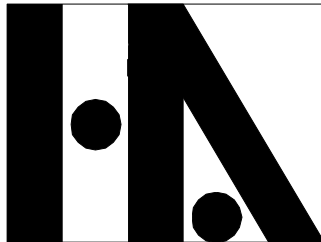


# Applying KM on Yourself

*How Identification and Use of  
Your Invisible Intangible Assets  
Can Positively Impact Your Career*



*Making Invisible  
Knowledge Visible*

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# **Paul's Most Important KM Lesson**

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Individuals know valuable  
things about themselves  
they do not know they know.

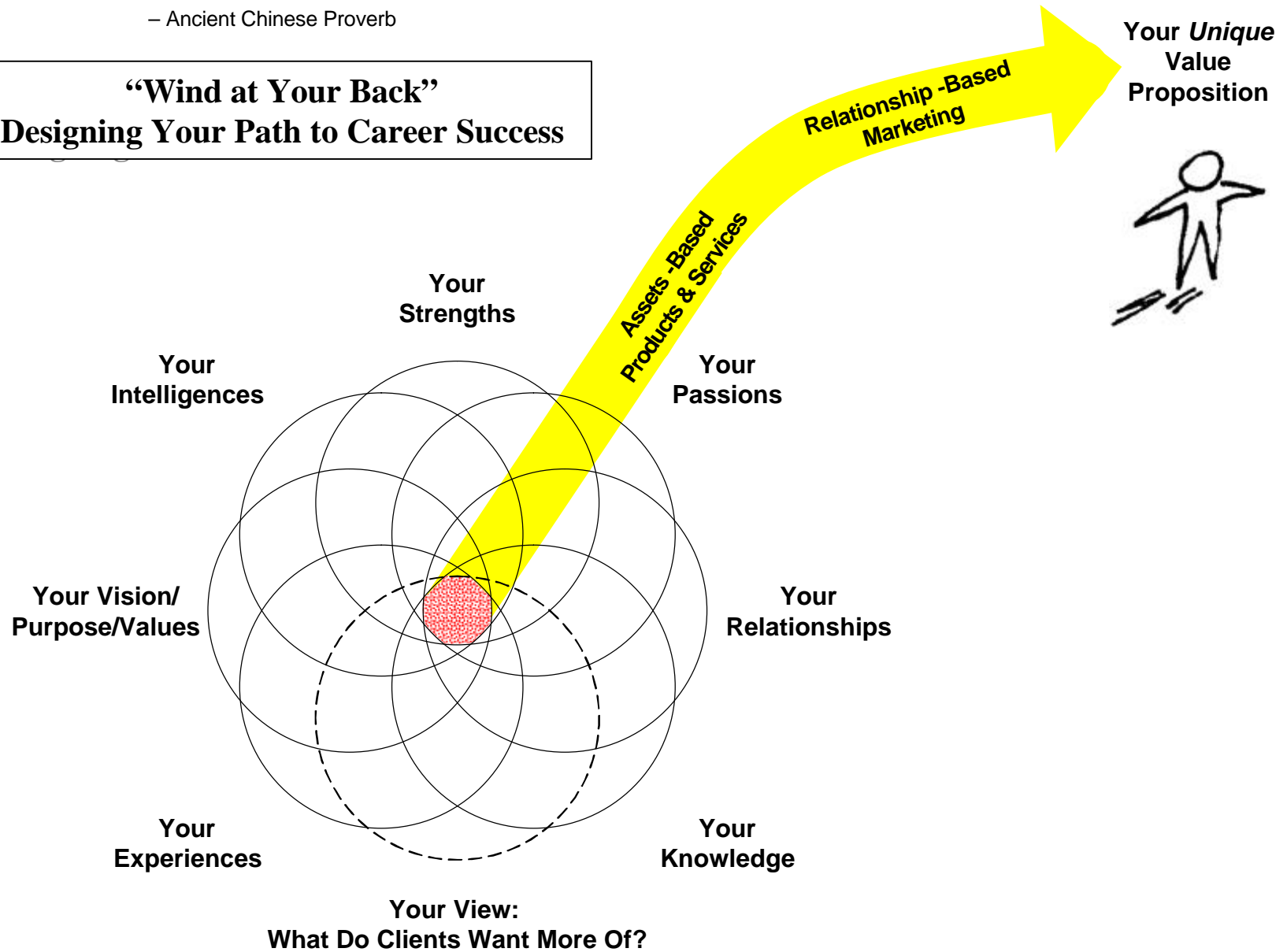
# How Visible Are Your Assets?

