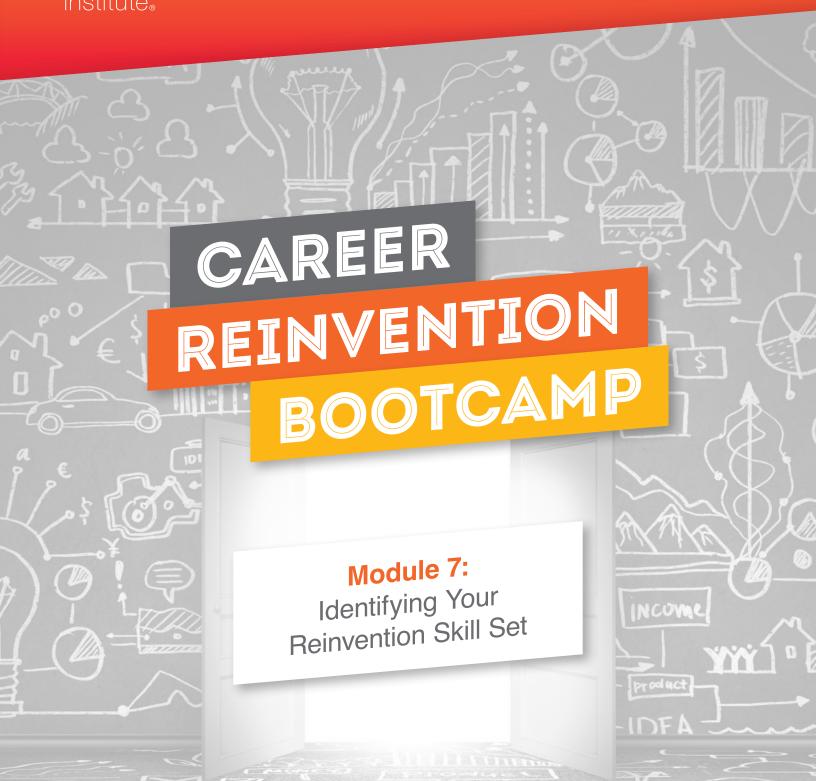
Reinventión institute.



Workbook

# Module 7 Worksheets Identifying Your Reinvention Skill Set

## **EXERCISE 1: Identify What Your Target Career Needs**

the	customers	who kee	p them in	•	or to take	do to create a e advantage fic!	

# The three types of job skills:

- Adaptive: Personality traits such as detail-oriented and enthusiastic.
- Transferable: Skills used in a wide variety of jobs, such as managing people or budgets, writing, negotiating, public speaking.
- **Job-specific:** Skills needed to perform a particular job, such as cooking for a chef, flying a plane for a pilot, or building for a carpenter.

# **EXERCISE 2: Identify What You Have to Offer Your Target Career**

Using the three types of job skills as your guide, take a moment to identify what you have to offer that helps companies in your target career do what they need to do to create and serve the customers who keep them in business, take advantage of new opportunities or combat challenges facing the industry.

#### **ADAPTIVE JOB SKILLS:**

1.		
2.		 
4.	 	 
<b>5</b>		 
7.		 
8		
9.		 
10		

#### **TRANSFERABLE JOB SKILLS:**

<b>1</b>		 	
<b>2</b>			
-			
4			
5		 	
6. <sub>-</sub>			
7			
9			
<b>1</b> 0.			
JOB	3-SPECIFIC SKILLS:		
<b>1</b>		 	
2.			
_			
-			
4		 	
5			

### **EXERCISE 3: MINDING THE GAPS**

Take a moment to identify any gaps between what your target industry needs and what you have to offer and brainstorm strategies for filling them:

GAPS		STRATEGIES
	-	
	-	
	-	
	-	