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IEEE UFFC-S Workshop

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Crossing the Career Chasm

Sreeja Nair



If it can be built,
it most likely is a
Product

What does
Version 2.0 of your
favorite **Product**
look like?



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What does
Version 2.0 of
your **Career**
look like?

**Career as a
Product :
A Framework**

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Value Proposition

High

Low

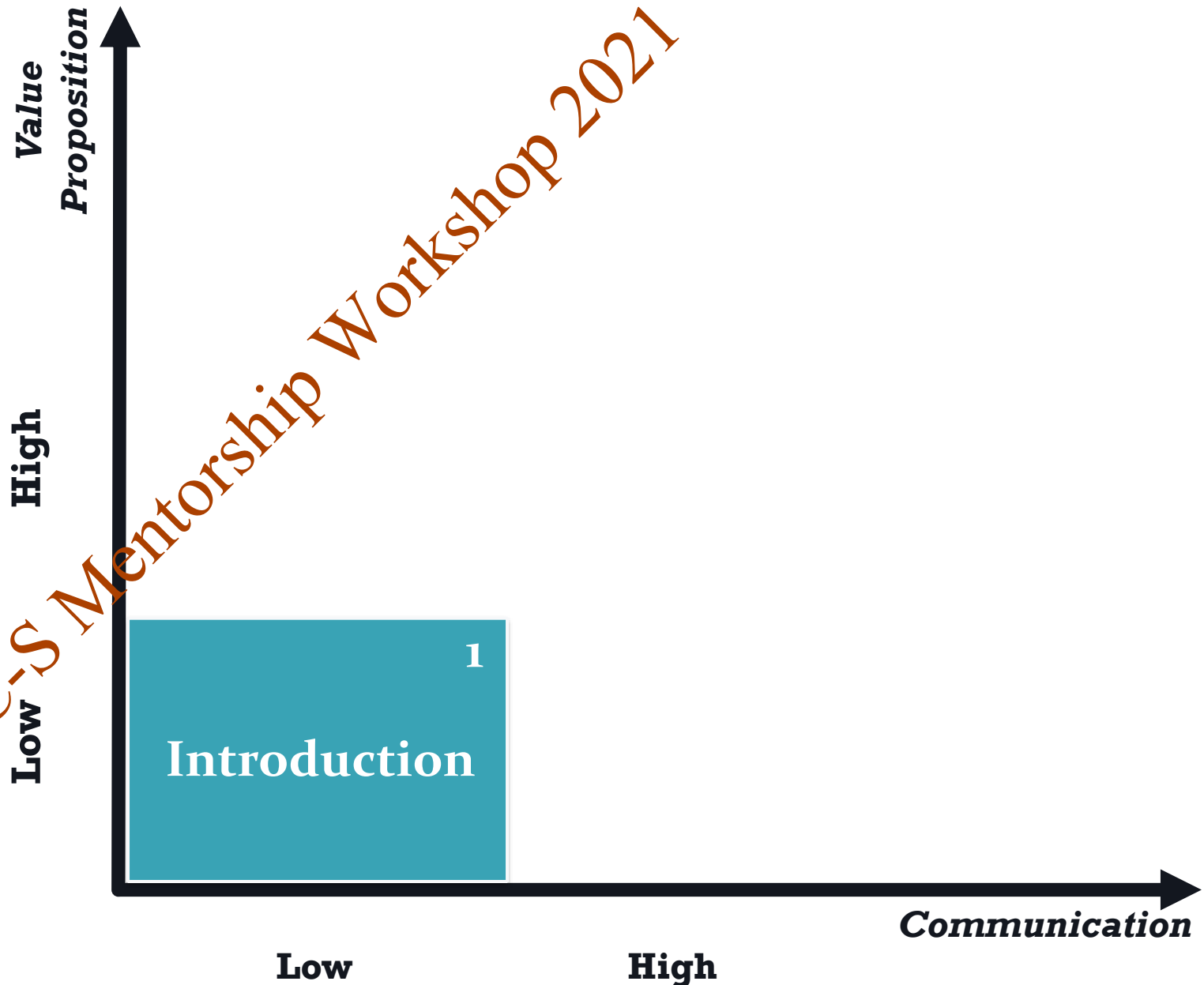
Low

High

Communication

Career as a Product : A Framework

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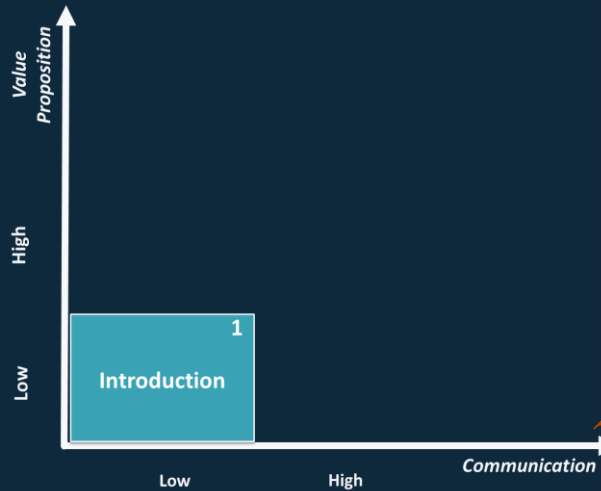


