

# Stuff That Works Building Careers

## Chapter 5

### “Dress Code”

Take Action

# **Stuff That Works Building Careers**

## Chapter 5 Take Action: Content

- Identify the hierarchy of your organization.
- Then identify a person at one level below you, at your level, and one and two levels above you. Watch them for a week and write down how they dress. The style the brands etc... Be Specific.
- Then begin to dress for the next level you want to get to. Slowly over time.
- Invest time on [Stuffthatworksbooks.com](http://Stuffthatworksbooks.com)

# Stuff That Works Building Careers

Chapter 5 Take Action: Action 1

Identify the hierarchy of your organization.

## ACTION

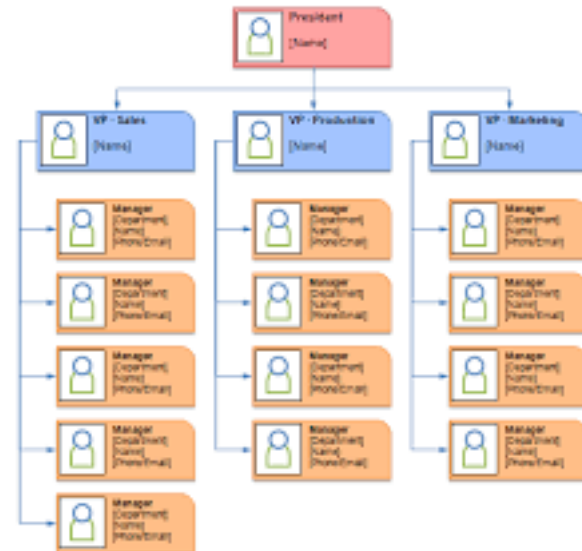
It is important that you know the hierarchy of your organization. You want to know where you fall in that Hierarchy. What the expectations are for each level and how do you advance through the hierarchy.

To do this I try to discuss it with 5 sources. First I get a copy of the org chart. Second I discuss the org chart with my boss. Third I discuss it with my peers. Fourth I ask HR. And finally I discuss it with others outside the organization (suppliers or customers)

The reason I use 5 sources is that what I need to know is not written down. I am looking to understand the unwritten rules of the org. I want to understand the power dynamics and the expectations of others around the hierarchy.

## EXAMPLES

Company Organizational Chart



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Chapter 5 Take Action: Action 2

Then identify a person at one level below you, at your level, and one and two levels above you. Watch them for a week and write down how they dress. The style the brands etc... Be Specific.

### **ACTION.**

In this action we will begin to learn how to look the part we want to play.

First we learn what is expected of us and others.

Then we begin to push the limits and migrate to what we want to become.

Dress is a key indicator by which others will formulate how they think about us.

### **EXAMPLES**

Person	Level	Observations
Sue	Below	Suits no dresses. Nice shoes, Heels but mainstream brands. Hint of perfume.
Michael	Peer	Casual clothes. Dockers and long sleeve business style shirts. Lace up shoes. Watch and wedding ring no other jewelry. Cologne but same at the time not too much
Jim	Above 2	Expensive patterned shirts. Wares a Jacket every day but Friday. Expensive business shoes always shined. Watch, wedding ring and class ring.

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Chapter 5 Take Action: Action 3

Then begin to dress for the next level you want to get to. Slowly over time.

## **ACTION.**

I have found a good guideline to be to dress for the job you want next not the job you are in.

IT is also important not to dress too far up the chain. If you out dress the CEO or a board member it will hurt you not help you.

This is an art not a science. Do not obsess on it. Simply check it out from time to time and insure you are dressing for the next job you want to have,

## **EXAMPLES**



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Chapter 5 Take Action: Action 4

Invest time on [Stuffthatworksbooks.com](http://Stuffthatworksbooks.com) .

## **ACTION.**

This is an easy one.

I believe that each of us can help someone else.

There is so much to know and to experience. You just can not do it on your own. So the best way forward is to share and learn from each other.

Technology makes this so easy today. That is why I built the web site [Stuffthatworksbooks.com](http://Stuffthatworksbooks.com) .

It only reaches its potential if you join in and add the stuff that works that you have found. Please make a contribution today. Help others find the Stuff That Works.

Others have already shared their stuff that works so be sure to check the site often as there is probably something to improve every area of your life.

The community is waiting and growing. I hope you will join in and make a positive difference.

Thank you!

## **EXAMPLES**

### **CONTRIBUTE**

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Easy!

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