

Warm Up Exercise

Answer the questions below. Consider how the answers define you and how they make you different from others. Also, consider what those answers reflect about your personality, work ethic, and values.

Did you work while attending college?	If you haven't worked:
Have you supervised people?	What characteristics have helped you succeed in the past, whether on a team, in a group, or in class?
Were you responsible for money?	What motivates your life decisions?
How did you perform in the functions above?	When have you failed? What did you learn from those failures?
What comments did you receive from your customers, boss, or coworkers?	Would others describe you as a "natural leader"? Why or why not?
What have you learned from your work experience so far?	And lastly, how would others describe your desire to learn?
What do your performance evaluations say about you? Why?	improve?
In high school or college, did you belong to or lead any groups?	succeed?
Why did you choose to belong to that group or accept the leadership role?	overcome obstacles?
What were you trying to gain from this experience?	compete?
Do others trust you? Why?	work ethically?
What volunteer activities have you been involved in? Why did you choose these?	stand by your values?
	your integrity?
	share your personality?
	share your humor?

Please be aware that the questions may apply to both individuals that have not worked or have had prior employers. These questions are designed to help you see yourself with clearer focus.

Here's a statement to practice:

Past employers would describe me as more than your average employee.

If you haven't worked before, practice the statement below that fits you:

The people who know me best would describe me as more than your average college grad.

The people who know me best would describe me as more than your average student.

Now follow up the previous statement with this one: The reason I say this is because _____ .

By making the opening statement you inform the listener to the qualities that make you unique or special. Your follow up statement provides the reason why.