‘Introduction’

Phase:

Key

Takeaways



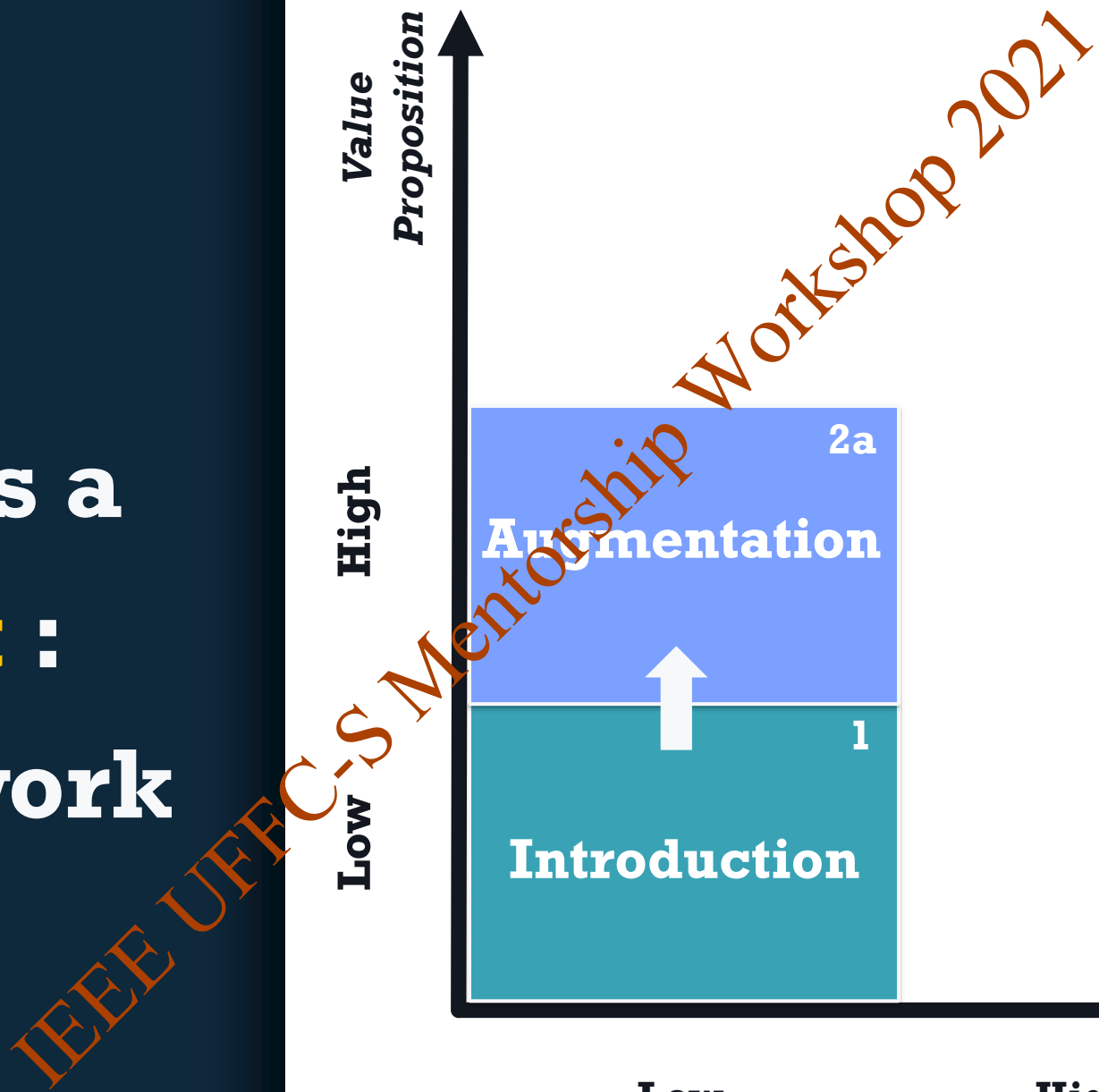
➤ **Stay Curious**

➤ **Never Fly Solo**

Fail Forward

