A collage of images featuring light-colored wooden blocks and a wooden board with circular holes. The blocks are arranged in a way that suggests they are being used to build or solve a puzzle. The board has several holes, some of which are filled with blocks. The overall theme is one of construction, problem-solving, and staying relevant in a marketplace.

Staying Relevant In The Marketplace.

Morenike Ajayi

(B.sc, M.BA, FCPFA, PRINCE™)

- “The secret of change is to focus all of your energy, not on fighting the old, but on building the new”—
Socrates
- “It is not the strongest or the most intelligent who will survive but those who can best manage change”— Charles Darwin“
- Change before you have to” —Jack Welch
- “Progress is impossible without change, and those who cannot change their minds cannot change anything”— George Bernard Shaw



Post Covid Career & Business Opportunities

Outlines

- Some General Facts
- Lockdown Impact on Employment
- My Change story
- Ways to be ahead of the curve
- Key skills for 2020
- Potential Opportunities
- Next steps



How has Covid19 impacted
on your work?

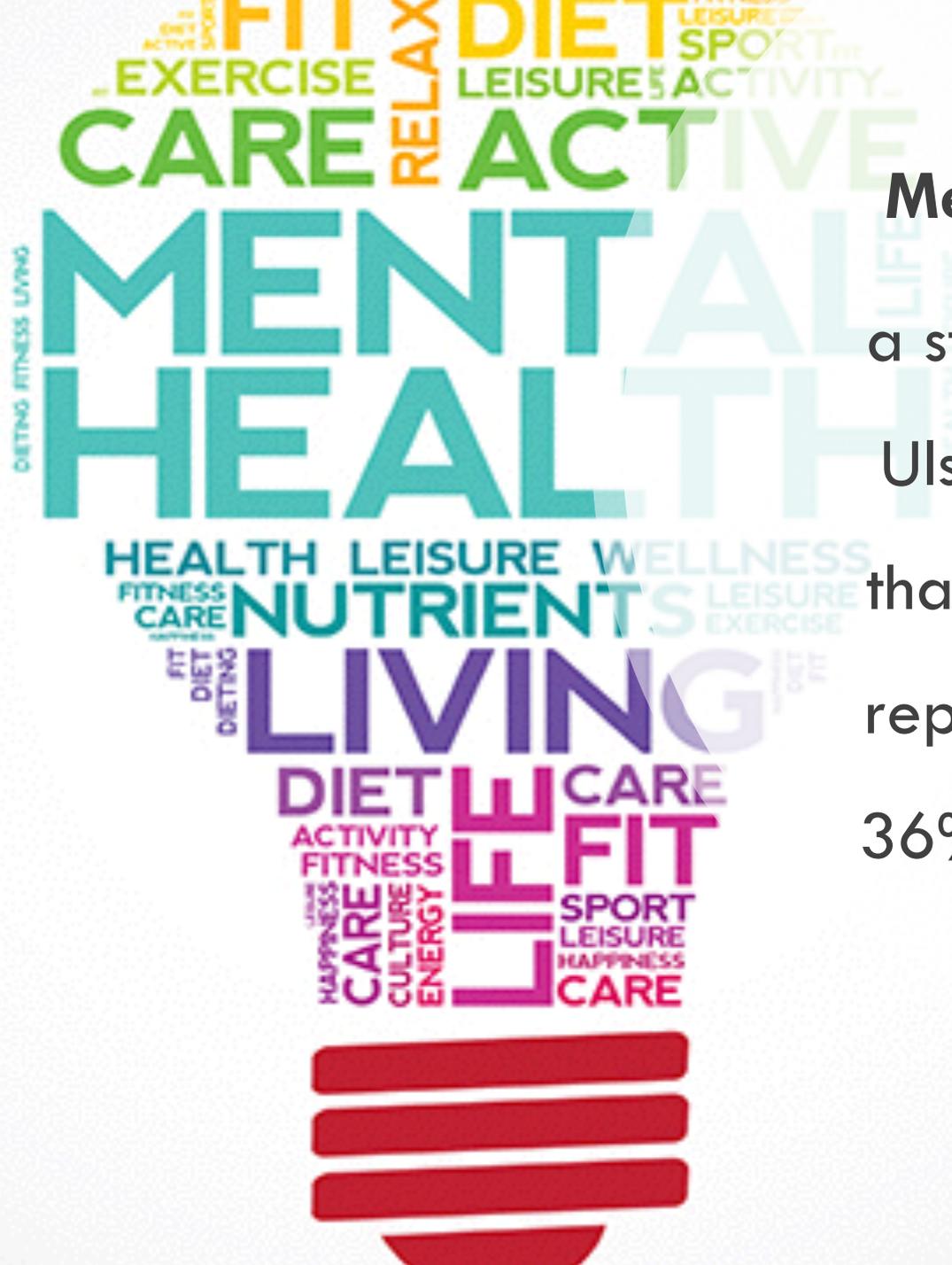
- www.slido.com
- Event code #15214

Change is everywhere
Lets get on with it.

