

# Navigating for a Successful Career

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# What is a Career?

Job

vs.

Career

- task-oriented
- short-term; have on average 14 jobs
- usually separate from personal life
- hours are often set
- chosen pursuit
- long-term; built during lifetime
- spills over into personal life
- work as long as it takes

# What is a Successful Career?

- What is success?

- Dictionary definition: the accomplishment of an aim or purpose

- Must set career goals.

- level of responsibility, job function, title, salary, etc.

- other qualitative definitions of success ...

# What is Success

by

Ralph Waldo Emerson



To laugh often and much;

To win the respect of intelligent people  
and the affection of children;

To earn the appreciation of honest critics  
and endure the betrayal of false friends;

To appreciate beauty;

To find the best in others;

To leave the world a bit better, whether by  
a healthy child, a garden patch  
or a redeemed social condition;

To know even one life has breathed  
easier because you have lived;

This is to have succeeded.

# The American Dream

- Opportunity exists (through hard work and free choice) for every individual to achieve their goals.

“We can't change the cards we're dealt, just how we play the hand”

– Randy Pausch

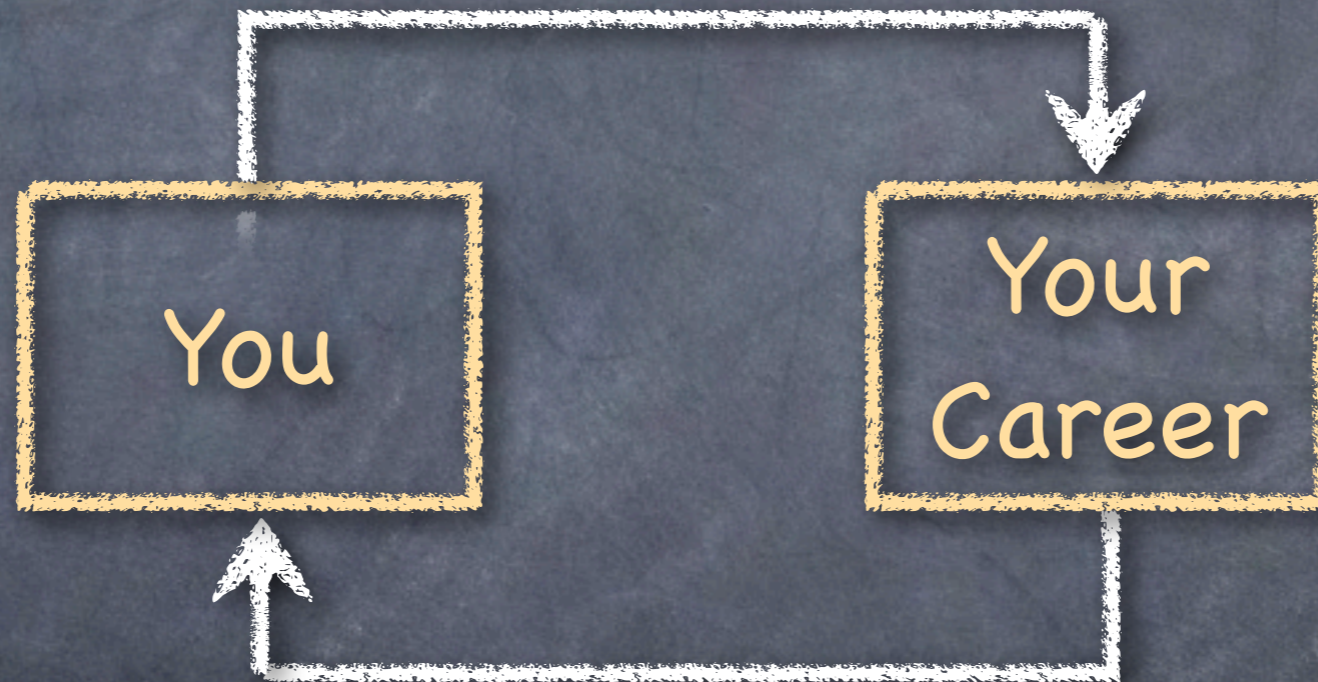
- Often equated to material prosperity or opportunities for education.

# What is a Successful Career?

- being effective in achieving one's goals
- continuously evolving process ...