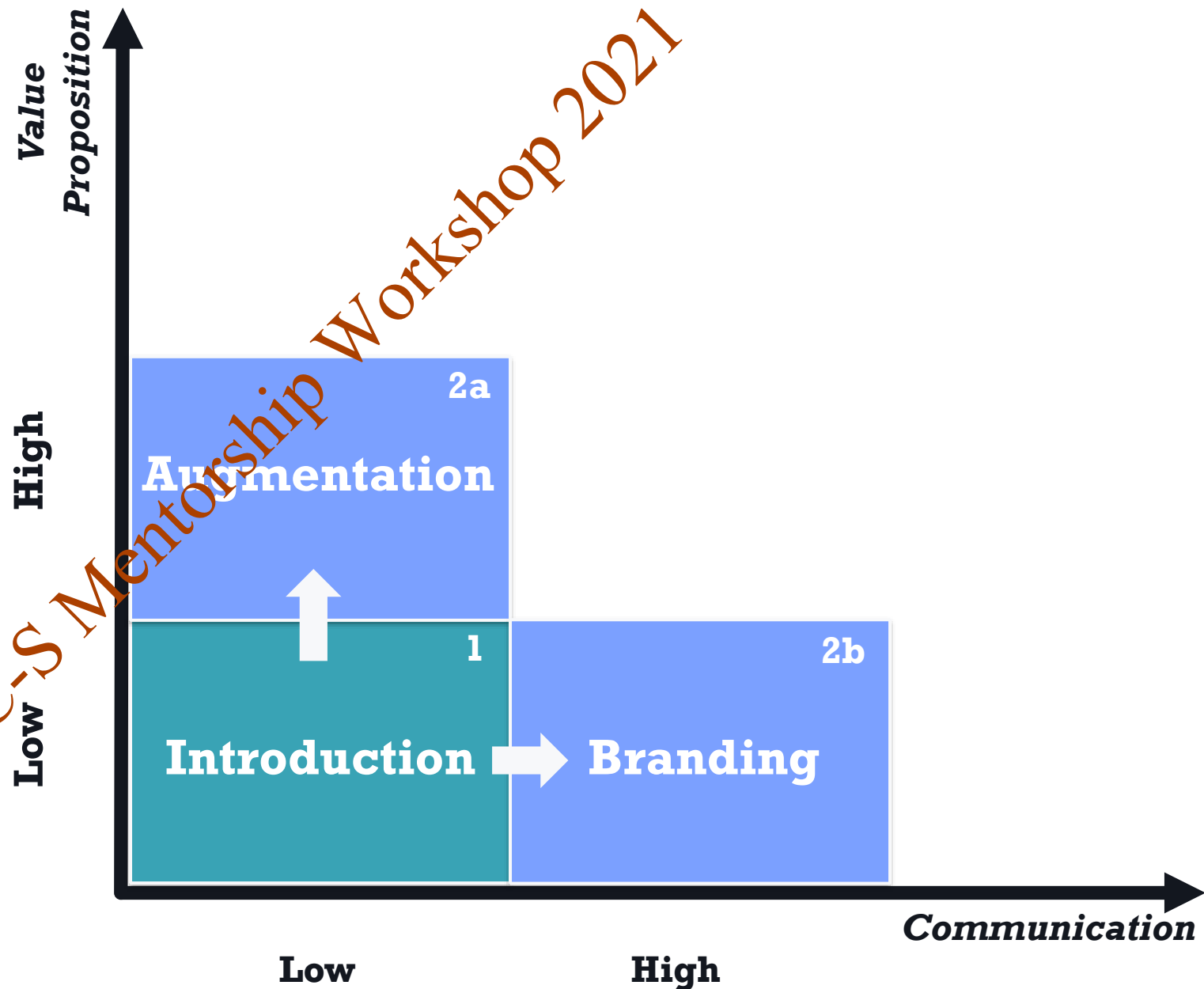
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Career as a Product : A Framework

