



We The Sales Engineers

YOUR ANNUAL LEARNING PLAN


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WHAT ARE YOUR GOALS?

GOALS GUIDE US

We learn in order to achieve an outcome. No one ever learned poetry if not to serenade their loved ones and earn some favor. Or learn Math if they are never going to add. That's why the topics we choose to learn should be aimed at helping us achieve our goals. Aim to identify one goal per quarter.

Ex: Have better conversations
about automations with customers 

Q1 Goal:

Q2 Goal:

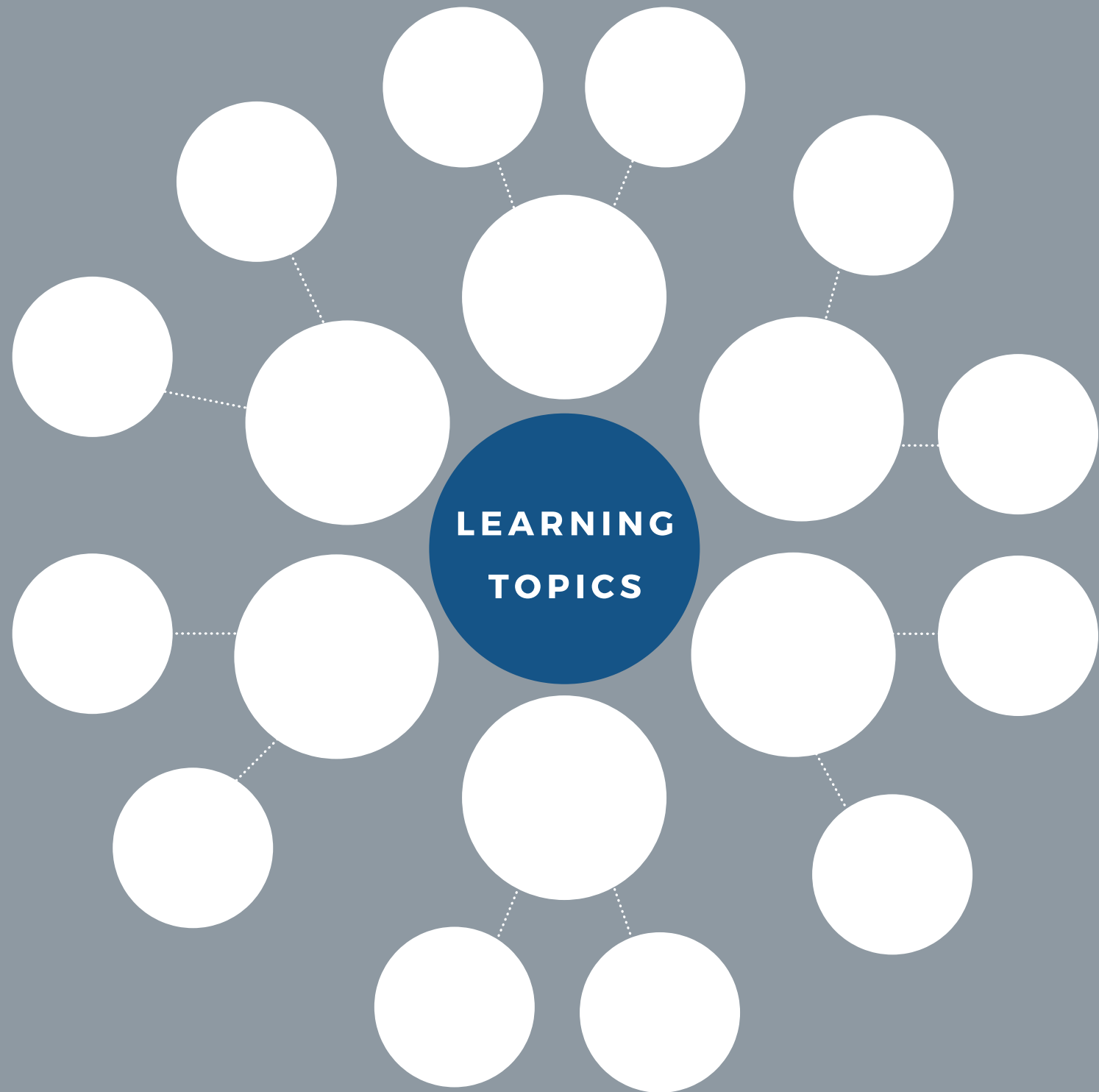
Q3 Goal:

Q4 Goal:

STEP 1: BRAINSTORM YOUR ANNUAL LEARNING GOALS

What to Learn?

The previous section includes some of the goals you want to achieve. This could be to "Discuss Automation in depth with customers" or "Consult on what a network should look like". Based on those goals, we can figure out some of the topics we want to learn, like networking, or automation. Those go in the big bubbles. But within those there are several topics of interest. For networking, it could be routing, or even more specifically, OSPF. Those go in the small bubbles.



STEP 2:

ORGANIZE YOUR LEARNING TOPICS BY MONTH

	LEARNING TOPIC	HABITS TO WORK ON
JANUARY		
FEBRUARY		
MARCH		
APRIL		
MAY		
JUNE		
JULY		
AUGUST		
SEPTEMBER		
OCTOBER		
NOVEMBER		
DECEMBER		

STEP 3:

DIG INTO YOUR 90 DAY PLAN

	JANUARY	FEBRUARY	MARCH
TOPIC			
WEEK 1			
WEEK 2			
WEEK 3			
WEEK 4			
TOOLS REQUIRED (EX: BOOKS, TRAINING, PLURALSIGHT, ETC.)			
DAILY ACTIONS			
WEEKLY ACTIONS			

STEP 3:

DIG INTO YOUR 90 DAY PLAN

	APRIL	MAY	JUNE
TOPIC			
WEEK 1			
WEEK 2			
WEEK 3			
WEEK 4			
TOOLS REQUIRED (EX: BOOKS, TRAINING, PLURALSIGHT, ETC.)			
DAILY ACTIONS			
WEEKLY ACTIONS			

STEP 3:

DIG INTO YOUR 90 DAY PLAN

	JULY	AUGUST	SEPTEMBER
TOPIC			
WEEK 1			
WEEK 2			
WEEK 3			
WEEK 4			
TOOLS REQUIRED (EX: BOOKS, TRAINING, PLURALSIGHT, ETC.)			
DAILY ACTIONS			
WEEKLY ACTIONS			

STEP 3:

DIG INTO YOUR 90 DAY PLAN

	OCTOBER	NOVEMBER	DECEMBER
TOPIC			
WEEK 1			
WEEK 2			
WEEK 3			
WEEK 4			
TOOLS REQUIRED (EX: BOOKS, TRAINING, PLURALSIGHT, ETC.)			
DAILY ACTIONS			
WEEKLY ACTIONS			

STEP 4:

BREAK IT DOWN BY WEEK (PRINT 1 FOR EACH WEEK)

Goal of the week:

How will you achieve it? (i.e., What will you do on a daily basis to achieve your goal?)

Review:

Was your goal achieved?

If no, what can you do to catch up?