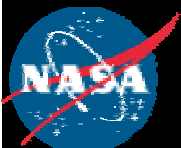


**Gettin' Ready to Go:**



**Thoughts on where you are and  
where you should be:**

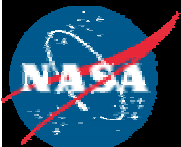
**Dr. Jon H. Arvik**



## ***First, though: “I wanna talk about me”\****

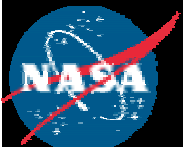
- **Gas pumper and windshield cleaner, farm worker, laboratory technician, student, teacher, military officer, student again, more military service, student again, field researcher, laboratory manager, field product development researcher, product development manager, regional product development manager, manager of regulatory and legislative issues, environmental affairs manager, President and Principal Investigator for consultant company, Chief Technologist for academic research organization, Division Chief for Federal Agency, adjunct Professor at four Universities in ag, remote sensing, environmental science, computer science, engineering, member of three Boards of Directors and numerous technical advisory Boards. Was hired and fired, and hired and fired others.**

**\*thank you, Toby Keith**



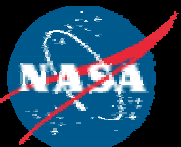
“So what”,  
you say?

..so you can make a decision.....



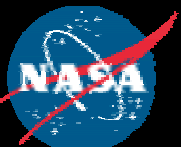
# *Getting' ready to go where?*

- **Into the real world....  
because this ain't it....**



## *In the Real World:*

- **You expect to have a job.**
- **You expect to earn a living.**

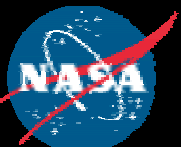


**Maybe...**

**I can help you with that...**

**What do you want?**

**What do you need?**

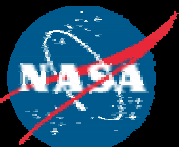


# Probably...

- **You want a reasonable standard of living...**
- **You want a good quality of life...**

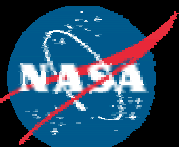
**...and that means...**

**You want a decent income...**



# **You probably also want:**

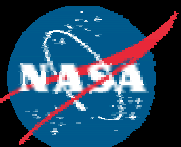
- **A job you enjoy...**
- **One where you feel like you make a difference...**
- **One where you are recognized and respected for your contributions...**
- **One where you are rewarded for your efforts...**





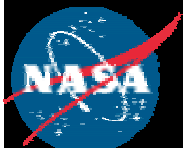
**and...**

**A reasonable degree of stability  
and job security.**



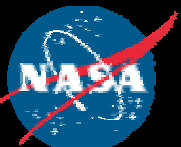
**Yeah, well....**

**Don't we all???**



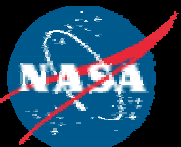
# **That pretty well covers the “wants”**

- **Let’s talk about the “needs”:**
  - **To get your wants, you need to:**
    - Be prepared for life outside your safety net.**
    - Be prepared to find a job and keep it.**
    - Be prepared to defend yourself.**
    - Be prepared to make decisions.**
    - Be prepared to act.**



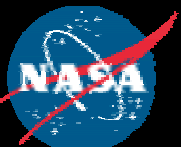
# **“Life outside your safety net”**

- **Away from home...**
- **Away from the University...**
- **Away from your friends....**
- **Away from your mentors...**
- **Away from here....**



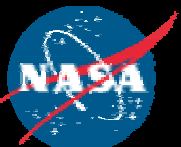
# **“prepared to find a job and keep it”**

- **An employer will expect:**
  - **That you can do something that he/she needs done.**
  - **That you are the best he/she can find to do it for the amount he/she is willing to pay.**
  - **That you really will do it.**
  - **That you’re there when you’re needed.**
  - **That you ask for help when you need it.**
  - **That you give help when it is needed.**



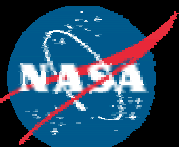
# and...