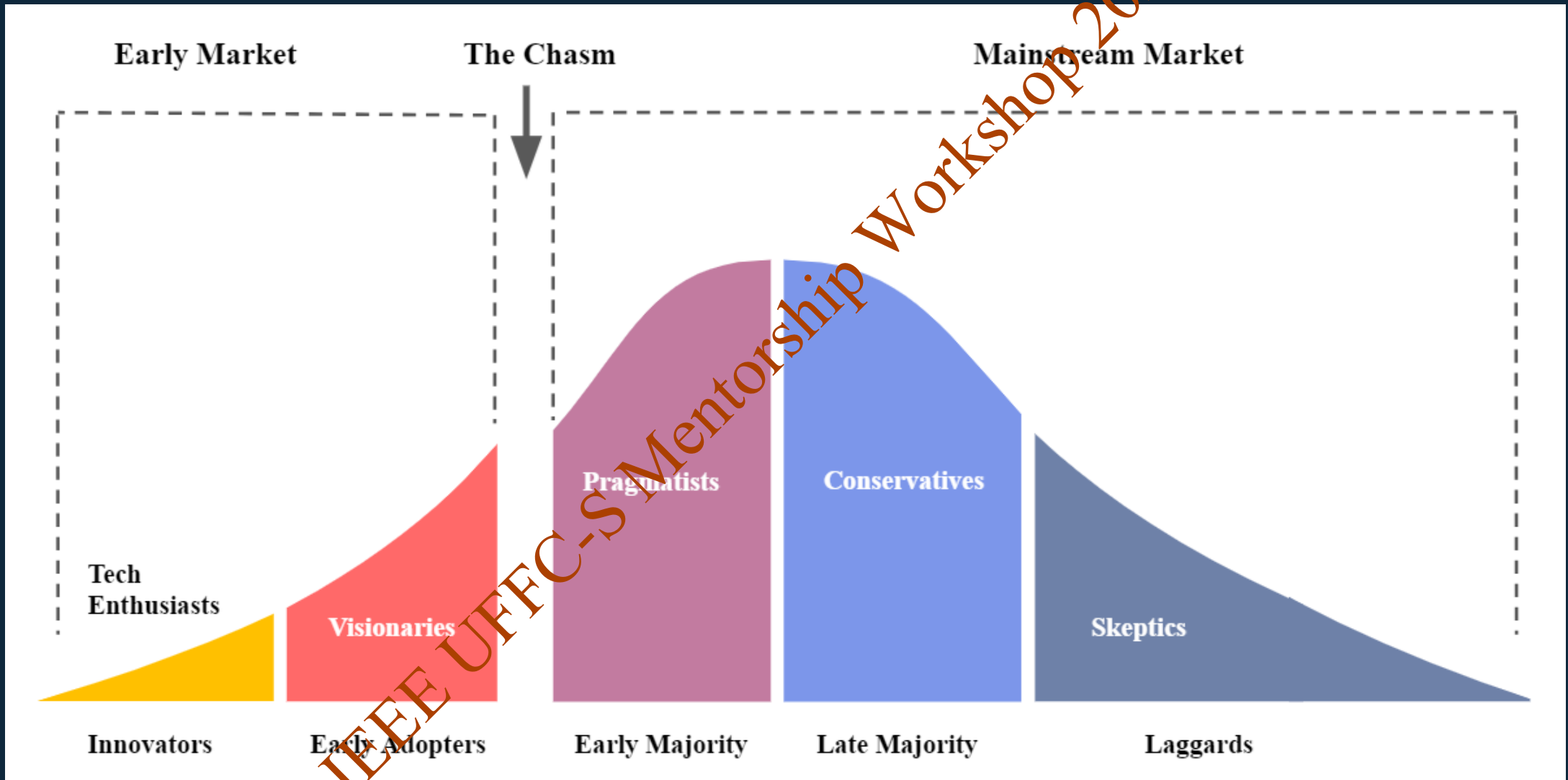


Career as a Product : A Framework

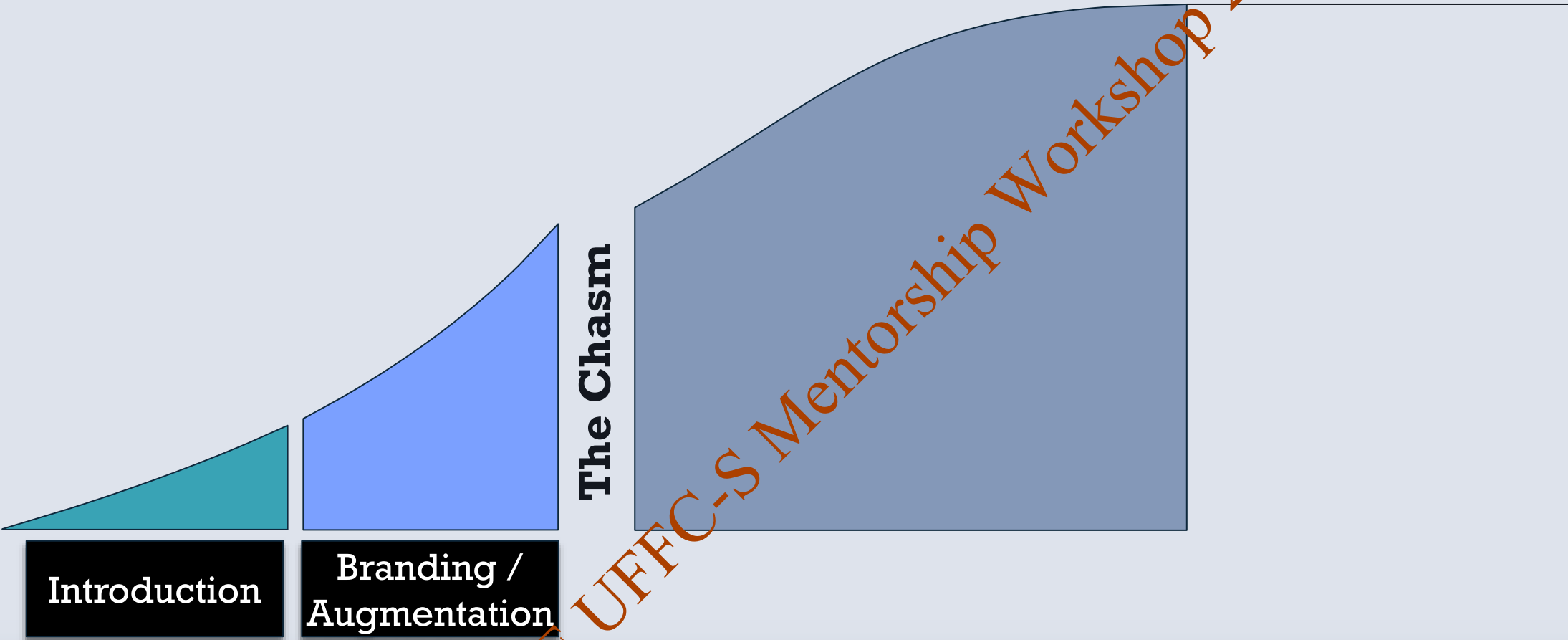
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Technology Adoption Life Cycle



