

# Profiling the STEM Professional for The New Economy



## The New Economy & The STEM Professional

- Characteristics:
  - Project by Project Work | Heavy Reliance on Freelance SME's
  - Open Access to the jobs Marketplace | Short job tenure mentality
  - Technology
  - Globalization | 24/7 Work

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In Spite of all our Connectivity:

	2009-2010	2011-2012
Actively disengaged	27%	24%
Not engaged	62%	63%
Engaged	11%	13%

ANNUAL COSTS to the US economy : between \$450 - \$550 billion

<http://www.gallup.com/businessjournal/162953/tackle-employees-stagnating-engagement.aspx>

<http://www.gallup.com/poll/165269/worldwide-employees-engaged-work.aspx>

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DRIVER of Disengagement:

## Overreliance on Technology

1<sup>st</sup> time in History – Computers do many things better than humans

HUGE Concern: Rapidly Advancing Technology  
will cause great un- or under-employment

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## WHAT SHOULD CONCERN US

The issue is NOT computer abilities; it is the social necessity that individuals in the workplace and in every aspect of their lives be accountable for the important decisions that define us as human rather than as robots.

**Why?**

**Humans are Underrated**

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## Employer's Top Priorities

Skills employers will need in the next 5 – 10 years:

Relationship Building

Teaming

Co-Creativity

Brainstorming

Cultural Sensitivity

Ability to manage diverse employees

These are the right-brain skills of Social Interaction

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- In the Work places of the United States and the World:
  - Interpersonal needs fulfillment –CRITICAL component of ENGAGEMENT:
    - = Personal Power to be a Great Performer
    - = Understanding of Interpersonal ABILITIES
      - Empathy
      - Social Sensitivity
      - Collaboration
      - Story Telling
      - Leading
      - Relationship Building

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*Empathy Social Sensitivity Collaboration Story Telling Leading Relationship Building*

- **The Ocean Cleanup.Com** – Boyan Slat (21 years old)  
– from The Netherlands
- The Problem



### The plastic pollution problem

- ▶ Millions of tons of plastic have entered the oceans (UNEP 2005)
- ▶ Plastic concentrates in five rotating currents, called gyres (Maximenko et al., 2012)
- ▶ In these gyres there is on average six times more plastic than zooplankton by dry weight (Moore et al., 2001)



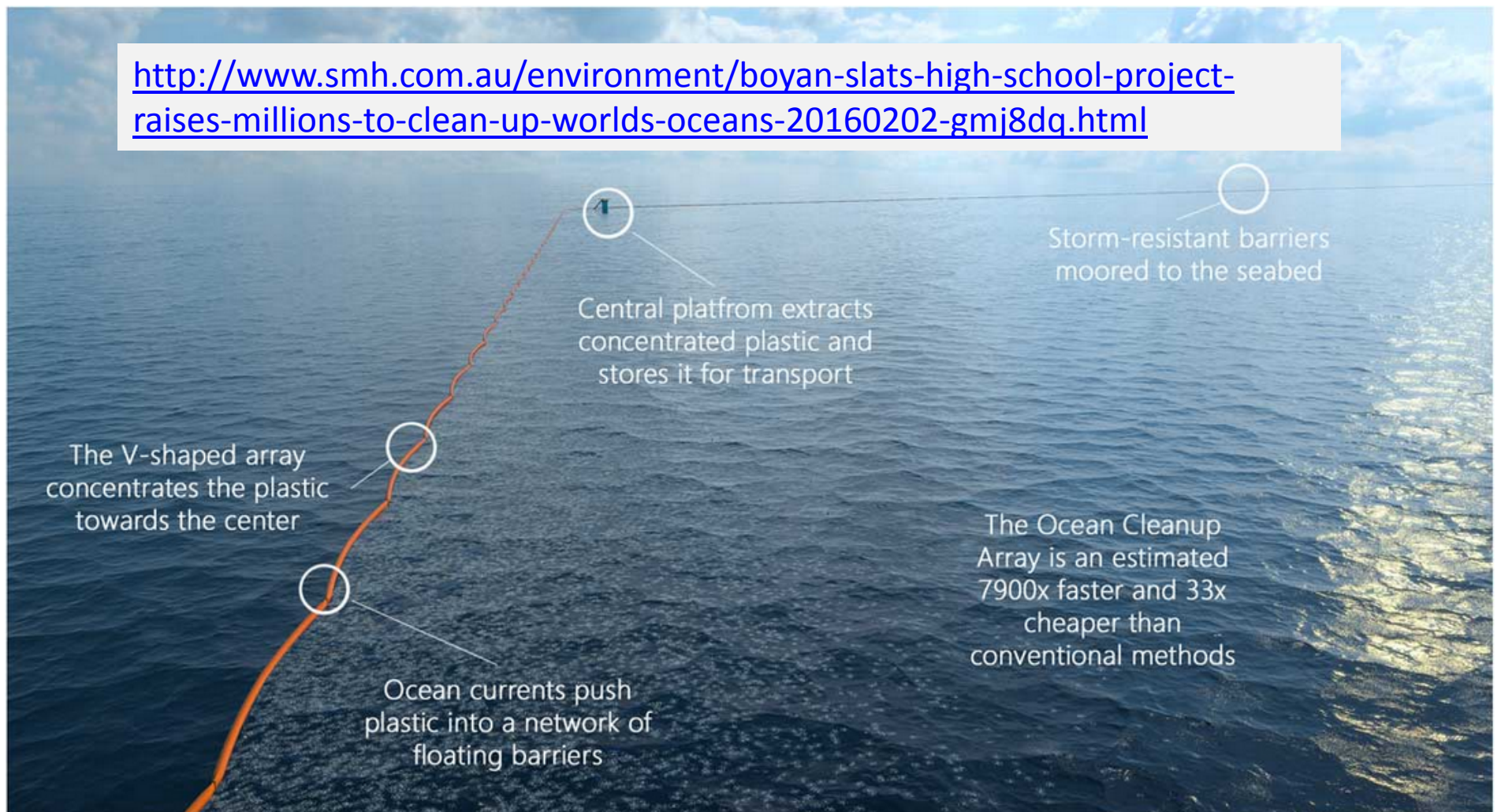
## The New Economy & The STEM Professional

