

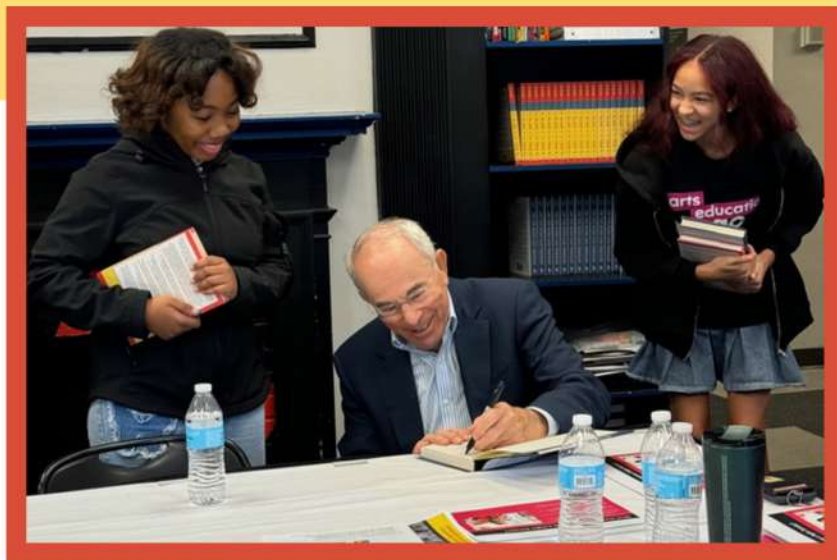
A ROADMAP FOR LIFE



Ed Hajim's Designing Your Life template seamlessly complements the University of Rochester's open curriculum where students are encouraged to explore their interests, their way. Our Designing Your Life course offers a cohort of classmates to navigate this journey together through interactive activities and lively conversations.

— Jodyi Wren, Associate Dean

Gwen M. Greene Center for Career Education and Connections University of Rochester



NJPAC



Hobart and William Smith Colleges



Horatio Alger Association

A ROADMAP FOR LIFE

Dear Colleagues,

You teach your students to think and work, and give them the tools and skills needed for a 21st-century workforce. What if you also could offer them a road map for life?

What if you could help them develop the skills needed to successfully navigate what inevitably will be forks in the road, or major decision points, by making the kinds of decisions that lead to a full and meaningful life?

Building and creating a successful and rewarding future can begin early with a successful life design plan, according to philanthropist, author and former CEO Ed Hajim. To that end, he has developed a curriculum that provides young people with lessons on how to make a successful life, not just a living. It focuses on questions such as “Who am I?” “What do I want to do?” and “Where do I want to go and how do I expect to get there?”

The source material is Ed’s two books, “On The Road Less Traveled: An Unlikely Journey from the Orphanage to the Boardroom” and “The Island of the Four Ps: A Modern Fable About Preparing for Your Future,” as well as his own life experiences. Ed is the son of a Syrian immigrant and was bounced from foster homes to orphanages, facing hardships and struggles. But through education and quality mentors, he broke the cycle. He earned a bachelor’s degree in chemical engineering from the University of Rochester, graduated with distinction from Harvard Business School, served as an officer in the U.S. Navy and spent 50 years as an executive on Wall Street with some of the most well-respected firms, including E.F. Hutton, Lehman Brothers, ING Barings, and Furman Selz. He’s currently the non-executive chairman of High Vista, a Boston-based money management company.

Although most of his business life has been on Wall Street, Ed is also passionate about teaching and education. He believes education is the solution to almost everything, if not everything. He was board chairman for a prominent independent college preparatory day school, president of the Alumni Association of the Harvard Business School, and chairman of the Board of Trustees at the University of Rochester. From these experiences, he has developed a template for a course that is already being used at several universities.

As you will see in the documents that follow, Ed is simply providing a template, and each institution should add its own special elements to meet the needs of its unique student population.

We hope to continue the conversation of bringing Ed’s Life Design Curriculum to your school, as this helps students with their lifelong career management, as well as their individual development. This curriculum encourages students to design a life, not just earn a degree. It could add another dimension to a university education. We can send a complete course description from University of Rochester upon request.

We look forward to hearing from you.

Sincerely,

Ed Hajim



Ed is one of the most effective speakers and teachers that I have ever encountered. Armed with a lifetime of experience and perspective coupled with an innovative approach and outlook, he crystalizes and clarifies priorities for listeners and readers alike. His approach is pragmatic and sensible to a degree not found elsewhere.