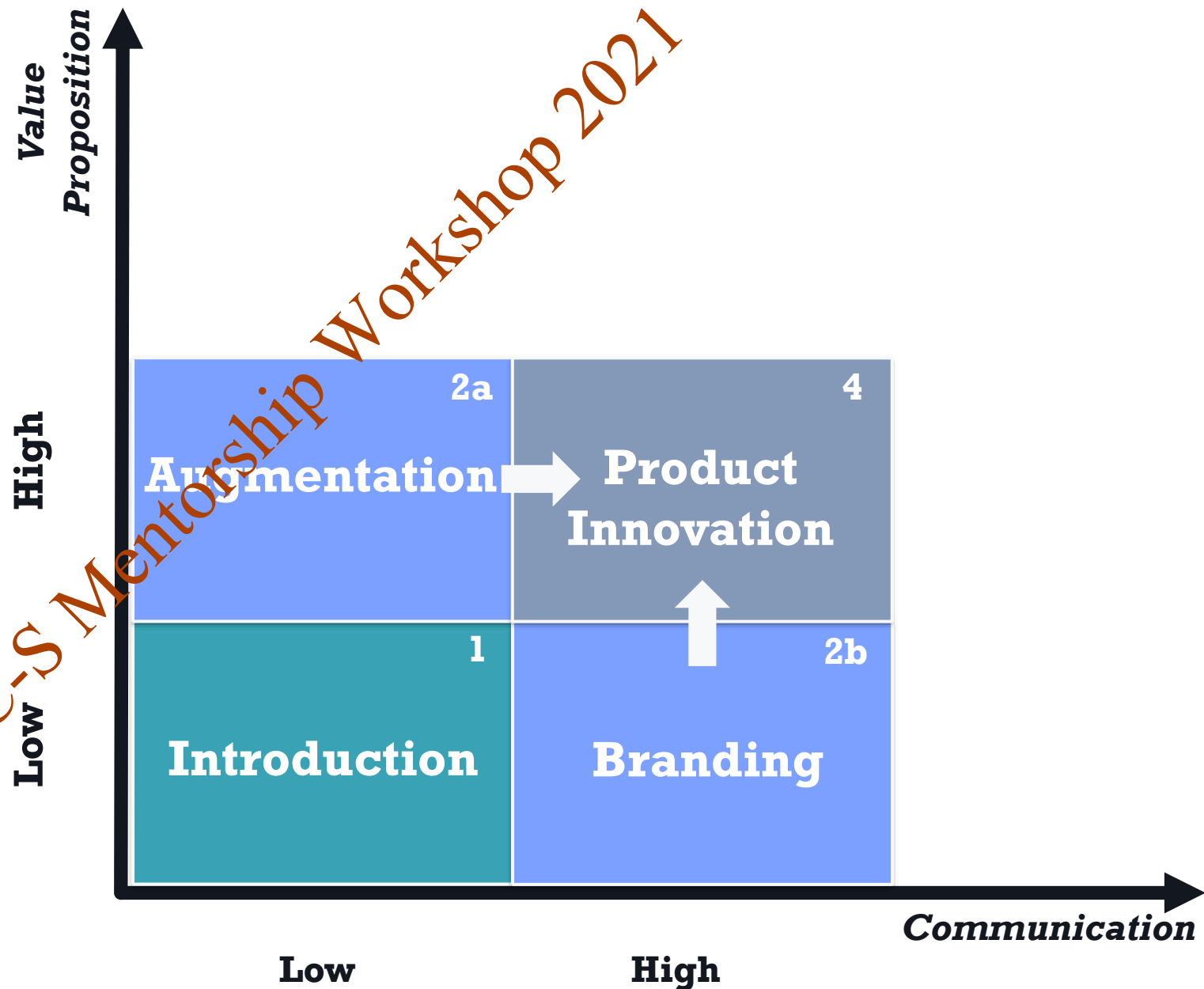
The Chasm (The limiters)



