

Personal Value Proposition Worksheets

TAKE 1:

Market Needs (answer per role or across a group of similar roles)

Top Strengths Sought:

Top Needs for the Role(s) (ideas to be generated, problems to be solved, connections to be made, risks to be managed, etc.):

What Else is Needed Be Successful in the Role(s):

Personal Value Proposition Worksheets

Benefits I Can Bring to My Target Organization(s): Take 1

Benefit #1:

Benefit #2:

Benefit #3:

Benefit #4:

Accomplishments that Demonstrate the Benefits I Can Bring

Accomplishment #1:

Accomplishment #2:

Accomplishment #3:

Accomplishment #4:

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Now that you have completed the first set, rate the strength of your match. Are your strengths well aligned with market needs, or do you need to readjust one or the other? If the latter, can you call upon additional strengths without losing authenticity or find another role that is more suitable to your value? Please complete the exercises below and try another set.

Where my strengths and market needs are best aligned:

Where the gaps (if any) lie:

My strategy to close the gaps:

Other strengths I can emphasize that are more aligned to the market needs for these role(s):

Other roles that are more aligned to my strengths:

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TAKE 2:

My Top and Complementary Strengths + My Edge

Top Strengths:

Complementary Strengths and Edge:

Interests/Values/Preferences:

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TAKE 2:

Market Needs (answer per role or across a group of similar roles)

Top Strengths Sought:

Top Needs for the Role(s) (ideas to be generated, problems to be solved, connections to be made, risks to be managed, etc.):

What Else is Needed Be Successful in the Role(s):

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Benefits I Can Bring to My Target Organization(s): Take 2

Benefit #1:

Benefit #2:

Benefit #3:

Benefit #4:

Accomplishments that Demonstrate the Benefits I Can Bring

Accomplishment #1:

Accomplishment #2:

Accomplishment #3:

Accomplishment #4:

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For your second set, you can again rate the strength of your match. Were you closer this time? Does your list of strengths authentically reflect strong skills and talents you hold? Are you accurately perceiving market needs, or does that need to be tweaked again as well? Does the match feel like a strong, solid pair of strengths and needs?

Where my strengths, my priorities and market needs are best aligned:

Where the gaps (if any) lie:

My strategy to close the gaps:

Other strengths I can emphasize that are more aligned to the market needs for these role(s):

Other roles that are more aligned to my strengths and priorities:

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TAKE 3:

My Top and Complementary Strengths + My Edge

Top Strengths:

Complementary Strengths and Edge:

Interests/Values/Preferences:

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TAKE 3:

Market Needs (answer per role or across a group of similar roles)

Top Strengths Sought:

Top Needs for the Role(s) (ideas to be generated, problems to be solved, connections to be made, risks to be managed, etc.):

What Else is Needed Be Successful in the Role(s):

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Benefits I Can Bring to My Target Organization(s): Take 3

Benefit #1:

Benefit #2:

Benefit #3:

Benefit #4:

Accomplishments that Demonstrate the Benefits I Can Bring

Accomplishment #1:

Accomplishment #2:

Accomplishment #3:

Accomplishment #4:

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ONE-PAGE SUMMARY OF MY PERSONAL VALUE PROPOSITION

(to have ready for interviews, client meetings and for Unit 10)

<u>My Strengths and Priorities:</u>	<u>Market Needs:</u>
<u>Benefits I Can Bring:</u>	<u>Supporting Accomplishments:</u>