

# Finding Fulfillment



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# Fulfillment In Your Career (1)

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- Where do you see yourself in 10 years' time?
  - Don't think in terms of your job
  - Your career isn't what you do, but who you are<sup>1</sup>
  - Humility isn't about holding yourself in low esteem, but holding others in high esteem<sup>2</sup>
- What do you do in your spare time?
  - Markets vs. corporations
  - Passion for selling
  - Tribalism

1. Prof. Laurie Hodrick ("Ten Questions" interview in Financial Times), paraphrased  
2. Prof. Clayton Christensen ("How Will You Measure Your Life?"), paraphrased

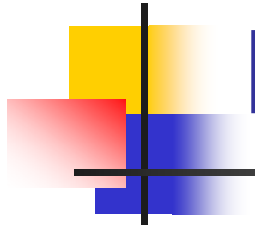


# Fulfillment In Your Career (2)

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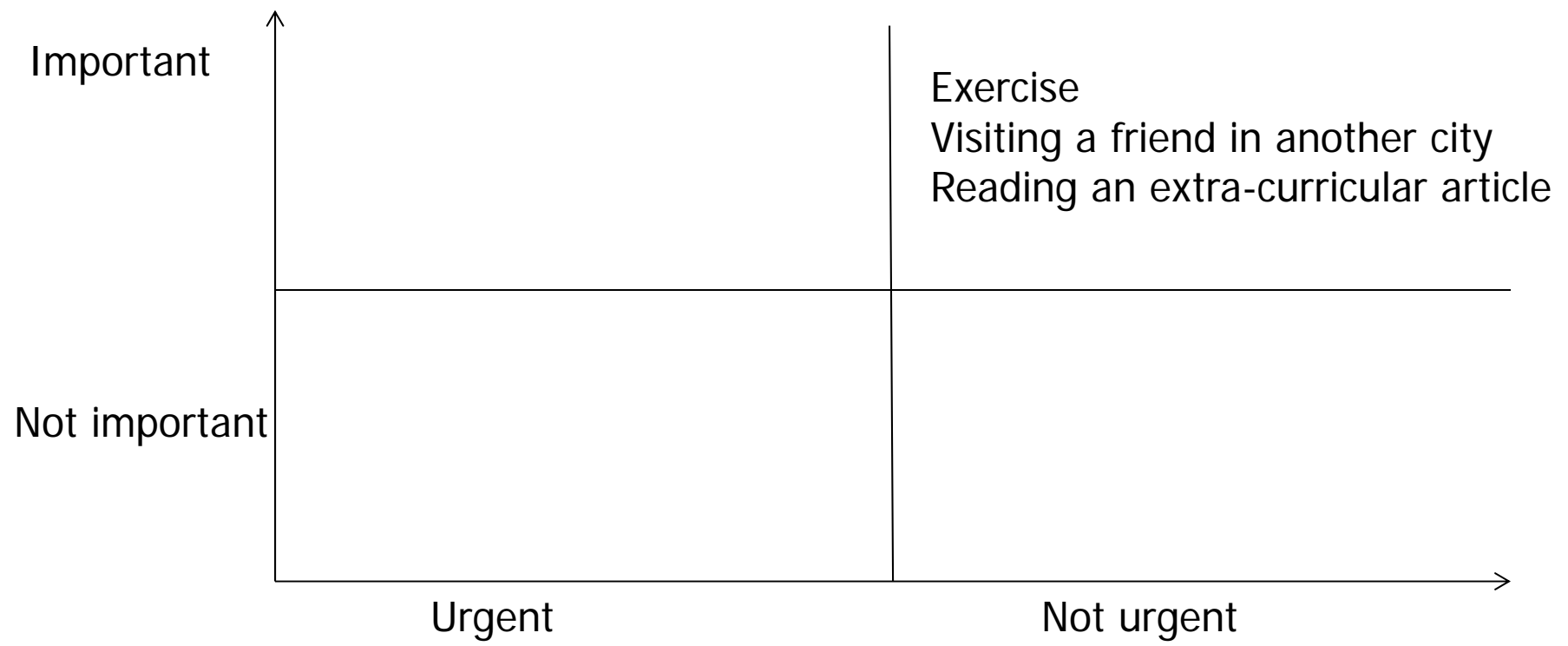
- What are your values?
  - Write a personal mission statement<sup>1</sup>
  - Values are not goals; they are about the “breadth, length, height, and depth”<sup>2</sup>
  - The secret to a happy life – find out what you like to do, and then find someone who will pay you to do it<sup>3</sup>

1. Dr. Stephen Covey (“The Seven Habits of Highly Effective People”)
2. Ephesians 3:18
3. Prof. Greg Mankiw



# Fulfillment In Your Life (1)

- Time management
  - The clock vs the compass



Source: "Seven Habits"



# Fulfillment In Your Life (2)

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- Take rest breaks
  - Busyness is a boast disguised as a complaint<sup>1</sup>
- Practice the discipline of contentment
  - Between stimulus and response is our greatest power - the freedom to choose<sup>2</sup>
  - Remember the excitement of pre-term
  - Society trains us to be perpetually discontent
  - Abundance mentality vs. scarcity mentality<sup>2</sup>
  - Gratitude list
  - Centering your life around values, rather than goals, helps you to be content

1. Tim Kreider ("The Busy Trap", The New York Times)
2. "Seven Habits"



# Fulfillment In Your Life (3)

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- Stay physically fit
  - Most important and least urgent
- Live life to the full without fear of failure
  - It is impossible to live without failing at something, unless you live so cautiously that you might as well not have lived at all – in which case, you fail by default<sup>1</sup>
  - Many things you pursue most passionately, you get nothing tangible out of

1. JK Rowling (Harvard commencement speech)



# Fulfillment In Your Life (4)

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- Be fully committed to everything you do
  - Excellence is a form of worship
  - Many things you do are not unique

The three people I would most like to hang out with	The three people I would most trust in a business relationship
X	X
X	X
X	X

Source: Prof. Asuka Nakahara (Wharton)



# Further Acknowledgements

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