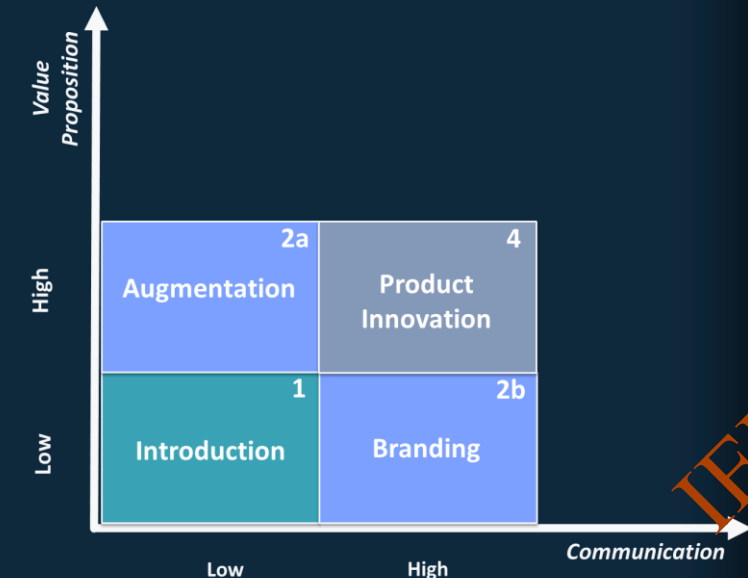
Inspired from 'Crossing the Chasm' by Geoffrey A. Moore

Career as a Product : A Framework

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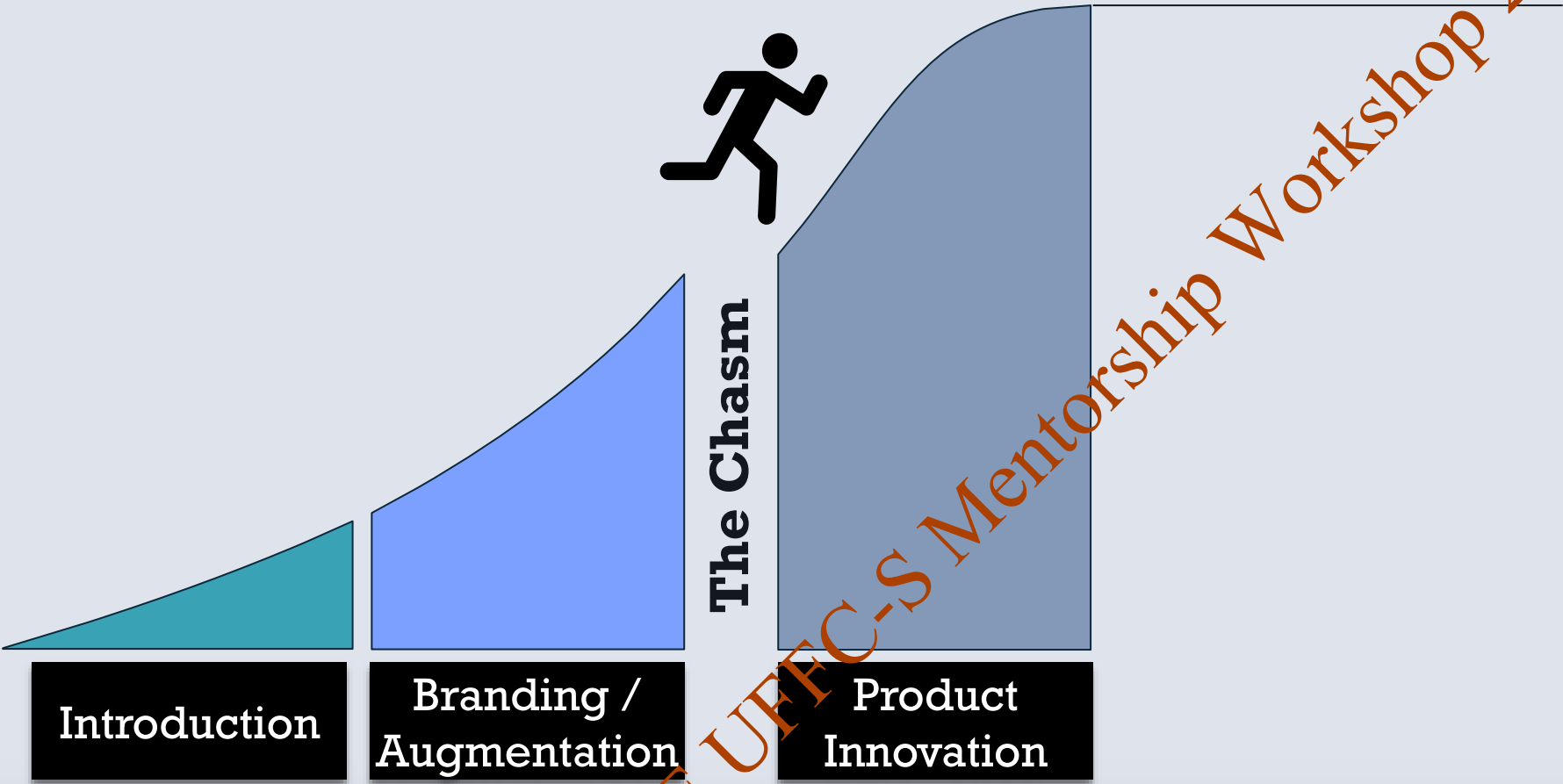
‘Crossing the Chasm’ Phase: Key Takeaways