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- Boyan built an International team of 24 seagoing vessels of all types and sizes with the goal to collaborate to clean the Oceans of Plastic
- **Mission:** The Ocean Cleanup is aimed at environmentally friendly, large-scale and efficient removal of plastic pollution from aquatic ecosystems, while increasing awareness by simultaneously communicating this process intensively.

- **Technology** - Ocean Cleanup Array : [www.theoceancleanup.com/the technology/](http://www.theoceancleanup.com/the technology/)

<http://www.smh.com.au/environment/boyan-slats-high-school-project-raises-millions-to-clean-up-worlds-oceans-20160202-gmj8dq.html>



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Empathy Social Sensitivity Collaboration Story Telling Leading Relationship Building

- **Social Media** to create awareness / educate toward prevention



### OUR SUPPORTERS



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*Empathy Social Sensitivity Collaboration Story Telling Leading Relationship Building*

- **Crowdfunding** to raise over 2.1 million for the feasibility study
- The Ocean Cleanup's research into the feasibility of its concept indicates that using a single 100 km cleanup array, deployed for 10 years, will passively remove 42% of the great pacific garbage patch. We conservatively estimate this to be 70,320,000 kg. This (conservative estimate) would imply a cleanup cost of € 4,53 per kilo.

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Boyan Slat is an ordinary HUMAN doing extraordinary things

Calling on his fellow humans to set a **Collective Goal** to  
in order to satisfy DEEP Interpersonal NEEDS

Great Performers, like Boyan, in the New Economy are:

Less about

WHAT they KNOW

More about

WHAT they are LIKE



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*Empathy Social Sensitivity Collaboration Story Telling Leading Relationship Building*

INNOVATION- must be driven by a heavy focus on

**PEOPLE**

Use –

CONNECTION – Social Interaction Technologies

GIVE & TAKE a Stake in HUGE Projects

GET a Mentor- BE a Mentor

- Develop
  - Relationship Building – Networking Skills
    - Great Networking Takes
      - Practice – Practice – Practice
    - Have A System
      - GREAT – Acronym
        - G**et a Business Card
        - R**emember key facts about people
        - E**nter names in your tracking System
        - A**lways Follow Up
        - T**hank each person who gives you
          - a piece of advice,
          - a good connection
          - a job lead

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*Empathy Social Sensitivity Collaboration Story Telling Leading Relationship Building*

- HUMANS remain in charge
  - Individuals are accountable for their **Interpersonal** brand
  - Companies filtering Applicants using:
    - higher education; social media reputation; **personality profiling** and skills testing
  - Great Performers **differentiate** themselves through:
    - Authenticity
    - Quality
    - Integrity



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- Don Miguel Ruiz (The Four Agreements):
  1. Be Impeccable with your word
  2. Take nothing personally
  3. Do NOT make assumptions
  4. Do your best each Day

## The New Economy & The STEM Professional

- Next Steps
  - Download this presentation at <http://meirxrs.com/>
  - Register for a chance for a FREE DISCUS personality assessment
  - Keep an eye out for *Seven Ways to Investigate a Prospective Employer*