



THE JOB CLOSER

CAR MATRIX

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#	Story Name	Team Failed	Led a Group of Peers	Played an Unusual Role on a Team	Made an Impact	Convinced Someone to Change Their Mind	Burned a Bridge	Had an Interpersonal Conflict	Encountered Resistance	Challenging Situation	Creativity	Took Initiative	Approached Problem Differently	Worked without Direction	Greatest Accomplishment	Greatest Failure/Mistake	Sold an Idea to Someone	Completed Detailed Analysis	Set a Goal and Reached It	Took a Risk	Led a Difficult Team	Analytical	Led Without Authority	Greatest Weakness
1	<p>EXAMPLE: Hand Soap Invention</p> <p>Challenge - consumers not washing hands long enough (<30s) – tasked with solving through marketing or product innovation</p> <p>Action - stubbornly stained hands gave me idea to mock up a color-changing soap. Built support by sharing mock-up with colleagues, then supervisor, then head of group. Wrote up business case for applications and cost</p> <p>Result - got to demonstrate product directly to company founder and given excellent performance rating. Product was later patented</p> <p>Takeaway - Appreciate that ideas can come from unlikely sources, so it pays to “circulate before you elevate” ideas</p>			X			X	X			X	X	X	X	X		X	X				X		

