



USE AI TO ENHANCE YOUR CAREER

PERSONAL DEVELOPMENT FOR HSBC

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1 Setting the Stage

Workshop Objectives

- A. Implementing change in your professional life with the aid of AI

2 Using AI for personal development and job search

Simply Ask

Question:

Dear ChatGPT, how could you help me to explore my career and work on myself?

Answer: I'd love to help you explore your career and work on self-improvement! Here's how I can assist:

A. Career Exploration and Development

- **Understanding Your Interests and Skills:**
 - Identify your strengths, interests, and values through self-assessment exercises and discussions.
 - Suggest tools like personality or career tests (e.g., MBTI, Holland Code).
- **Career Research:**
 - Provide information about various industries, roles, and growth opportunities.
 - Help you explore trending careers or job markets based on your interests.
- **Job Search Strategy:**
 - Assist with creating an impactful resume and cover letter tailored to your goals.
 - Offer tips on networking and leveraging platforms like LinkedIn.
- **Interview Preparation:**
 - Conduct mock interviews and provide constructive feedback.
 - Share common interview questions and techniques for confident responses.

B. Personal Development

- **Goal Setting:**
 - Guide you in setting SMART (Specific, Measurable, Achievable, Relevant, Time-bound) goals for personal or professional growth.
- **Skill Building:**
 - Suggest relevant skills to learn (e.g., technical, soft skills) based on your goals.
 - Recommend online courses, books, or workshops for continuous learning.
- **Time Management:**
 - Help you design effective schedules or routines for productivity.
 - Share tips on overcoming procrastination and staying focused.
- **Confidence Building:**
 - Assist in overcoming self-doubt with affirmations, and small habit changes.
 - Discuss strategies for presenting yourself confidently.

C. Self-Reflection and Coaching

- **Journaling Prompts:**
 - Provide reflective questions to help you gain clarity about your passions and goals.

Get personalised CV coaching

Question:

upload CV – Please suggest corrections along these lines.

Answer:

The `.tex` file has been successfully loaded. However, the previously uploaded PDF version of the CV has expired. If you'd like me to cross-reference the changes with the original PDF, please upload it again. Now, let me analyze and improve the `.tex` file along the lines of my recommendations. Please hold on while I make the adjustments. The `.tex` file defines a CV using macros and conditional formatting, which suggests it is structured for dynamic output (e.g., short vs. long versions). I'll improve the document based on the outlined recommendations: ...

Get suggestions

Question:

Given this CV and the preference for the person to have a leadership role, have independence, remain in Krakow (Poland), have a challenging role and a decent job security; what roles would you recommend to apply for?

Answer: Certainly!

- A. **Chief Executive Officer (CEO):** Dr. De Brouwer has significant experience leading organizations, making him a strong candidate for CEO roles in financial services or consulting firms in Krakow. This position would offer the autonomy and leadership challenges he seeks, along with long-term job security in well-established companies.
- B. **Managing Director (MD) or General Manager:** An MD role in a growing company in Poland could provide both leadership responsibilities and the opportunity to implement strategic initiatives while maintaining independence.
- C. **Chief Operating Officer (COO):** Given his background in operational efficiency and process optimization, a COO role in a dynamic organization could provide a challenging and impactful position.
- D. **Head of Risk Management or Chief Risk Officer (CRO):** Dr. De Brouwer's experience in risk management and financial services positions him well for a senior leadership role in risk management, where he can provide strategic oversight and ensure the long-term stability of an organization.
- E. **Head of Consulting or Senior Consultant in Financial Services:** Leading a consulting firm or division in Krakow would allow Dr. De Brouwer to leverage his expertise while enjoying independence in advising clients on risk, asset management, and business strategy.
- F. **University Professor or Department Head:** With his academic background, including a PhD and extensive teaching experience, Dr. De Brouwer could pursue a senior academic role at universities in Krakow, such as being a professor or heading a department. This role would offer intellectual challenges and job security in an academic environment.
- G. **Research Director or Lead in Data Science/Finance Research:** Leading a research institute or center focused on data science, finance, or behavioral finance at a university or independent research center would allow Dr. De Brouwer to continue to innovate while also maintaining leadership independence.
- H. **Board Member for Financial Institutions or Universities:** His expertise in finance, risk management, and academia makes Dr. De Brouwer an excellent candidate for board positions in financial institutions or universities, where he could offer strategic insights and governance leadership.
- I. **Independent Business Advisor:** With his proven track record in business development and stakeholder management, Dr. De Brouwer could serve as an independent advisor or consultant, offering high-level advice to firms in need of strategic direction, particularly in the Polish market.
- J. **Leadership in Financial Regulatory Bodies or NGOs:** Dr. De Brouwer's deep understanding of financial markets and risk could be valuable in government agencies or non-profit organizations.