—Head of School, Brunswick School, Greenwich, CT

TOM PHILIP

Ed Hajim's gripping talk engaged and enlivened our SHU students to an extent that I rarely see. Each and every one was encouraged by Ed's energizing words about living life purposefully; they even lingered longer after the talk just to share a photo or some words. Hajim's generosity of spirit is something that we need more of in this truly troubled world.

—Associate Professor of English and former Chair, Department of Languages & Literature, Sacred Heart University,

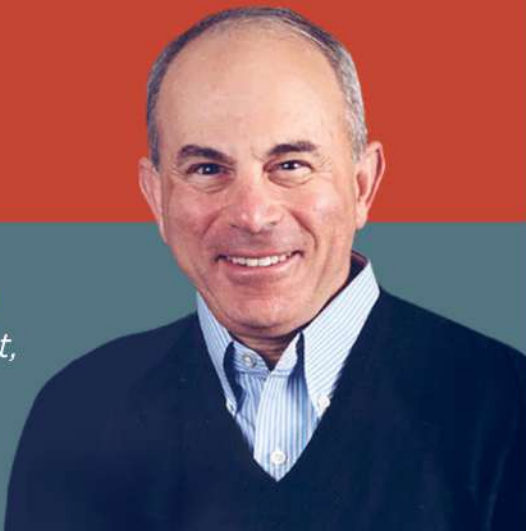
CARA ERDHEIM KILGALLEN

The Island of the Four P..describes the conquest of adversity...Finding your north star, following it, and achieving your major life goals. Most of all, it is about giving back in words and deeds to society and communities...Ed's story will inspire even the most skeptical among us to live every day to its fullest and to give of ourselves in ways that we are yet to imagine.

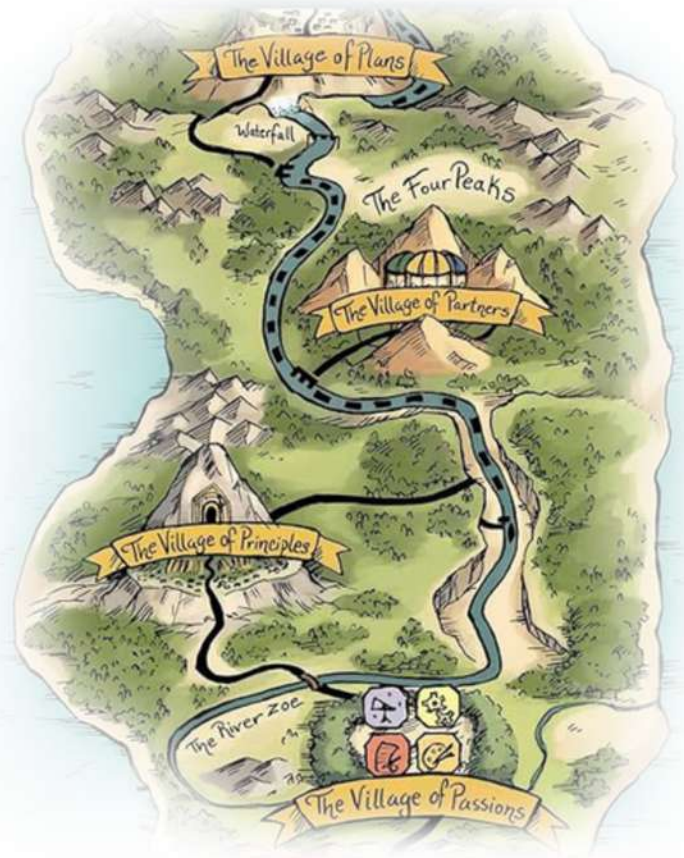
—CEO and President, College of Florida Keys, **JONATHAN GUEVERRA**

