

# Career Journey @ HP How does one manage and succeed

Mark Shaw

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#### **Overview**

- My Journey ...
- My Career @ HP
- Key things that I have had to learn along the way

### My Journey ....

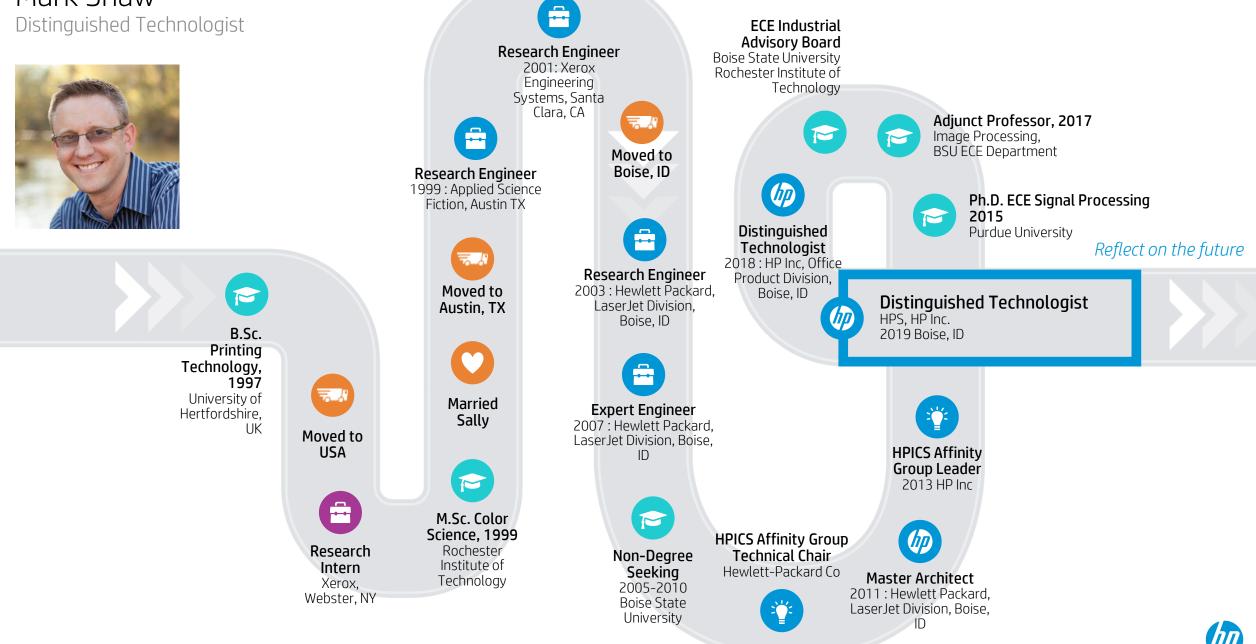
- B.Sc. Graphic Media Studies @ West Herts College, London in 1997
- Masters in Color Science @ Rochester Institute of Technology (RIT), 1997-99
- Worked for Applied Science Fiction, Austin, Texas 1999-2001
- Worked for Xerox Engineering Systems, Santa Clara, CA 2001-2003
- Working for HP Inc. 2003-present
- In 2005 I started working towards a Ph.D.
  - 5 years of bridge classes at BSU
  - Full time at Purdue in September, 2010
  - Graduated in December 2015



Graduation Day Summer 2016



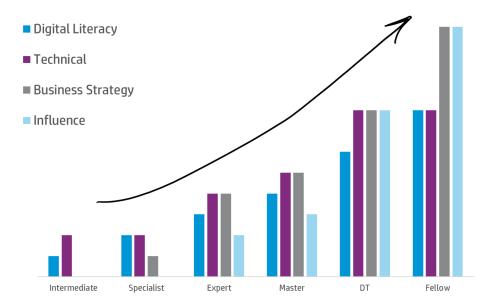
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## The TCP Journey to Customer Value

- Starts long before your start writing a packet
- Key points ...
  - Each level has a clear set of attributes that are being looked for to advance to the next level
  - The higher you advance, the value to the business becomes much more of a factor
  - As engineers it is easy to focus on the details ... DON'T
  - Step out of the details to look at the big picture ... how are you personally contributing to the business?





## Things that I have learned along the way

- Integrity is a core value
- You don't have to know everything ... there are others that you can rely upon
- Know when to pick your battles
  - Treat others with respect even when you disagree, especially cross culture
  - Listen twice as much as you speak
- Be willing to acknowledge when you are wrong
- Tailor your communication style to your audience

