

The Seven Stories Exercise Worksheet

This exercise is an opportunity to examine the most satisfying experiences of your life and to discover those skills you will want to use as you go forward. You will be looking at the times when you feel you did something particularly well that you also enjoyed doing. It doesn't matter what other people thought, whether or not you were paid, or when in your life the experiences took place. **All that matters is that you you felt happy about doing whatever it was, thought you did well, and experienced a sense of accomplishment.** You can even go back to your childhood .

This exercise usually takes a few days to complete. Many people review different life phases in order to capture the full scope of these experiences. Most carry around a piece of paper to jot down ideas as they think of them.

SECTION 1:

Briefly outline below **all** the work / personal / life experiences which met the above definition. Come up with at least twenty. We ask for twenty stories so you won't be too selective. Just write down anything that occurs to you, no matter how trivial it may seem. Try to **think of concrete examples, situations and tasks, not generalized skills or abilities.** It may be helpful if you say to yourself, "**There was a time when I**"

RIGHT

- Got extensive media coverage for a new product launch
- Delivered Speech to get German Business
- Coordinated Blood Drive for Division
- Came in third in the Sydney bike race
- Made a basket in year 5

WRONG

- Writing Press releases
- Delivering Speeches
- Coordinating
- Cycling
- Working on projects alone

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- 17
- 18
- 19
- 20

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SECTION 2:

Choose the seven experiences from the above which you enjoyed the most and felt the most sense of accomplishment about. (Be sure to include non-job related experiences also). Then **rank them**. Then for each accomplishment, describe what *you* did. Be specific, listing each step in detail. Notice the role you played and your relationship with others, the subject matter, the skills you used, and so on. Use a separate sheet of paper for each.

If your highest-ranking accomplishments also happen to be work-related, you may want them to appear prominently on your resume. After all, those were the things that you enjoyed and did well. And those are probably the experiences you will want to repeat again in your new job.

Here's how you might begin:

Experience # 1: Planned product launch that resulted in 450 letters of intent from 1500 participants.

- a. Worked with president and product managers to discuss product potential and details
- b. Developed promotional plan
- c. Conducted five-week direct-mail campaign prior to the conference to create an aura of excitement about the product
- d. Trained all product demonstrators to make sure they each presented our product in the same way
- e. Had a great product booth built; rented the best suite to entertain prospects; conducted campaign at the conference by having teasers placed under everyone's door everyday of the conference. Most people wanted to come to our booth

Experiences

1

2

3

4

5

6

7