Ed Hajim

*Philanthropist,
Author, &
Former CEO*



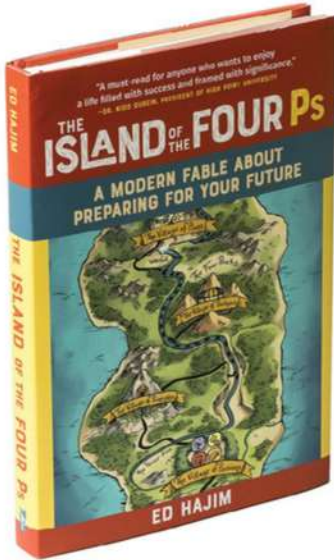
GRADUATE COLLEGE WITH **BOTH A DEGREE** **AND A PLAN FOR** **YOUR FUTURE**



**What if you could
provide your students with
a road map for life?**

Philanthropist, author, and former CEO Ed Hajim has a proven track record inspiring students to understand and apply the most important building blocks to map their personal path—**Passions, Principles, Partners, and Plans**. Ed's **Four Ps** are his inner voice, his gauge to creating a highly successful, well-rounded life that began as an abandoned little boy, tossed between orphanages and foster homes, until he broke that cycle with education and Navy service using his ongoing discipline and self-determination to become a tremendous success.

Ed's latest book *The Island of the Four Ps: A Modern Fable about Preparing for Your Future*, can help students discover their:



- **Passions:** What excites and motivates you? Learn that passions change and how to monitor them throughout your lifetime.
- **Principles:** Find the rules that you want to follow and the lines you won't cross. They provide an important structure and bring organization to your life.
- **Partners:** No individual can succeed alone. Consider the kind of friends, collaborators, and advisers you'll need around you, recognizing that those needs will evolve.
- **Plans:** Find your plans, write down where you want to go and how you plan to get there. Learn how to pay attention to your environment, things that will happen during your lifetime, and try to find a wave or a cycle that you can marry with your passions and principles.

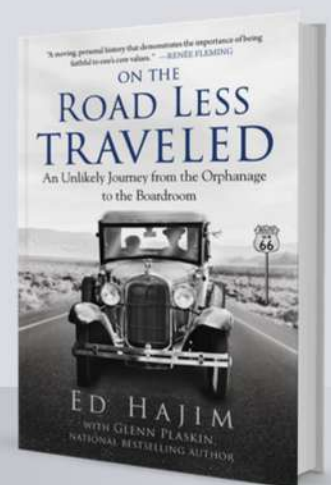
Ed inspires others to believe anything is possible. He has made a profound impact on the lives of our students by sharing his incredible story, wisdom and road map of the Four Ps - empowering them with lifelong tools to navigate their own unique journey to reach their full potential.

—**Director Student Engagement, D'Amore-McKim School of Business at Northeastern University, HEATHER HAUCK**

Although Ed's background is in business and Wall Street, everything he expresses...mirrors the Mission at Sacred Heart concerning the meaning of being human in terms of a whole person—mind, body, and spirit; the search for meaning and purpose; and the commitment to the common good. We need more voices that come from a background like his, voices that speak to the essential and all-too-often embattled value of the humanities.

—**Chair, Department of Languages & Literature, Sacred Heart University, PETER SINCLAIR**

Ed Hajim is also the author of his acclaimed memoir *On The Road Less Traveled - An Unlikely Journey from the Orphanage to the Boardroom*, he believes education is the solution to everything—it completely changed his life's trajectory. He's been an inspiration to so many and created a huge legacy including devoting resources to support students to become scholars. Ed has also been on the board of several institutions, including an eight-year tenure as chairman at the University of Rochester. Assuming that office, he gave the largest single donation in its history—to support scholarships and endow the Edmund A. Hajim School of Engineering and Applied Sciences.



Ed Hajim's life story makes Horatio Alger look like an under-achiever

—**KEN ROMAN, Former CEO of Ogilvy & Mather**

LIFE DESIGN CURRICULUM TEMPLATE

COURSE DESCRIPTION:

In this course, students will learn what a Life Design Plan is and how to create one. Guided by Ed Hajim, author of **Island of the Four Ps: A Modern Fable About Preparing for Your Future**, students will explore their uniqueness and develop a blueprint that aligns their passions, principles, partners, and plans to navigate their future.

This course description serves as a template that institutions can customize based on their unique student population.

GOAL:

Writing a Life Design Plan that will serve as a touchstone for students, allowing them to update and adapt it throughout their lives.

COURSE LEARNING OUTCOMES:

- **Provide** the vocabulary needed to design a life plan
- **Help** students recognize their school cares for them as individuals
- **Recognize** students' uniqueness, their passions, and principles combined with the partner(s) they will need
- **Help** students try to discover their purpose

COURSE MATERIALS:

- ***Island of the Four Ps: A Modern Fable About Preparing for Your Future***, by Ed Hajim
- ***On the Road Less Traveled: An Unlikely Journey from the Orphanage to the Boardroom***, by Ed Hajim
- *Instructors will most probably want to add other materials tailored to the unique characteristics of the students enrolled in the class*

LIFE DESIGN CURRICULUM TEMPLATE

CURRICULUM:

Session 1: Course Overview – Identifying Passions

The instructor will explain course objectives and the final project of creating a Life Design Plan. Students will introduce themselves, share their stories, and identify their passions. They will also discuss their strengths, weaknesses, and preferences (likes and dislikes).