- **Be Visible**
 - **who knows what you know is important**
- **Ask and You shall Receive**
- **Invest in Inside-Out Connections**

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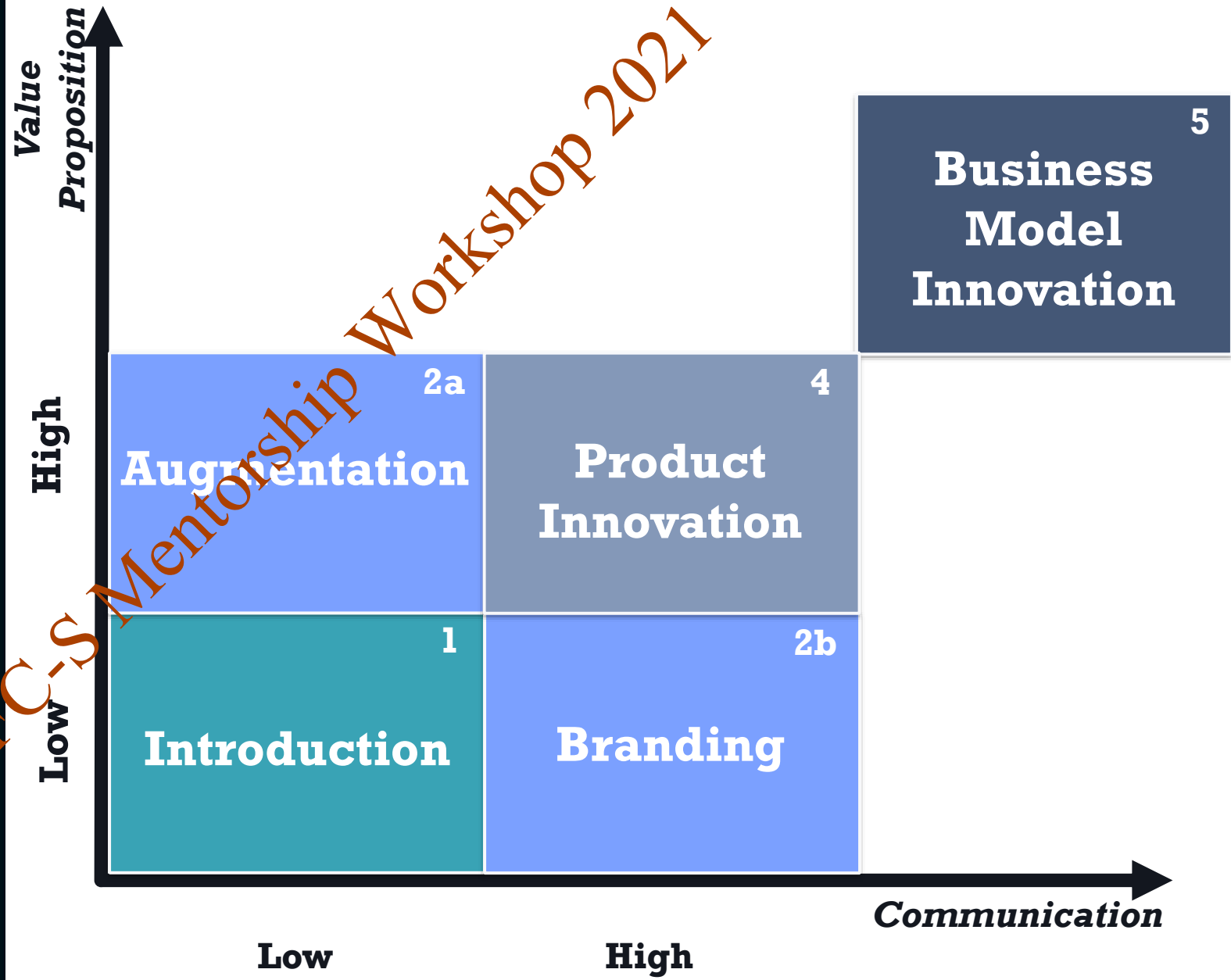
If it can be built, it can be improved



