

HOW TO SUCCEED IN YOUR NEXT (OR FIRST!) JOB

PRESENTED BY THP MUSIC CONSULTANTS, LLC

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WHAT THE HECK DO I KNOW ABOUT THIS TOPIC?

- 20 “next jobs.”
- Hired thousands and fired dozens.
- Our jobs are more similar than different.

CSI

Culture

Self-Improvement

Integrity

CULTURE

- Culture vs. Climate.
- What cultures must you understand and respect?
- The cost of violating cultural norms.
- If you violate a cultural norm, assess the damage and decide what to do.
- “Leading Change.”
- Evolutionary vs. Revolutionary.

SELF IMPROVEMENT

- Try not to get caught naked before noon of your first day.
- How to get a mentor.
- Observe successful teachers in action and ask them to observe you.
- Have a plan.
- Make a decision about your instrument.
- Make time to read:
 - “On Teaching Music – Notes from Eddie Green,” Goffin.
 - “Teaching Music With Purpose,” Boonshaft.
 - “Why Should Anyone Be Led By You?”, Goffee/Jones.
 - “Leading Change,” Kotter.
 - “Built to Last,” Collins.

INTEGRITY

- Safeguard your most valuable asset.
- Big people talk about ideas, medium people talk about things, small people talk about people.
- You're human, you will err. Confess, apologize, and learn from it.
- Never, ever, ever talk bad about your boss, **ESPECIALLY** to a “trusted friend.”
- If confronted, deflect. Request to say nothing. “Just the facts.”

TOP FIVE

- Change the climate (if needed)!
- Don't be afraid to start changing the culture.
- Have a self-improvement plan that is feasible.
- What would _____ do?
- You will make mistakes. How you deal with them will determine your future.

HOW TO CONTACT ME

(BUILD YOUR NETWORK)

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