Carl Selinger’s
Stuff you don’t learn in engineering school

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Make yourself better every day!

Jeff Immelt – CEO, General Electric

- All generations experience change.
- You cannot predict the future, so don't waste any time worrying about it.
- The challenge you must accept, right now: make yourself better every day.

"Stuff you don't learn in engineering school"
Openers ...

- Welcome to the real world!
- The real world isn’t neat
- There’s never enough time
- Need to learn and apply a toolkit of soft skills
- Find out what works for you
- Hey! Who wants to be a “CEO”?
  You already are the CEO ... of you!

**Remember: technical competency is the core of your career success!**

"Stuff you don’t learn in engineering school"
Important soft skills – a checklist

- Better writing, speaking & listening
- Making decisions
- Setting priorities & managing time
- Being effective at meetings
- Understanding yourself & others
- Working in teams

"Stuff you don't learn in engineering school"
Important soft skills (continued)

- Negotiating
- Being more creative
- Being an ethical professional
- Adapting to the workplace
- Dealing with stress & having fun
- Developing leadership skills
- Taking action!

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Speaking better

- You CAN do it! Learn how & practice!
- Know your subject
- Know your audience
- Keep to time
- Practice, practice, practice!
- Never EVER read – repeat: NEVER!
- Use a/v and handouts if they will enhance
- Join “Toastmasters” www.toastmasters.org

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Dealing with Difficult People

- You know who they are; they won’t go away!
- First you need to spot them!
- You can’t change them.
- Then deal assertively with them.
- Keep monitoring them, try to get them to do the right thing.
- Understand yourself & others (Meyers-Briggs Type Indicator - MBTI)
- Now look in the mirror: don’t you be difficult!

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The Bottom Line for Engineers

- Employers *expect* you to know the technical stuff.
- Your abilities in the soft nontechnical skills will be *discriminators* in getting hired, retained and promoted.
“In a peaceful world” ...

“It’s what you do, not what you say. If you’re not part of the future, then get out of the way.”

John Mellencamp

"Stuff you don't learn in engineering school"
Be the best person and professional that you can be!

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Stuff You Don’t Learn in Engineering School: Skills for Success in the Real World