	You know	You don't know
Others know	<b>OPEN</b> <i>Assets which all can see</i>	<b>BLIND</b> <i>Assets which you cannot see, but others can</i>
Others don't know	<b>HIDDEN</b> <i>Assets which others cannot see, but you can</i>	<b>UNKNOWN</b> <i>Assets which no one can see</i>

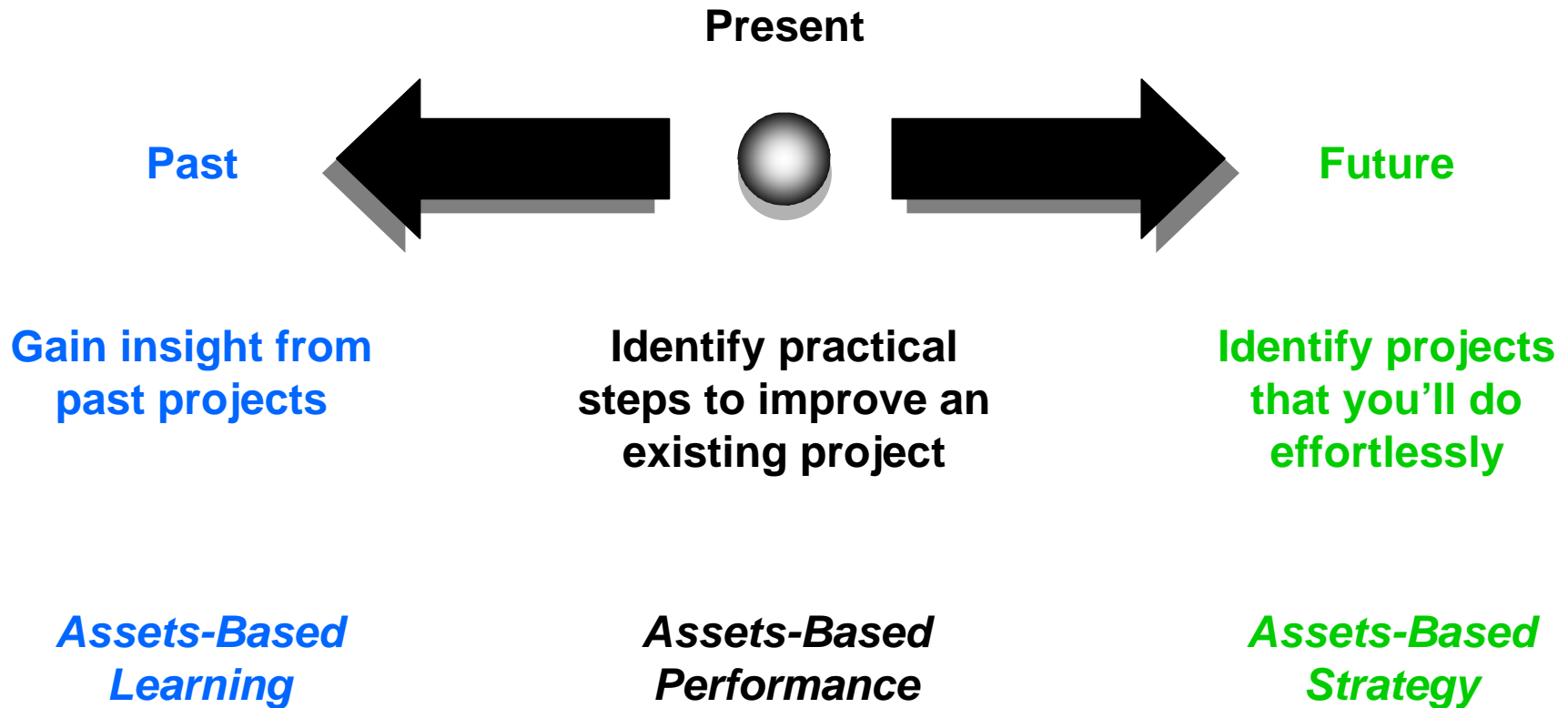
Modified based on: Luft, J. and Ingham, H. (1955). *The Johari Window: A Graphic Model for Interpersonal Relations*, University California. Western Training Laboratory.

"The quickest way to get where you are going is to get the wind at your back."  
– Ancient Chinese Proverb

**“Wind at Your Back”  
Designing Your Path to Career Success**



# Applying Knowledge of Your Diverse Assets



# Lens #1: Relationship of Paul's 5 Core Strengths

