

NYSBA CAREER DEVELOPMENT WORKSHOP SERIES

THE POWER OF PROFESSIONAL ATTITUDE:
POSITIVE –MINDED NETWORKING



TRIPLE AAA EXERCISE



WHAT IS CAREER SELF-AWARENESS?

CAREER INVENTORY

STRENGTHS

VALUES



PROFESSIONAL STRENGTHS

SKILLS

TALENTS



PROFESSIONAL VALUES

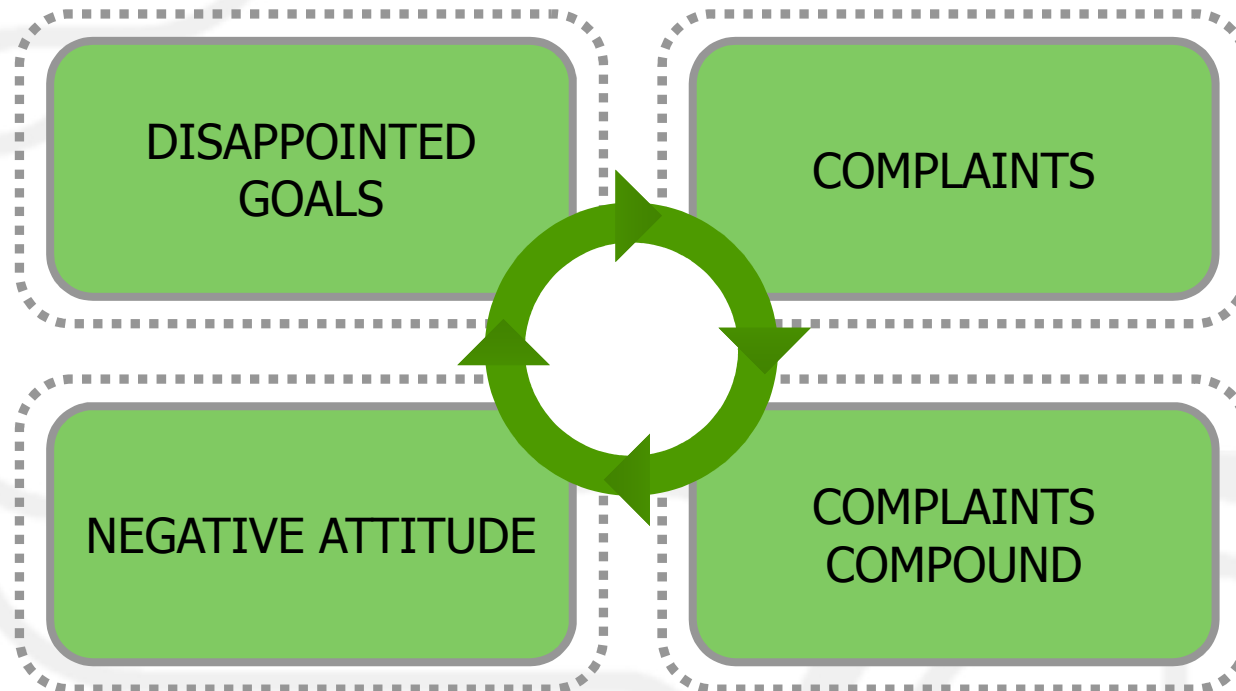
