

**STORYSELLING: BUILDING YOUR CAREER STORY**

**My Key Selling Points (KSPs)**

**Profile Overview:**

**Place of Birth:**

**Undergraduate Major:**

**Undergraduate  
Extracurricular interests:**

**Longtime Hobbies /  
Passions / Interests:**

**Professional Experience:**

Based on above, how would you fill out the grid below?

<b>HARD SKILLS / KNOWLEDGE</b>	<b>SOFT SKILLS / INTERPERSONAL</b>	<b>PERSONALITY</b>
1)	1)	1)
2)	2)	2)
3)	3)	3)

Please create a 1-sentence **Benefit Summary** (how your skills, etc. will benefit a new employer)?

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### Examples of KSP Skills & Personalities\*

HARD SKILLS / KNOWLEDGE	SOFT SKILLS / INTERPERSONAL	PERSONALITY
<ul style="list-style-type: none"> <li>- Analytical (strategic, creative, critical, structural)</li> <li>- Quantitative</li> <li>- Planning</li> <li>- Budgeting</li> <li>- Financial analysis</li> <li>- Statistics</li> <li>- Software (statistical, accounting, others)</li> <li>- Programming</li> <li>- Project planning</li> </ul>	<ul style="list-style-type: none"> <li>- Team engagement</li> <li>- Team leadership</li> <li>- Relationship building (Partnerships / Selling)</li> <li>- Presenting</li> <li>- Public speaking</li> <li>- Conflict management</li> <li>- Negotiations</li> <li>- Cross-cultural management</li> </ul>	<ul style="list-style-type: none"> <li>- Achievement oriented</li> <li>- Action oriented</li> <li>- Collaborative</li> <li>- Friendly</li> <li>- Innovative</li> <li>- Conservative</li> <li>- Detail-oriented</li> <li>- Calm</li> <li>- Extroverted</li> <li>- Introverted</li> </ul>

\* Please use other descriptor words that best illustrate your skills / personality

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