- **That you are a decent human being...and act like one.**
- **That you won't disrupt the workplace..**
- **That you play well with others...**
- **That you represent him/her in a positive manner.**



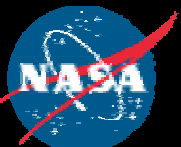
# **“be prepared to defend yourself”**

- **In the workplace, you are in competition:**
  - **With your peers...**
  - **With your supervisors...**
  - **With your staff...**
  - **With other individuals, organizations and teams...**
- **Some will perceive it to be to their advantage for you to not succeed....**



# Your work:

- Shows who you are...and what you can do....
- Reflects your attitude...
- Represents you outside of your group...
- Is the foundation upon which you are judged..
- Is the basis on which your boss can get you a promotion, or a raise, or a bonus, or an “attaboy”...
- **Determines your future....**

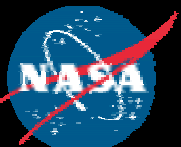




# Your work, both academic and employment:

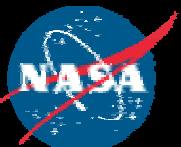
- Determines *part* of your reputation...

...but not all of it....



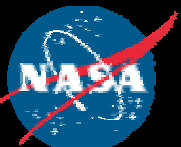
# The rest comes from...

- **Interpersonal skills...**
- **Communication skills....**
- **Your ability to recognize problems and opportunities...**
- **Your political survival skills...**
- **Your attitude towards the work...**
- **Your attitude towards your boss(es)...**
- **Your attitude towards others...**
- **Their attitude towards you...**



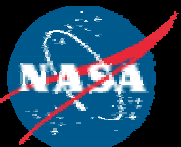
# Your reputation:

- **Determines your future...**
  - **Don't mess with it....**
  - **If it's bad, change it...**
  - **Control it....only you can....**



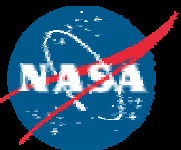
# “be prepared to make decisions”

- Every minute of every day, 24/7, you *will* make decisions...
  - Decisions about *what can* be done
    - *If* it should be done..
    - *How* it should be done..
    - *Who* should do it..
    - *Why?*



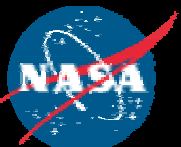
# Decisions about:

- **You and your future..**
  - **Is this a problem or an opportunity; a stepping stone or a stumbling block?**
- **Your family...**
- **Your friends and associates..**



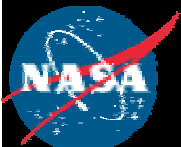
# **“be prepared to act”**

- **Thoughtfully...**
- **Quickly, when appropriate..**
- **With confidence..**
- **Forcefully, when required...**
- **In your own best interest....**
- **Without malice towards others....**



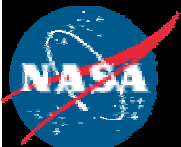
**Sometimes...**

**A decision not to act is the act  
itself...**



# **When you're finally on the job:**

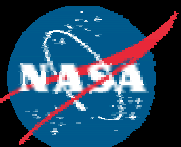
- **Your grades won't matter.**
- **How you performed in class won't matter.**
- **How you you behaved in an academic setting won't matter.**





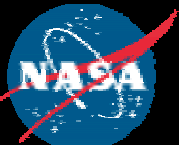
# What will matter is:

- Understanding where you fit into the organization.
- Understanding what the organization is all about.
- Understanding what your part of the job is.
- Understanding what happens if you perform well.
- Understanding what happens if you don't.



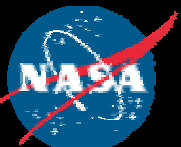
# The perfect employee:

- **Wants to work, and does, and enjoys it.**
- **Is capable in appropriate fields.**
- **Wants to learn, and does.**
- **Grows within the job, and is promotable.**
- **Leads when appropriate, and follows when appropriate.**
- **Understands the relationship between profit and loss.**
- **Sets an example for others to emulate.**



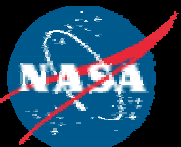
# **“Is capable in appropriate fields”**

- **Like:**
  - **GIS, remote sensing, computer sciences, engineering, basic rules of science, basic rules of economics, communication skills, basic psychology, political acumen, presentation skills, interpersonal skills, language skills, business management, time management, people management, computer skills, leadership skills, teamwork.**