Find your preferences

Question:

Given this https://www.de-brouwer.com/assets/courses/hsbc_dev/dev_explore/slides.pdf presentation of Dr. De Brouwer, please design me a quiz to find my preferences.

Answer: you might need to attach the file, but

Here is your Career Preferences Quiz ...

Ask for links

Question:

Given my CV, can you find on the WWW suitable adverts?

Answer: I found several suitable job advertisements for senior leadership positions in Krakow, Poland that align with Dr. De Brouwer's experience and preferences:

- A. **Crossover** offers remote executive leadership opportunities in Krakow, focusing on high-level roles such as CEO and other strategic positions. These roles involve leading with vision, strategic oversight, and innovation. You can explore more at <https://www.crossover.com/job-roles/executive-leadership/poland/city/krakow>.
- B. **Glassdoor** lists several executive management and director roles, including positions that match Dr. De Brouwer's background in financial services and management. Roles like Managing Director and Executive Director are available in Krakow, offering growth and strategic leadership opportunities.
- C. **Stanton Chase** provides executive search services for leadership roles in Poland, helping high-level professionals like Dr. De Brouwer find senior management opportunities. Their focus on top executive roles and consulting might be a fit for his leadership and advisory strengths.

Help with cover letter

Question:

Can you please write me a cover letter for the role XXX

Answer: Certainly!

Dear Hiring Manager,

I am writing to express my interest in the executive leadership role at [Company Name], as advertised. With over 20 years of experience in leadership positions within financial services, risk management, and strategic consulting, I am confident in my ability to contribute to your team and drive meaningful results.

My career includes serving as a CEO and in senior roles such as Chief Risk Officer and Managing Director, where I was responsible for ...

Prepare for the interview

Question:

How can I best prepare for the interview

Answer: To prepare for the MD interview at HSBC, Dr. De Brouwer can focus on the following key areas:

- A. **Understand HSBC's Vision and Strategy:** Familiarize yourself with HSBC's global initiatives, recent financial performance, and long-term goals in areas such as sustainability and digital transformation.
- B. **Highlight Leadership Achievements:** Prepare examples that demonstrate leading large teams, managing risks, and driving organizational success in alignment with HSBC's objectives.
- C. **Industry and Market Knowledge:** Showcase expertise in global financial trends and how HSBC can leverage emerging opportunities to stay ahead in the market.
- D. **Behavioral Questions:** Practice responses to situational and leadership-focused questions, highlighting how past experiences align with HSBC's culture and values.
- E. **Prepare Questions:** Develop insightful questions about HSBC's strategic direction, priorities, and expectations for the MD role.

What skills should I work on?

Question:

Acting as a career coach, can you initiate a discussion to figure out what I should work on first in my actual job to improve my performance?

Answer: To explore your priorities and identify areas to focus on improving performance, consider the following questions:

- A. What are the primary responsibilities of your role? Are there specific tasks or projects where you feel less confident or where feedback has suggested room for improvement?
- B. How is your relationship with your colleagues and manager? Do you feel aligned with their expectations? Are there opportunities to improve collaboration or communication within your team?
- C. Are there skills (technical, leadership, or soft skills) that you believe would enhance your effectiveness? Have you received feedback indicating a need for growth in specific areas?
- D. Are you contributing effectively to your organization's larger goals? Is there an initiative or project you could lead to add value?
- E. Do you feel you're managing your time effectively and prioritizing high-impact tasks? Are there challenges or bottlenecks affecting your productivity?

3 Conclusion about AI use

Conclusion about AI use

- A. **Use it, it is the future:** LLMs can be useful, they have read all the books, websites, blogs, etc.
- B. **Just like with a human coach:** remain in control. It is your life, your career, your choice. Do not give away your agency.