BELIEFS

ATTITUDE

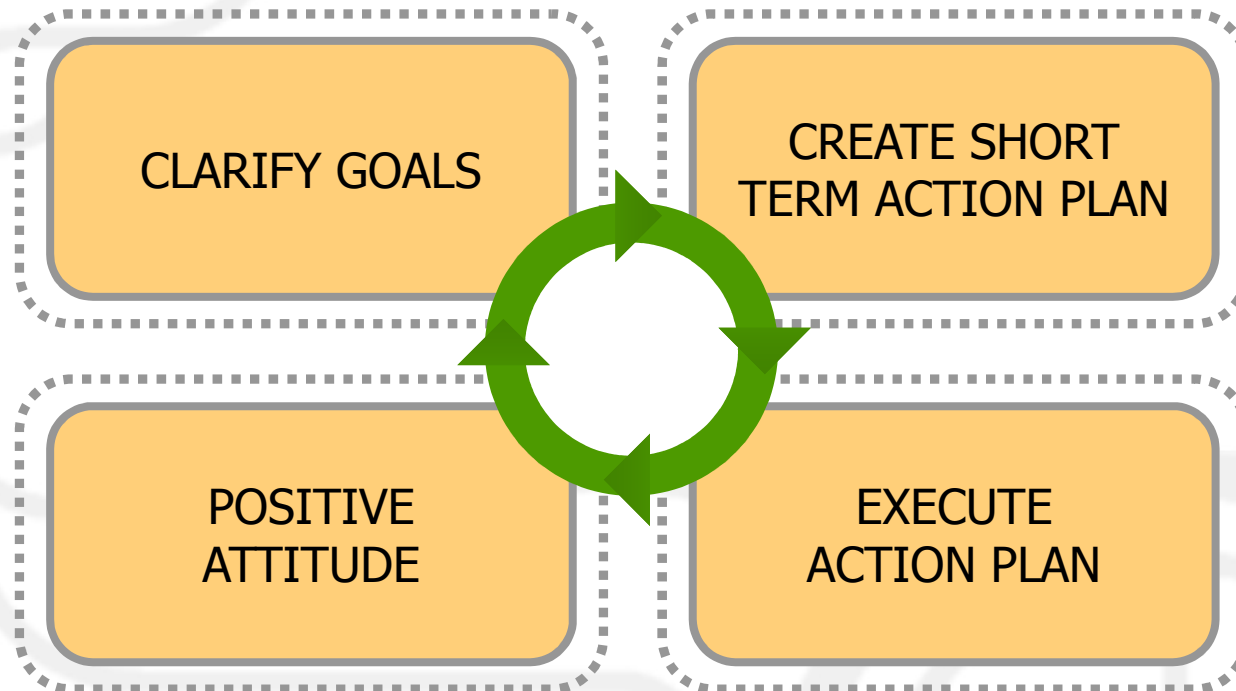
WHAT IS PROFESSIONAL ATTITUDE?

“PROFESSIONAL ATTITUDE is defined as the inward FEELINGS AND HABITUAL THOUGHTS about our professional abilities, professional accomplishments or professional environment that are expressed by our WORDS and or BEHAVIOR.”

