

# HOW TO SUCCEED AT YOUR NEXT JOB

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PRESENTED BY THP MUSIC CONSULTANTS, LLC

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# WHAT THE HECK DO I KNOW ABOUT THIS TOPIC?

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

# CSI

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Culture

Self-Improvement

Integrity

# CULTURE

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- 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

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- 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.
  - “Rehearsing the Band – Vol. 2”, ed. Miller
  - “Why Should Anyone Be Led By You?”, Goffee/Jones.
  - “Leading Change,” Kotter.

# INTEGRITY

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- 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

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- Don't be afraid to change climate!
- 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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