

CONSULTING UNIVERSITY
BUILDING GREAT CONSULTANTS

MODULE 1. START HERE
SECTION 2. DEFINING SUCCESS FOR YOURSELF

DEFINING SUCCESS

INSTRUCTIONS

First answer the questions below to challenge your thinking about what's most important to you. Second, fill out the value drivers and assign a weight. The total weight must add up to 100%. This forces you to define what is most important—and how much more important it is compared to other things. In the future, you will use this to score consulting opportunities. It will provide you an un-emotional, data-driven approach to selecting projects that fit with your personal value drivers. Finally, if you need help, we've proided some examples.

QUESTIONS TO HELP DEFINE WHAT'S MOST IMPORTANT TO YOU

WHICH OF THE FOLLOWING DO I CARE MOST ABOUT?

You can only pick one—highlight your answer.

- Money
- Flexibility
- Adventure/Travel
- Great work
- Great team
- Work from home
- Other

WHICH OF THE FOLLOWING DO I CARE SECOND MOST ABOUT?

You can only pick one—highlight your answer.

- Money
- Flexibility
- Adventure/Travel
- Great work
- Great team
- Work from home
- Other

AM I CURRENTLY ABLE TO TRAVEL? DOES THIS REALLY FIT WITH MY LIFE/FAMILY RIGHT NOW?

Highlight your answer.

- Yes
- No

WHAT DOES YOUR PERFECT WORK SITUATION LOOK LIKE RIGHT NOW?

Example: My perfect work situation is a long-term project (18 months +) with a bill rate that covers my cost of living plus 25%, at a large corporation where I can be part of a great team and learn. Some travel (domestic and international) would be great, but not required.

VALUE DRIVERS & WEIGHT

You only need to complete the Value Drivers & Weight right now. You will use this chart to rate and compare opportunities.

		Opportunity 1		Opportunity 2		Opportunity 3		Opportunity 4	
Value Drivers	**Weight**	**Score**	**Weighted Score**	**Score**	**Weighted Score**	**Score**	**Weighted Score**	**Score**	**Weighted Score**
Total	**100%**								

EXAMPLE 1: RANDY

WHICH OF THE FOLLOWING DO I CARE MOST ABOUT?

You can only pick one—highlight your answer.

- Money
- Flexibility
- Adventure/Travel
- Great work
- Great team
- Work from home
- Other

WHICH OF THE FOLLOWING DO I CARE SECOND MOST ABOUT?

You can only pick one—highlight your answer.

- Money
- Flexibility
- Adventure/Travel
- Great work
- Great team
- Work from home
- Other

AM I CURRENTLY ABLE TO TRAVEL? DOES THIS REALLY FIT WITH MY LIFE/FAMILY RIGHT NOW?

Highlight your answer.

- Yes
- No

WHAT DOES YOUR PERFECT WORK SITUATION LOOK LIKE RIGHT NOW?

My perfect work situation is a long-term, stable project (18 months +) where I can work from home, because I need to take our daughter to/from school and other activities. If the project is in my town, I can be in the office by 9am—if not, I need to work remote. Money isn't that important because my wife is doing well—but I want to be fairly paid. I really enjoy working with great people on cool stuff, so that is a big preference.

VALUE DRIVERS & WEIGHT

		Opportunity 1		Opportunity 2		Opportunity 3		Opportunity 4	
Value Drivers	**Weight**	**Score**	**Weighted Score**	**Score**	**Weighted Score**	**Score**	**Weighted Score**	**Score**	**Weighted Score**
Work Remote	50%	10.0	5.0	3.0	1.5	5.0	2.5	7.0	3.5
Great Team	25%	6.0	1.5	9.0	2.3	5.0	1.3	7.0	1.8
Fun Work	15%	8.0	1.2	9.0	1.4	5.0	0.8	7.0	1.1
Money	10%	3.0	0.3	10.0	1.0	5.0	0.5	7.0	0.7
Total	**100%**	**27.0**	**8.0**	**31.0**	**6.1**	**20.0**	**5.0**	**28.0**	**7.0**

EXAMPLE 2: KATHIE

WHICH OF THE FOLLOWING DO I CARE MOST ABOUT?

You can only pick one—highlight your answer.

- Money
- Flexibility
- Adventure/Travel
- Great work
- Great team
- Work from home
- Other

WHICH OF THE FOLLOWING DO I CARE SECOND MOST ABOUT?

You can only pick one—highlight your answer.

- Money
- Flexibility
- Adventure/Travel
- Great work
- Great team
- Work from home
- Other

AM I CURRENTLY ABLE TO TRAVEL? DOES THIS REALLY FIT WITH MY LIFE/FAMILY RIGHT NOW?

Highlight your answer.

- Yes
- No

WHAT DOES YOUR PERFECT WORK SITUATION LOOK LIKE RIGHT NOW?

My perfect project is something long-term that I can really sink my teeth into. I have to enjoy the work (and preferrably the team) and I need to make good money. I'm at the point where I don't *need* to work, so when I do, I want to be well compensated for my time.

VALUE DRIVERS & WEIGHT

		Opportunity 1		Opportunity 2		Opportunity 3		Opportunity 4	
Value Drivers	Weight	Score	Weighted Score	Score	Weighted Score	Score	Weighted Score	Score	Weighted Score
Great Work	60%	10.0	6.0	3.0	1.8	5.0	3.0	7.0	4.2
Great Team	15%	6.0	0.9	9.0	1.4	5.0	0.8	7.0	1.1
Money	15%	8.0	1.2	9.0	1.4	5.0	0.8	7.0	1.1
Adventure/Travel	10%	3.0	0.3	10.0	1.0	5.0	0.5	7.0	0.7
Total	**100%**	**27.0**	**8.4**	**31.0**	**5.5**	**20.0**	**5.0**	**28.0**	**7.0**