CYCLE OF NEGATIVE ATTITUDE



CYCLE OF POSITIVE ATTITUDE



NEGATIVE ATTITUDE TOWARD NETWORKING

1 SOLO ACT CULTURE

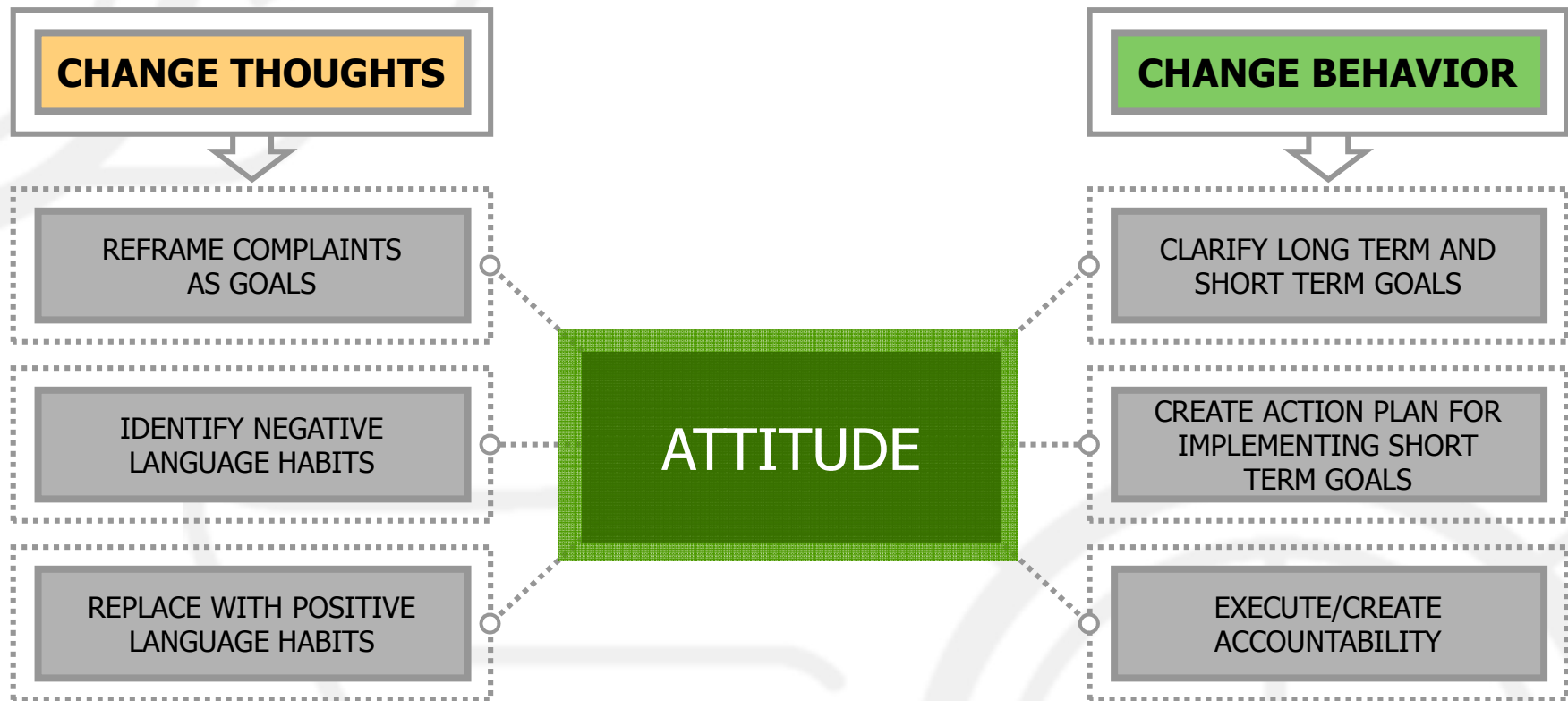
2 SHYNESS OR INTROVERSION

3 "SHMOOZY"/"SHTICKY"/"SHOE SALESMAN"

4 SHAME

5 SOCIAL OR CULTURAL EXPECTATIONS

HOW DO WE CHANGE PROFESSIONAL ATTITUDE?



HOW DO WE CHANGE PROFESSIONAL ATTITUDE?