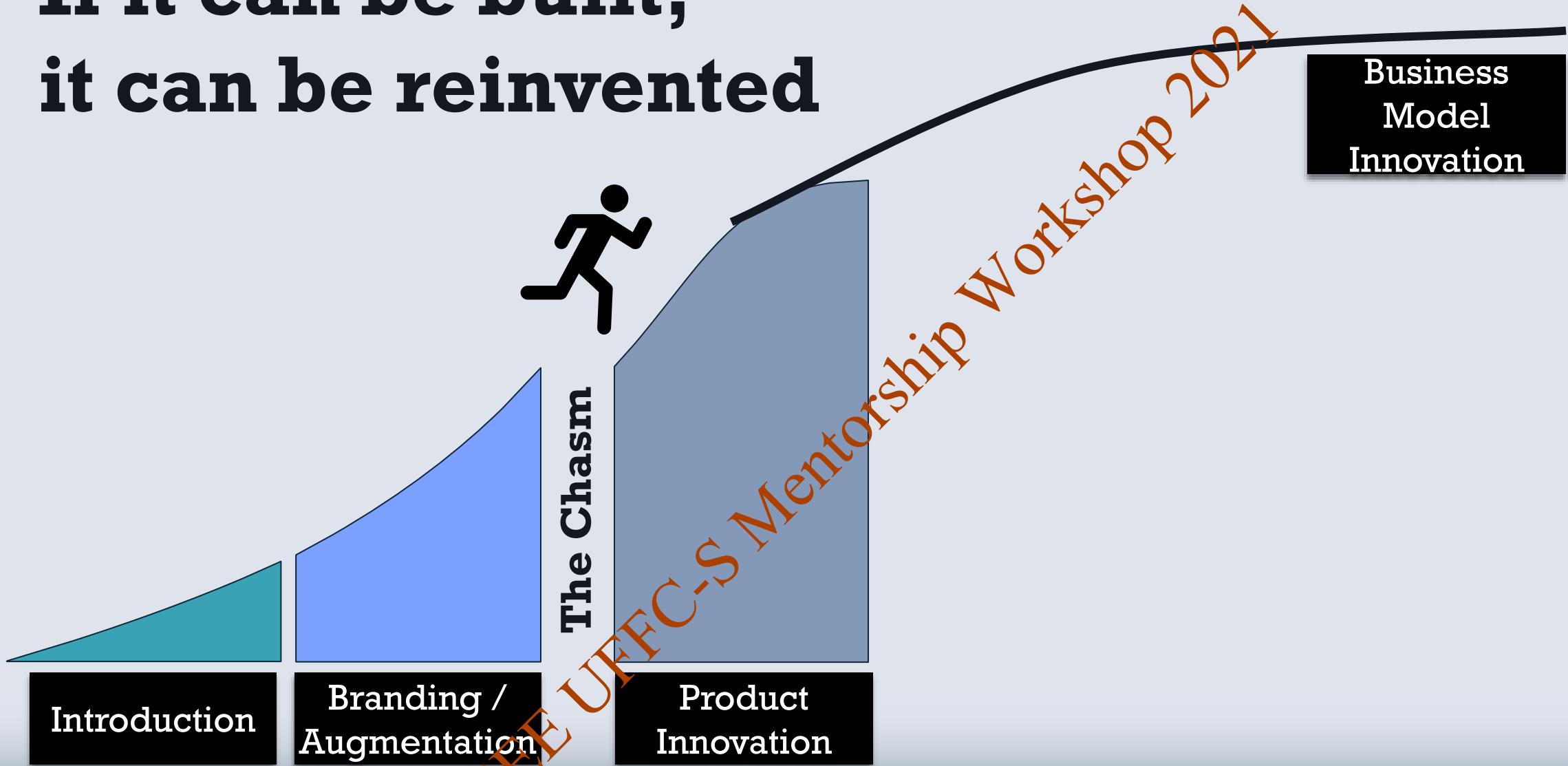
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Career as a Product : A Framework

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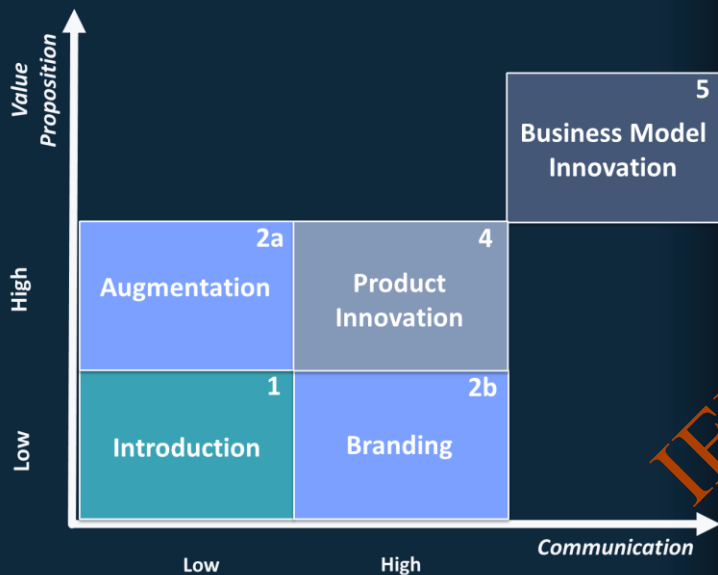


If it can be built, it can be reinvented



Inspired from 'Crossing the Chasm' by Geoffrey A. Moore

‘Business Model Innovation’ Phase: Key Takeaways



- **Set Specific Goals**
- **Throw the Rope to others**
- **Be in an Eternal Beta Phase**

We are all a Work In Progress

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Summary

*If it can be **built**, it most likely is a **product***

*If it can be **built**, it can be **improved***

*If it can be **built**, it can be **reinvented***

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Thank You