# You and Your Goals

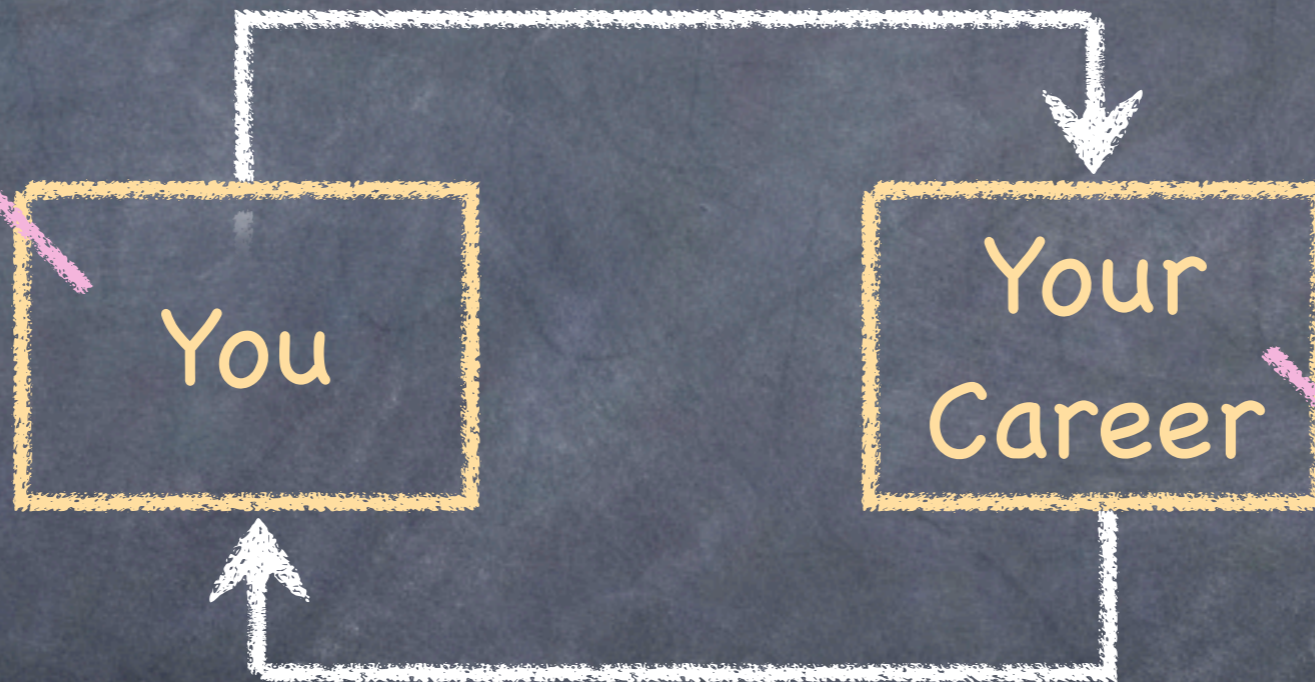
- You and your career are both a work in progress.



NEED BOTH!

YOU HAVE SIGNIFICANT CONTROL OVER WHO YOU ARE AND WHAT YOU DO

STRATEGY 2: YOU MODIFY YOUR CAREER GOALS TO SUIT WHO YOU ARE



STRATEGY 1: YOU MODIFY YOURSELF TO MEET YOU CAREER GOALS

YOU HAVE PARTIAL CONTROL OVER YOUR CAREER



# It helps to ...

- have your career goals aligned with:
  - your interests
  - your strengths
  - the existence of a critical mass of supporters

“... find your passion.”

# My personal DOs and DON'T's ...

DOs

# Prepare and Work Hard

“Opportunity is missed by most because it is dressed in overalls and looks like work.”

– Thomas Edison

- Focus on the **fundamentals** and work hard!
- Make use of the available opportunities.
- Take responsibility for doing well.

# Competent vs. Confident

- Competence can protect you from getting voted off the island, but confidence will not.



# Independent vs. Interdependent

- How do you know when you are competent enough?

A: you achieve independence

- interdependence:
  - be proactive
  - think win/win
  - listen first then speak
  - synergize and have integrity

# Honesty, Integrity and Loyalty

“It is no measure of health to be well adjusted to a profoundly sick society.” -Krishnamurti

- “walk the talk”
- always tell the truth
- keep your word - careful what you promise!
- do your best (even when no one is watching)
- give back however you can; you will reap rewards in the long run

# Manage for a Marathon

- Your life is a journey with highs and lows.
  - need to balance
  - need to prioritize
  - ~~"I must be super human."~~
- The lows aren't necessarily bad.

# Value your Mistakes

"Good judgment comes from experience, and experience comes from bad judgment."

- Rita Mae Brown

- learn more from failures than successes
- take feedback - don't be defensive!
- good judgement takes time to develop ...



# Manage your Time

- the enemy used to be television ...
  - now: distracting email, Facebook/MySpace, web-surfing, texting, ...
- avoid procrastination, change your thinking



# Produce Sustainable Results

- Do what others do not want to do.
- Focus on results and not solely on effort.
  - Well intentioned failures are still failures.
- You should be able to communicate what you can do and have done.

My personal DOs and DON'Ts ...

DON'Ts

# Don't Take Things Personally

- What happens at work is often not personal.
  - Leads to unnecessary “drama” and stress.
- Understand that what someone does is because of **them**, not because of **you**.

# Don't Make Assumptions

- You could be wrong and make something negative a **self-fulfilling prophecy**.
- Avoid believing "gossip" (it's often wrong); you'll play other people's politics and create unnecessary enemies.

# Don't Give Up

"It ain't over till it's over." – Yogi Berra

- Don't give up on yourself ... even if others have; if you give up, you will surely fail!
- quick starts vs. late bloomers – both good!
- "That which does not kill us makes us stronger" – Friedrich Nietzsche

# Don't be Fearful



“Fear is the path to the dark side. Fear leads to anger. Anger leads to hate. Hate leads to suffering.”  
– Yoda, Star Wars

- Fear can prevent long-term success and creates dysfunction.
- ~~“I have to get them, before they get me!”~~
- 6 cancers (by Stephen R. Covey):
  - cynicism, criticism, comparing, competing, complaining, contending

# Don't Worry about Conflict

- Conflict is natural; **healthy** conflict is good.
- Avoid **dysfunctional** conflict/situations/people.
  - “politics”/“backstabbing” occurs when at least one party is fearful
- **Behave fairly** (even when others are not); focus your energy on the goal, not on the conflict.
- Choose your battles.



# Concluding Remarks

- People often have much more influence and control over their success than they believe.
- Regardless of your stage of success, you can be happy. Note: Success  $\neq$  Happiness

“Success is getting what you want.  
Happiness is wanting what you get.”  
– Dale Carnegie

# Further Reading

- The 7 Habits of Highly Effective People and The 8th Habit by [Stephen R. Covey](#)
- The Four Agreements: A Practical Guide to Personal Freedom by [Don Miguel Ruiz](#)
- Achieving Your Childhood Dreams/Last Lecture by [Randy Pausch](#)
- Susie WEE's Top 10 Career Tips by [Susie Wee](#)

# Contact

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