

## Key Things to Remember

Return on Investment (ROI) is the value you are getting in exchange for your scarce resources.

Scarce resources are TIME, ENERGY, EFFORT and MONEY.

ROI is about understanding the value in something like completing a task, developing a skill, practicing discipline, improving your writing skills, etc.

Learn how to properly assess the value in something and how you spend your time.

Sign up for the mailing list to receive information about upcoming S3TEM events.

## Definitions

**Self-Development** is personally committed to and actively works to continuously improve him/herself.

**Sacrifice** is to give something up of value to get something even more valuable in the future.

**Work Ethic** is a set of moral principles a person uses in their job that guide their work behavior, leading them to produce high-quality work consistently and the output motivates them to stay on track.

**Written Communication** is able to write clearly and succinctly in a variety of communication settings and styles; can get messages across that have the desired effect to fulfill an obligation or task.

## Review

Duncan Nugget® #1: Write and Succeed.

You tend to accomplish a lot more when you put your goals, ideas, plans, and the necessary action steps in writing.

## Discussion Questions

ROI is the ability to recognize value in anything you do. In Skill Talk™ episode #23 AI asked “If I do this, what is the potential ROI?” Discuss some ROI(s) that you are getting for the things that you are doing or have done?

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**Interview Question:** What do you see as your major strengths and areas for development? What evidence do you have to support this?

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## Activity

*Total time: 20 minutes*

On a separate sheet of paper or download the Soft Skills Success (S3) Plan at [www.s3tem.com](http://www.s3tem.com) and answer the following questions:

1. What is your main career goal and/or mission in life?
2. Name three to five main things that you want to accomplish in the next two to four years.
3. How will those goals help you to achieve your main career goal or mission?
4. What resources do you need to help you accomplish your goals?

The Soft Skills Success (S3) Plan is a valuable tool that will help you tremendously if...you do the work.