GOAL: Students will create a list of their passions, recognizing that passions evolve and change over time.

Session 2: Discussion of Personal Principles

The instructor will initiate question-and-answer sessions on how principles are formed and the important role they play in guiding life decisions. Students will brainstorm how principles influence their lives and how they may change over time.

GOAL: Students will create a list of current principles, as well as principles they would like to explore.

Session 3: Partners – The Importance of Life Partners, Advisors, Mentors, and Friends

The class will discuss the concept of partners and the role they play in relation to self, family, work, and community (giving back).

GOAL: Students will create a list of key characteristics needed in partners for different situations.

Session 4: Plans and Planning

Students will use themes, trends, and cycle drivers such as technology, government, demography, economics, and other trends to identify potential future opportunities. They will also discuss how these opportunities might align with their passions, principles, and partners.

GOAL: Students will develop a framework for identifying opportunities and determine how to leverage favorable conditions to their advantage.

Session 5: Self-Exploration

Students will explore more deeply who they are, recognizing they are shaped by a combination of their genetic makeup and their environment (including family, neighborhood, and friends). They will identify characteristics they wish to keep, improve, minimize, eliminate, or add. A discussion may follow to explore how to make these changes.

GOAL: Students will create a list of their current characteristics and reflect on those they want to keep, those they want to discard, and those they want to add.

LIFE DESIGN CURRICULUM TEMPLATE

CURRICULUM:

Session 6: Learning How to Overcome Obstacles

The class will explore how principles evolve over time and in response to changing circumstances. Students will discuss how these principles can help them handle life's most difficult challenges. They will learn how disadvantages can become advantages to overcome difficulties. In addition discuss the importance of delayed gratification to achieve long-term goals.

GOAL: Students will create a list of how their principles will help them navigate the conflicts and contradictions of making a life while also making a living.

Session 7: Interviewing Interesting People

Students will be asked to read and report on several biographies of notable figures who share characteristics, values, and goals similar to their own and who exemplify the many different paths they have taken to succeed. Students will identify, contact, and interview individuals who possess the characteristics that inspire them, with the goal of seeking mentorship.

GOAL: Students will list inspiring biographies and the messages they convey about making a living and a life. With this insight, they will identify individuals they may wish to approach for mentorship.

Session 8: Writing A Life Design Plan

Using the material from the previous seven sessions, students will write their Life Design Plan. This document should include their passions, principles, and potential partners. Students have the flexibility to include both short-and long-term goals, hopes, and even dreams. This is the beginning of understanding that writing a Life Design Plan can lead to discovering their purpose.

The final document can be shared at any time the instructor deems appropriate and effective. Students will recognize that the Life Design Plan is a work in progress, the start of a lifelong effort, and a tool that can help them not only make a living but also build a fulfilling life.

GOAL: Students will submit their Life Design Plan for review and evaluation by their instructor.



THIS MEETS THE CRITERIA FOR THE MEDALLION PROGRAM

rochester.edu/college/medallion

This class meets the criteria of **three** Level 1 domains: **Cognitive Complexity**, **Intrapersonal Development**, & **Practice Competency**. Please communicate in an email to me, including medallion@rochester.edu, if you would like this applied to your Medallion Program progress.

**CAREER DESIGN
& MANAGEMENT**



CASC 104: Designing Your Life-Engineering Edition

1 credit
Fall 2024

Instructor:	Kellie Hernandez, Alison Albright, Brittney Turner Pronouns: She/Her/Hers
Contact Information:	Dewey Hall 4-200 - Greene Center for Career Education and Connections
Office Hours:	Email instructor if you'd like to schedule an appointment.
Class Schedule:	Class will meet on the following dates:

Course Description

Designing Your Life is a dynamic course that applies a life design-thinking framework (Get Curious, Try Stuff Out, Talk to People and Tell Your Story) and The Island of the Four Ps by Ed Hajim (Passions, Principles, Partners, and Plans) to career exploration and individual development. Through self-reflection, readings, discussion and in-class activities, students will be able to design their experiences at Rochester and beyond, and be better equipped to navigate academic, career and life decisions.

