

Your core skills

Name _____

	ME	HEARD		ME	HEARD
Active Listening really hearing people	☐	☐	Influencing bringing people round to an idea	☐	☐
Adaptability rolling with change	☐	☐	Initiative not waiting to be told	☐	☐
Attention to Detail spotting what others miss	☐	☐	Leadership guiding and supporting others	☐	☐
Communication getting your point across	☐	☐	Organisation keeping track of everything	☐	☐
Confidence backing your own judgement	☐	☐	Patience staying calm when it is hard	☐	☐
Conflict Resolution sorting out disagreements	☐	☐	Problem Solving finding a way through	☐	☐
Creativity thinking of new ideas	☐	☐	Reliability people can count on you	☐	☐
Critical Thinking working things out logically	☐	☐	Resilience bouncing back	☐	☐
Empathy understanding how others feel	☐	☐	Teamwork working well with others	☐	☐

1. Tick **one** skill in **Me**. The one you are most known for.
Stuck? Think of something a friend or someone at home always asks you to do. That counts.
2. Find someone. A friend, a colleague, anyone who will give you ten minutes.
3. Tell them about a time you used it. Ideally one where it was not easy.
4. Ask them what they heard. Their job is to think **what did it take to do that?** and tick it in **Heard**. Aim for two.
5. Look at the gap between the two columns. That is the bit you did not know you had.

What now?

Come back to this once you have done the exercise.

Something someone else saw in me that I would never have claimed

A job or area of tech I did not know existed

Something I already have that I can see a place for in tech

Before the end of the month, I will

One thing. Small enough that you will actually do it. Look up one job title. Message one person. Find one course. Ask one question.

Where could **what I already bring fit?**