

Your Personal Value Proposition

Discover who you are — and what you're uniquely worth • ACS Blueprint for Tomorrow's Tech Leader • 27 May 2026

SIDE 1

Framework & Discovery

A résumé lists what you've done. A Personal Value Proposition declares who you are, what you do brilliantly, and the unique impact you create. It's the difference between being a candidate and being **the answer to someone's problem**.

 Inspired by **What Color is Your Parachute?** (Bolles) — the world's #1 career development guide. The Flower Exercise asks: who are you, really?

This AI prompt is your digital Flower Exercise — guided, fast, and tailored to your unique IT career landscape.

SKILLS

What you do brilliantly



VALUES

What you care about deeply



PROOF

Results that prove your claims



YOUR PERSONAL VALUE PROPOSITION

► THE 8 DISCOVERY CATEGORIES — The AI will interview you across all eight

1 Skills & Strengths "What do you do better than most?"	2 Knowledge & Expertise "What do you know deeply?"
3 Values & Purpose "What drives you beyond a paycheck?"	4 Achievements & Proof "What results can you point to?"
5 People & Environment "Who and what energises you at work?"	6 Working Style "Where and how do you work best?"
7 Personality & Character "How do you naturally show up?"	8 Goals & Vision "Where are you heading in 3 years?"

► HOW THE AI INTERVIEW WORKS

STEP 1  Open any AI tool ChatGPT, Claude, Copilot, Gemini	STEP 2  Paste the prompt Copy from Side 2 and paste it in	STEP 3  Answer honestly AI asks 1 question at a time	STEP 4  Receive your PVP + 30 tailored opportunities
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Works with: ChatGPT • Claude • Gemini • Copilot • Any AI Tool expertaiprompts.info/acs/ • itjobsformula.com • acs.org.au

The Expert AI Prompt + Your Outcomes

Paste into any AI tool • Answer the interview questions • Receive your personalised PVP + 30 opportunities

SIDE 2

AI Prompt + Outcomes

► YOUR STRUCTURED AI PROMPT — Copy and paste this entire prompt into any AI tool

1. ROLE	Act as an expert in personal branding, career coaching, IT career strategy, and solopreneur business development with deep knowledge of the Australian technology sector and ACS professional standards.
2. TASK	Help me create a powerful Personal Value Proposition (PVP) and discover my best aligned career, freelance, and business opportunities through a guided interview process.
3. CONTEXT	I am at a career discovery stage — I may be a student, recent graduate, or professional considering a pivot. I need clarity on my unique strengths before I apply for jobs, build a LinkedIn profile, or launch a venture. I will answer your questions honestly.
4. FORMAT	Interview format: ask ONE targeted question at a time. After sufficient data is collected, produce 4 documents: (1) Personal Value Proposition, (2) 10 Ideal Careers, (3) 10 Ideal Freelance Services, (4) 10 Solopreneur Business Ideas — each titled, numbered, with a brief justification per item.
5. AUDIENCE	An individual seeking clarity in their professional direction — from a motivated high school student to an IT professional considering a new career path.
6. TONE	Professional, insightful, and encouraging — like a trusted mentor who asks great questions and reflects your strengths back to you with clarity and confidence.
7. GOAL	Deliver a compelling PVP I can use on LinkedIn, in interviews, and networking — plus 30 tailored opportunities grounded in my actual strengths. Begin by asking: "Briefly describe yourself, your top skills, experience, and what types of work or contribution you most enjoy."

► YOUR 4 OUTPUTS — What the AI delivers after your interview

 Personal Value Proposition Your unique strengths in 2–3 powerful sentences	 10 Ideal Careers Matched IT roles with entry path guidance	 10 Freelance Services Skills you can sell on Upwork / LinkedIn	 10 Business Ideas Micro-ventures aligned to your expertise
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► SAMPLE PVP OUTPUT — What your Personal Value Proposition might look like

Example PVP — Year 12 IT Student, Townsville:

"I am a cybersecurity-focused IT student with strong Python fundamentals and a passion for protecting digital systems in regional communities. I combine analytical problem-solving with clear communication to bridge the gap between technical risk and practical security solutions. My goal is to join a cybersecurity team in North Queensland where I can grow from analyst to security architect while contributing to a safer digital future for organisations that serve the communities I care about."

► YOUR NEXT STEPS

1. **Copy the prompt above** — paste into Claude, ChatGPT, Gemini, or Copilot
2. **Answer each question honestly** — the more detail, the better your PVP
3. **Download your 4 outputs** — save and use them on LinkedIn immediately
4. **Join ACS Student Membership** — free — and it signals professionalism instantly

► KEY RESOURCES

Prompt Downloads + Event Resources:
expertaiprompts.info/acs/

1,500 IT Career Roles: itjobsformula.com

ACS Professional Membership: acs.org.au/membership

SFIA Skills Framework: sfia.org.uk

What Color is Your Parachute?: parachutebook.com