CHANGE YOUR VOCABULARY CHANGE YOUR PROFESSIONAL ATTITUDE

ELIMINATE

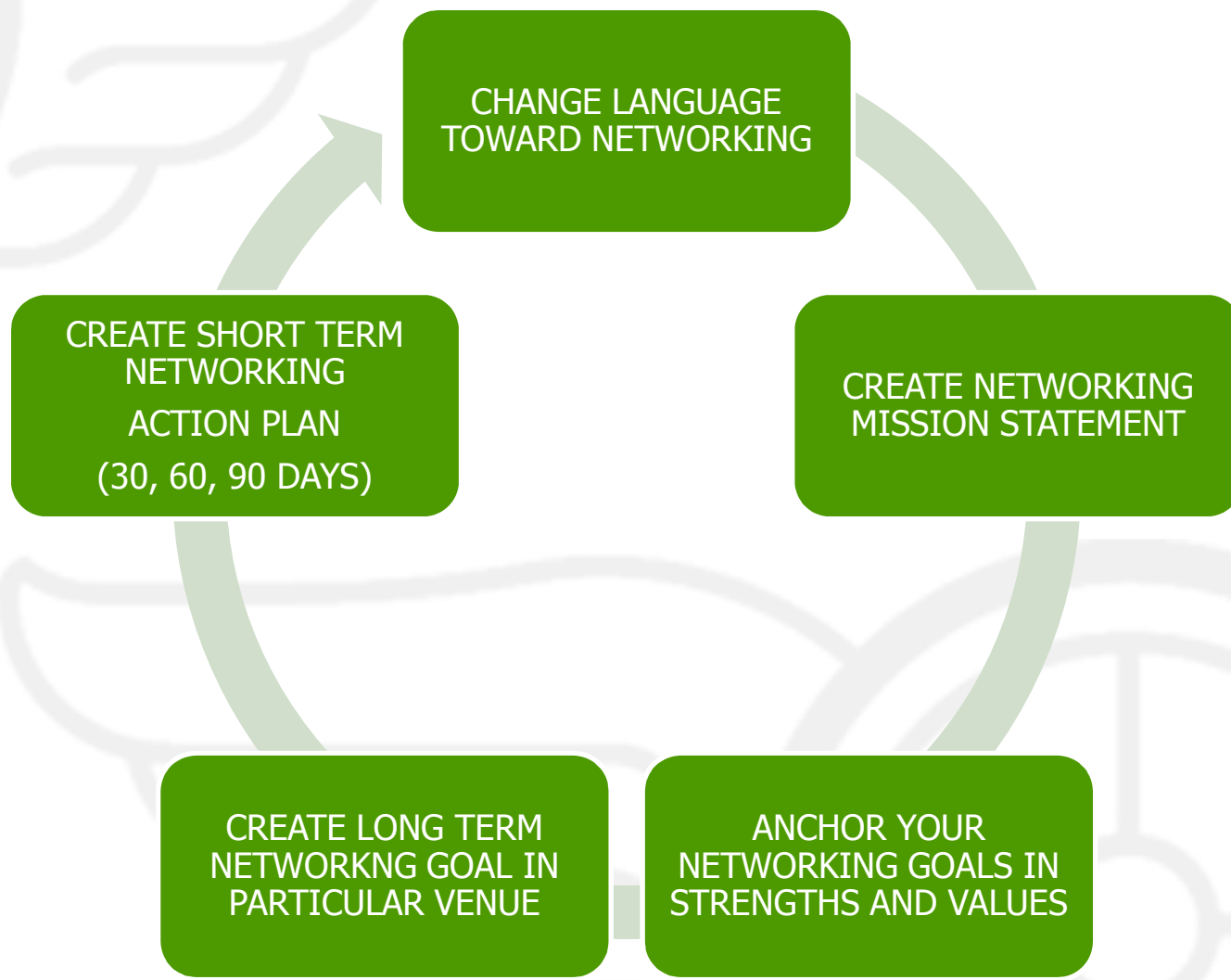


INSERT

- I can't
- If
- I doubt
- I don't think
- I don't have the time
- Maybe/Perhaps
- I'm concerned that
- I don't believe
- It's unlikely
- It's impossible/improbable

- I can
- I will
- I expect the best
- I know
- I will make the time
- Positively
- I am confident that
- I do believe
- Very likely
- All things are possible

POSITIVE ATTITUDE EXERCISE AND NETWORKING ACTION PLAN



FINAL THOUGHTS ON POSITIVE ATTITUDE AND NETWORKING

CHANGE YOUR LANGUAGE-CHANGE YOUR THOUGHTS

PATIENCE, RESILIENCE AND MORE PATIENCE

ANCHOR IN PAST SUCCESSES, STRENGTHS AND VALUES

GET A PLAN. TAKE ACTION. SEEK OUT SUPPORT. ACKNOWLEDGE WINS!