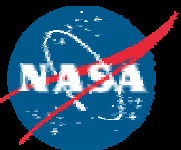
# **If I were coming into the job market today, I would want to be:**

- **Very comfortable with my interpersonal skills..**
- **Very comfortable with written and verbal communications...**
- **Very comfortable with my computer skills...**
- **Very comfortable with my understanding of basic financial and management skills..**
- **Very comfortable with how I am perceived..**
- **Reasonably confident in my abilities...**



**...and**

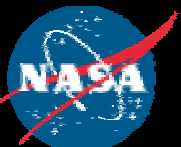
- **Comfortable with my technical skills...**
- **Very good at GIS...**



# Arvik's Laws of Survival

**1. Nice guys finish last.**

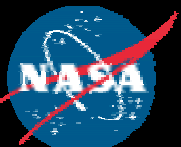
**Corollary: unfortunate, but  
most often true....**



# Arvik's Laws

**2. You get what you pay for.**

**Corollary: that goes for you and your employer, or should.**

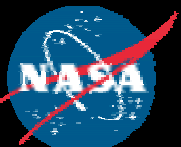


# Arvik's Laws

## 3. There is no free lunch.

**Corollary 1: see Law 2**

**Corollary 2: get it in writing.**





# Arvik's Laws

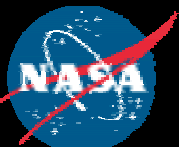
**4. Let no one behind you who would profit from your demise.**

**Corollary 1: watch your back.**

**Corollary 2: Build teams you think you can trust.**

**Corollary 3: Trust no one.**

**Corollary 4: The Truth is Out There.**



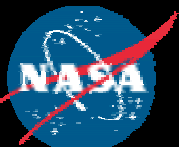
# Arvik's Laws

## 5. Some battles aren't worth fighting.

**Corollary 1: pick your fights.**

**Corollary 2: the race is not always to the swift, nor the battle to the strong, but that's the way to bet.**

**Corollary 3: always give the dog a bone.**

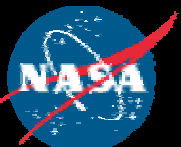


# Arvik's Laws

## 6. Assume nothing.

**Corollary 1: others may not care about what you care about.**

**Corollary 2: just because its important to you doesn't make it important to me; that's a "Universal" law....**



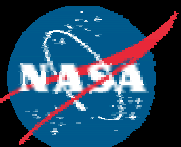
# Arvik's Laws

## 7. Consider the source.

**Corollary 1: some folks are just incredible.**

**Corollary 2: some folks are just unbelievable.**

**Corollary 3: would you trust your reputation to those people?**



# Arvik's Laws

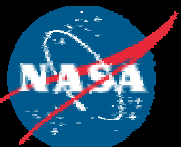
## 8. Be true to yourself.

**Corollary 1: who else knows what you need?**

**Corollary 2: who else knows what you want?**

**Corollary 3: who else cares enough to make a  
difference in your life?**

**Corollary 4: if you don't care, who will?**

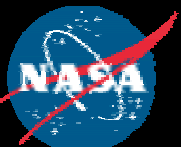


# Arvik's Laws

**9. Ask no questions to which you don't want the answer.**

**Corollary 1: if possible, know the answer before you ask the question.**

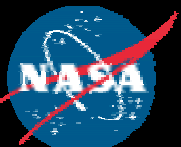
**Corollary 2: within the safety net, there are no dumb questions.**



# Arvik's Laws

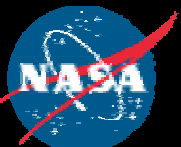
**10. Education doesn't cure stupidity.**

**Corollary 1: education can cure ignorance, but stupidity is forever.**



**We've talked about your wants and needs, and some for your employer.**

- **What do your professors want, and need?**
  - **FINISH YOUR PROGRAM!!!!**
  - **Get a job.**
  - **Represent them and your University positively, with honesty and integrity.**
  - **Publish your results.**
  - **Give credit where credit is due.**

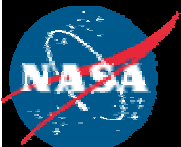




**...and**

**Make them proud of you.**

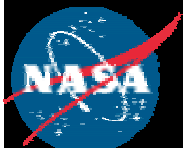
**Be proud of them.**





**They will remember you....**

**You remember them.**





?