Some general facts

- **Pivoting** - (shift to a new strategy) to a more online Marketplace. Some Global companies want to keep working from home as it leads to real estate cost reduction. – More Remote Working!
- Sectors impacted are so many Education and Retail are two models that stand out in this pivoting
- **Community** - A recent Ipsos Mori survey found that 60% of the public have volunteered to assist others - by charity giving, reaching out to vulnerable neighbours for a chat etc...





Mental health issues –
a study by Sheffield and
Ulster Universities found
that 38% of participants
reported depression and
36% reported significant
anxiety.



■ Money

Experts warn that the pandemic could lead to a steeper recession in the UK than the 2008 financial crisis. More positively, 90% are currently saving money by not doing their usual social activities .



CTMX	0.45	▲	+0.45
FTR	-0.23	▼	-2.34%
CSCO	-1.01	▼	-1.89%
CHK	0.02	▲	+0.21
AAPL	+2.59		
PRTO	-0.01		
AMZN			
TSLA			





■ Travel

This is one of the biggest industries impacted followed by Accommodation, Professional Services and retail industry (Institute for Social and Economic Research (ISER) at the University of Essex)



Health and well-being –

Home workouts has gone up by 26%, including yoga and online classes led by the likes of “body coach” Joe Wicks, whose first PE at home video was watched live by more than 800,000 households.



■ **Family** - Almost 33% of people say they have spent more quality time with their friends and family, and 36% over-65s say they have spent more time on video calls, according to market research firm Mintel.

- 25% have engaged in traditional family pastimes such as board games and jigsaws, with puzzle manufacturers reporting an increase in sales of more than 150% (March/ April 2020 performance).

Even during the lockdown some companies have been growing i.e. Amazon, Zoom, Laithwaite's Wine (300% March/ April 2020), Netflix (16m new accounts since January 2020)

<https://www.bbc.co.uk/news/business-52383193>

NETFLIX



Lockdown impact on Employment

- Furlough
- Redundancy
- Unemployment
- Side lined
- Deployed to unknown territories
- Technology - Automation



- Location
- Outsourcing
- Communication
- Closure of companies
- Mergers
- Takeovers



My Change Story...



Ways to be ahead of the curve

- Understand Your working environment at a Macro & Micro level
- Understand the game being played
- Constantly Self-Assess - Don't drop any balls
- Growth & Positive mindset - Sharpen your axe
- Build Your Professional Network - Strategically & Intentionally Network
- Developing your online presence - Be "Visible"
- Keep a "Success Journal" - Your Achievements
- Have a Mentor - Accountability & Direction
- Leadership – You being able to lead yourself and lead others
- Keep your CV up-to-date

Be Audacious !!!



- Complex problem solving
- Critical thinking
- Creativity
- People management
- Coordinating with others
- Emotional intelligence
- Judgement and decision making
- Service orientation
- Negotiation
- Cognitive flexibility (Agility)

The World Economic Forum reports that you need the ten skills listed here to thrive in 2020:



Potential opportunities area.

- Pharmacy/ Medical
- Digital transformation
- Grocery/ Supermarkets
- Technology – eCommerce Growth
- Logistics & Supply Chain
- Organisational Design





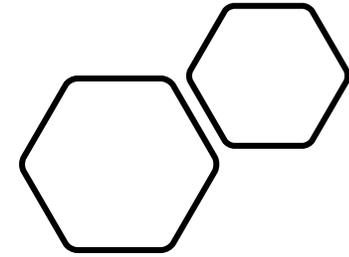
Next Step....

- Expect more change – The new normal
- Think of innovative ways you can add value to your self & company
- Don't hold on to your past (Elephant story)
- Think outside the box (Pebble story)



RESOURCES

- <https://www.standard.co.uk/news/uk/lockdown-impact-uk-covid19-social-distancing-restrictions-a4412026.html>
- <https://www.skillsyouneed.com/rhubarb/job-market-value.html>
- <https://www.weforum.org/agenda/2016/01/the-10-skills-you-need-to-thrive-in-the-fourth-industrial-revolution/>
- <https://www.careermetis.com/top-10-skills-for-the-successful-21st-century-worker/>
- <https://www.flightradar24.com/>



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Every Thursdays at 5pm
Repeats Sun 3pm | Mon 5pm | Tues 5pm