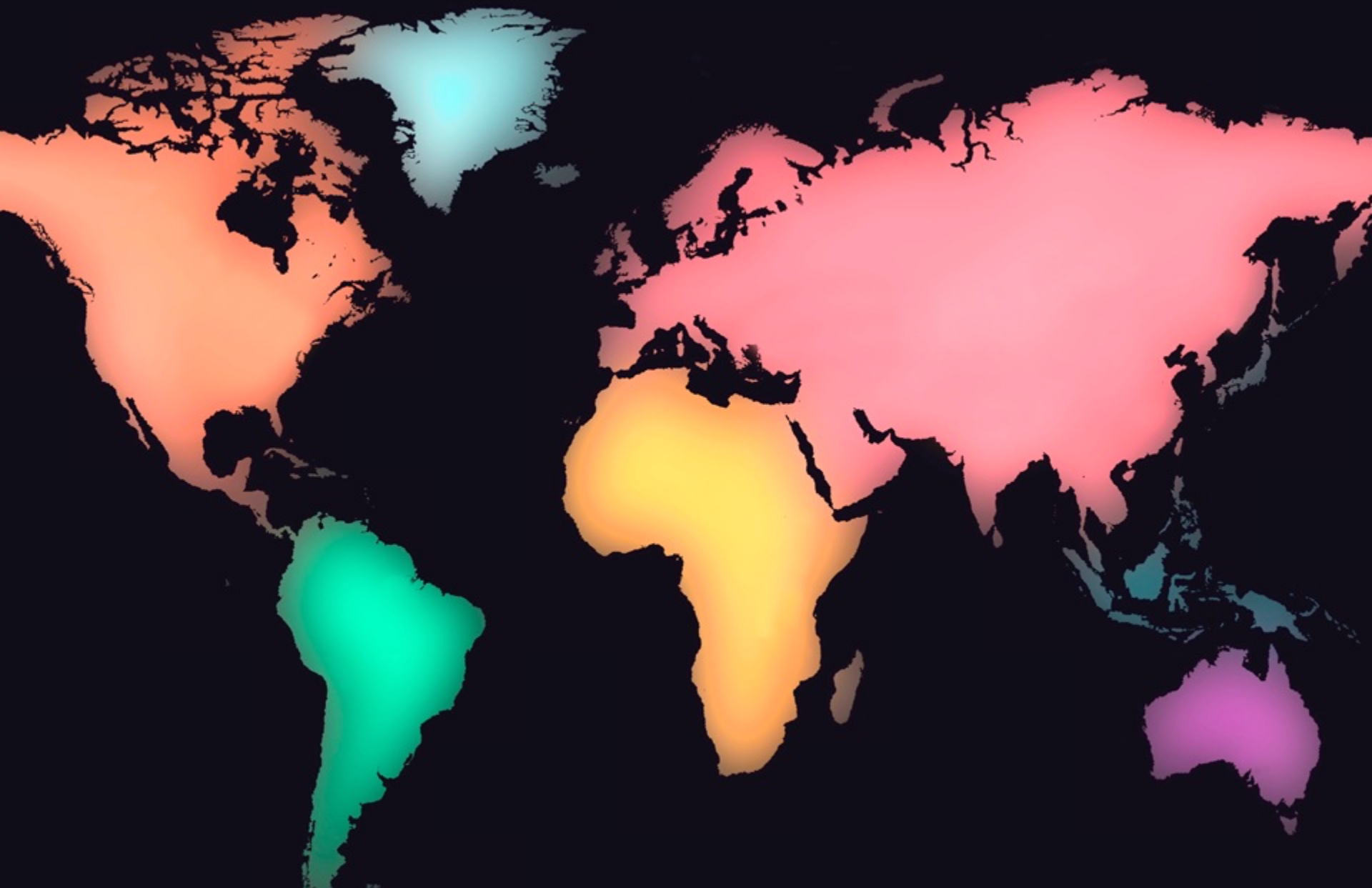
The first and last task of leadership,  
is to keep hope alive.

- John Gardner



***Never Eat Alone!***

*- Keith Ferrazzi*

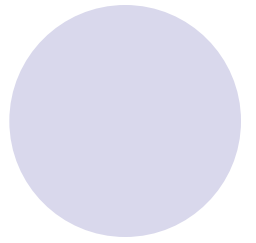
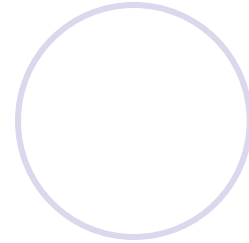
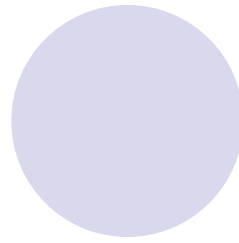
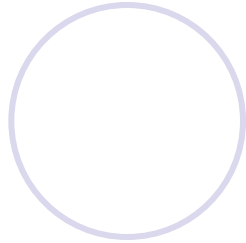
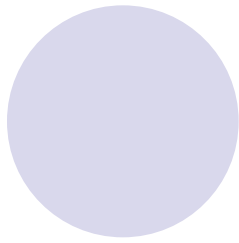


Give your dream! A world of opportunity is waiting!

**Move up the stack!**

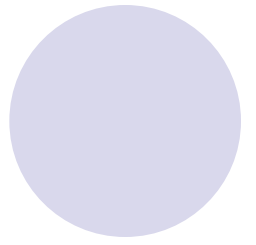
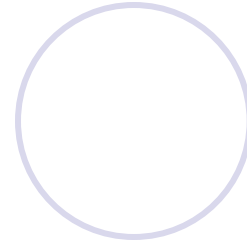
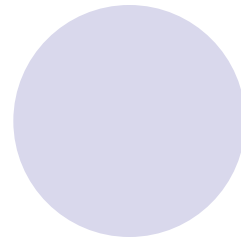
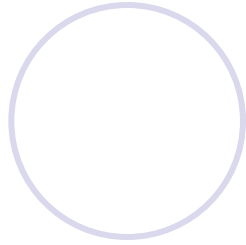
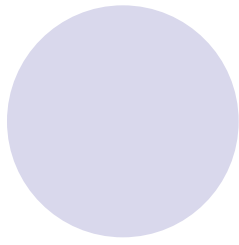
# Preparing for the Future

- Denial is neither a river in Egypt, nor is it an option – **decisions** must be grounded in reality
  - Use fact-based hypothesis-driven problem solving methods
- Apply **strategic planning** concepts
  - Document your mission statement, values / ethics and live by them
  - Scan the external environment and develop an early warning system
  - Assess your skills, resources, and capabilities
  - Determine your strengths, weaknesses, opportunities, and threats
  - Make the best strategic decisions you can
- Keep what works, change or delete what doesn't
- Continue to **learn**
- Productivity is a function of **technology** (use the best available), **process** (continue to improve your work processes and outsource and automate what you can to free up time and money for other investments), and the **capability** of doing work (improve your skills, learn new ones – key skills include subject matter knowledge, collaboration and teamwork, oral and written communications, research, and critical thinking)
- Apply **double loop learning** to improve your **effectiveness** – **efficiency** is good, but only takes you so far
- 10% of success is competence; 30% is image; and 60% is visibility – work up the "stack"
- **Network, network, network** – build relationships to succeed



*I have all the confidence in the world,  
that you will find success,  
beyond your wildest dreams!*





Best wishes!

