

My Career Action Plan.	Plan Owner:	
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Next 30, 60, 90 days. 5 Actions to take on career.

Action	Describe the desired result	Deadline

Person next to you:		Mobile Number:	
Date & Time for follow-up (30 days!):		Heads or Tails (who buys the coffee?):	

Commitment Statement:
<p style="text-align: right;">..... Commitment Signature</p>

Conor's Braindump of things I wish that somebody had managed to get into my head 6 years ago:

- Write goals down. Make them really, really specific. Visualize how you want the result. Describe the first step. Take it. Now. Not tomorrow. Not when you have more time. (That moment will never come).
- Easy is not the same as productive use of time. Discipline is important.
- Have a to-do list. Have a not-to-do list. Have a notebook and pen with you at all times.
- Print business cards now. Use Linked In. Search for your name in google. (what should you find?).
- Sport and social are important – time as a student is a great time to find a good balance in life. Keep your body fit. Healthy body = healthy mind.
- If you cannot sell yourself, you cannot sell your product. What is your elevator pitch? Mis-steps can lead to good steps.
- Don't stress about grades (80/20 rule). Strategy not tactics – all A's but no life... nice tactic, bad strategy... equally, loads of social + sport but all fails... not a great strategy.
- Start job search early (first trimester)
- Don't be all things to all people. You, me, all MBAs... are in the category of Insecure Overachievers – be careful with this. You cannot be the best at everything. Get good at prioritization.
- 1 more case vs dinner with colleagues... look at it with a "10 years from now" perspective.
- Get out of Pedralbes once in a while – there is a whole city down there. Go to Paris MBA Olympics. Both years. Do the sailing trip. Do the ski trip.
- Live. You can always read another case, another book, your notes for the rest of your life – what can you only do right here in IESE right now?