Course Learning Outcomes

Upon successful completion of this course, students will be able to apply design-thinking strategies and mindsets and the 4 Ps to academic, career and personal decision-making. Students will be able to:

- **Get Curious:** Identify their interests (Passions), skills, and values (Principles) and align these with career options.
- **Talk to People:** Learn about the power of connecting with people (Partners) for career planning.
- **Try Stuff Out:** Identify experiences in and out of the classroom to try out potential career and life paths. Identify and overcome barriers impeding decision-making and goal achievement.
- **Create a Plan:** Develop three life path “sketches” (your Plans) for further exploration.
- **Tell Your Story:** Describe experiences and achievements that make up their professional story.

Required Course Materials

- Book: Designing Your Life by Bill Burnett & Dave Evans. An [ELECTRONIC VERSION](#) of this text is available at this link through the River Campus Libraries.
- Book: The Island of the Four Ps: A Modern Fable About Preparing for Your Future by Ed Hajim, University of Rochester alumnus, life trustee and benefactor of the Hajim School of Engineering. An ELECTRONIC VERSION of this text is available [here](#). It's also available to purchase in the Bookstore.

CASC 104: Designing Your Life-Engineering Edition Pilot Course Review

Executive Summary

CASC 104: Designing Your Life-Engineering Edition is a 1-credit course that was piloted in the spring 2023 semester with Hajim School of Engineering students in partnership with the Greene Center for Career Education & Connections. This course was developed for students interested in engineering careers to support their exploration of career pathways in engineering by connecting them with resources, industry professionals, and opportunities to test out their interests and develop relevant skills. This review summarizes the outcomes and experience of students enrolled in the course and proposes recommendations for the next academic year.

Course Summary & Key Outcomes

Twelve students successfully completed the course. Throughout the semester, students were introduced to the life design framework to support their career decision-making. Students met with leaders from the Hajim School and University trustee, Ed Hajim, interacted with alumni working in various industry roles, engaged with an AI platform to receive on-demand resume and interview feedback, and completed virtual internships through companies such as GE Aerospace, Hewlett Packard Enterprise, and Accenture. Through additional class activities, readings, written assignments and a final project, students demonstrated evidence of attaining the desired learning outcomes, as highlighted below, and indicated in the following pages. Additionally, when asked if students would recommend this course to others, all students responded positively.

- 100% of student respondents demonstrated growth in the attainment of all learning outcomes when comparing pre- and post-course survey data.
- 100% of student respondents would recommend this course to other students.

Student Testimonials

"I think the course is extremely helpful in pushing students out of their comfort zone and showing them how to properly connect with other people, as well as how to plan your future in terms of your interests, skills, and barriers."

"I liked how this class was tailored specifically for Engineering. Since there are many different career possibilities in the Engineering field, I found all of the different resources to be helpful to help narrow my professional focus and goals."

"The thing I liked most about this course was learning how to network with other people and professionals in the field. This was a step that I was unsure of how to take, as well as afraid to try it out. This course really helped me overcome that barrier and obtain a better understanding of what it is that I would like to do in my field of study."

Recommendations

1. Continue CASC 104-Engineering Edition in the spring of 2024.
2. Strongly recommend CASC 104-Engineering Edition for all engineering science majors and students underperforming in engineering course work. Also promote as recommended elective to prospective students, first-years and sophomores with an interest in engineering.
3. Continue to incorporate Hajim leadership, faculty and alumni as a key component of the curriculum.
4. Create additional opportunities for students to gain industry insights and build relevant skills (i.e. invite seniors to share internship stories, free computer programming courses identified by ECE faculty, etc.).

Timeline

To ensure there is sufficient time to hire instructors and set up course sections in Workday prior to the publication of the spring 2024 course schedule, a decision on the above recommendations is needed by **September 1, 2023**. Please share decision with Jodyi Wren (jwren@ur.rochester.edu).



A ROADMAP FOR LIFE



***"Making a life is more than
making a living."*** — Ed Hajim

Hajim Scholars - University of Rochester



To learn more about Ed Hajim's Life Design Curriculum,
contact the Meryl Moss Media Group at meryl@merylmossmedia.com or
visit his website at EdHajim.com.

For more information, contact: Meryl Moss Media Group | meryl@merylmossmedia.com