BAG | CAREER PATH

WITT REPORT

Frame the opportunity. Read the room. Measure the Contrast. Align the Win.

INTERVIEW / CONVERSATION TYPE

OPPORTUNITY FRAME

What's important to them — and why?

COMPANY / ORGANIZATION | DATE | ROLE

SINGLE CAREER OBJECTIVE

MY POSITION ☐ Only candidate ☐ Front runner ☐ 50/50 ☐ Zero

FIT + READINESS

Score 1 = weak through 5 = ideal. Don't force a score before you know.

IDEAL ROLE FIT		IDEAL OPPORTUNITY READINESS	
1. Purpose alignment		1. Urgency to hire	
2. Skills match		2. Defined success	
3. Growth path		3. Decision-maker access	
4. Culture signals		4. An advocate inside	
5. Manager I'd learn from		5. Real timeline	
TOTAL / 25		TOTAL / 25	

WHO HAS A SAY

Role = how they see it. Mode = how they feel. Win = why they hire.

Understand their Win. Identify the Improvement. Read their Mode. Close the Gap.

NAME / TITLE	ROLE	DEGREE	MODE	WHAT THEY VALUE	WIN–IMPROVEMENT STATEMENT

STRATEGIST CADENCE

Use curiosity + empathy. Capture their words, not your interpretation.

WHAT What is this role meant to improve?

HOW How is the team handling it today?

WHERE Where does it fall short right now?

IF If this hire went right, what changes?

SUMMARY OF MY POSITION TODAY

Know why they'd hire you. Own what gives them pause. Choose the next move.

STRENGTHS / WHY THEY'D HIRE ME

RED FLAGS / WHAT GIVES THEM PAUSE

BEST ACTION PLAN

WHAT	WHO	WHEN

YOUR CONVERSATION OBJECTIVE

Leave knowing what they want to improve — and who decides what happens next.