

Career Test Report

Prepared For

Mike the Entrepreneur

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Introduction

Welcome to your career test report. This report will show you which careers are a good match for you and which careers you should avoid.

Along the way, this report will show you how to look at different types of work and careers to determine which are a good fit for you and which are not a good fit. Note that for convenience we will use the terms "work" and "careers" interchangeably.

Generally, when people are doing the type of work they truly enjoy, they experience greater success and happiness. Things go more smoothly and there does not appear to be so many obstacles and conflicts.

Ultimately we want to help you discover the type of work that is right for you.

There are six fundamental types of work / careers:

- Realistic
- Investigative
- Artistic
- Social
- Enterprising
- Conventional

All careers can be categorized into one of these six basic types of work, or a combination of these types.

Your personal career type will be a combination of two or three of these fundamental types of work. It will be represented by a two or three letter code, also known as your "RIASEC" code.

After explaining career types, this report will provide a list of job titles that match your personal career type. You can find more matching job titles on the CareerPlanner.com web site.

Your Career Test Scores

R	I	A	S	E	C
23	25	5	39	46	35

Your Career Type Is:

E-S-C

Your Dominant Career Type Is:

E

How to Read The Test Scores

Scores for each of the six fundamental career types range from 0 to 50.

A score of 50 represents a very strong interest in a career where as a lower score, such as 5, would indicate very little interest in that career.

Your career type is a two or three letter combination of your highest scores.

The career type with the highest score is your "Dominant" career type and the one that will be the most important to you. This career type establishes the basic theme for your career. You may have more than one Dominant Type.

The next highest scoring career types are called "Secondary Types." These add variety and they open you up to more career possibilities than just your Dominant Type. By combining Dominant and Secondary Types you will be able to create a career that is different and unique compared to other people with similar scores.

The lowest scoring career types represent careers you should probably avoid. You showed very little interest in these types of careers. It is very difficult to be successful doing work that does not interest you.

Interpreting your Personal Career Type

Your Dominant Career Type Is: **Enterprising (E)**

This is the most important career type for you and any job or career you choose should contain strong elements from this type.

People who enjoy **Enterprising** careers like to work where they can provide leadership and where they are able to persuade or supervise others.

This includes sales people, politicians, businessmen, attorneys, managers, supervisors, flight attendants, business owners, and entrepreneurs.

Your Secondary Career Types Are: **Social (S)** and **Conventional (C)**

Social

People who rate high in the **Social** career type must work with other people in order to enjoy their career. Frequently this means helping, teaching or working very closely with other people.

People with a high score in the Social career type have a very strong need for people contact and they do not enjoy working alone.

Career examples are teachers, therapists, counselors, recruiters, nurses, most healthcare technicians, detectives, bartenders, ministers, priests, clergy etc.

Conventional

People that enjoy **Conventional** careers are very practical, consistent, organized, orderly and usually very detail oriented.

Conventional work includes organizing, planning, and an appreciation for paperwork and details. Those with high scores in the Conventional career type have the unique ability to do highly repetitive work, day after day. They are usually extremely dependable.

Conventional careers include financial analysts, accountants, bankers, clerks, waiters, waitresses, budget analysts, office managers, operations managers, production managers, master schedulers, and secretaries.

Career Types To Avoid

The following career types were not a strong match for you and should probably be avoided:

Investigative (I)

People who enjoy Investigative type careers like to use science and technology. They tend towards being problem solvers.

They are very good at learning by reading.

Examples include most engineers, scientists, technicians, and medical doctors.

Realistic (R)

People who have high Realistic scores tend to prefer careers that are physical, outdoors and hands on. Generally they prefer working with things or animals rather than people and ideas.

Examples include carpenters, auto mechanics, jewelers, chefs, drivers, bakers, pilots, veterinarians, etc. The key here is working with your hands, working with equipment and, or working outdoors in physical activities.

Artistic (A)

People who enjoy Artistic careers thrive on creativity, imagination and self-expression.

Some examples are musicians, graphic artists, dancers, writers, composers, reporters, journalists, designers, architects, poets, editors etc.

Summarizing Your Ideal Career

The career you select should contain these elements:

- Leading people, supervising people, persuading people, managing a business, politics
- Working very closely with people, helping people or teaching people
- Repetitive work requiring organization, highly structured work, highly detailed work, most clerical and financial tasks

You should avoid these elements in your career:

- Science and technology including medicine, software, computers, pure science, mathematics
- Physical work, mechanical work, working outdoors, working with animals and working with your hands
- Creative expression via the arts such as writing, drawing, painting, music, performing, also the culinary arts

Selecting Your Top Five Career Choices

There will be more than one career that you will find satisfying and rewarding.

In fact there are many careers that will match your career type. The key is to find the best choice for you.

In the next section you will find a very broad list of careers and job titles that match your career type.

You will use the process of elimination to narrow this list down to three to five top choices.

Do not consider salary level at this time because you will probably eliminate your ideal career. Base your judgment on interest level and how the thought of doing one of these jobs makes you feel. Use your gut feeling. Do not think too much.

1. Cross out any of the careers which obviously do not interest you
2. Circle any careers which do feel interesting to you- use your gut feel (intuition)
3. Pick the top five careers based on your level of interest
4. Thoroughly investigate your top choices

Job Titles That Match Your Career Type: E-S-C

E is Dominant

Job Title	Sector
Bankruptcy Attorney	Law / Law Enforcement
Business Attorney	Law / Law Enforcement
Business Development Manager	Business
Business Owner	Business
Buyer / Merchandiser	Business
Caterer	Services
Chief Executive Officer (CEO)	Business
Chief Information Officer (CIO)	Information Technology
Chief Operations Officer (CFO)	Business
City Manager	Services
Company President	Business
Corporate Attorney	Law / Law Enforcement
Criminal Law Attorney	Law / Law Enforcement
Divorce Attorney	Law / Law Enforcement
E-Commerce Marketing Manager	Information Technology
Elected Public Official	Services
Entrepreneur	Business
Florist	Services
Food Service Manager	Services
Gift Shop Manager	Business
Hair Stylist	Services
Hospital Administrator	Health Care
Hotel / Restaurant Managers	Travel & Transportation
Insurance Agent	Business
Intellectual Property Attorney	Law / Law Enforcement
Labor Attorney	Law / Law Enforcement
Lawyer	Law / Law Enforcement
Maintenance Manager	Manufacturing
Marketing Managers	Business
News Anchor Person	Entertainment / Content Creation
Paralegal	Law / Law Enforcement
Personal Injury Attorney	Law / Law Enforcement
Private Investigator	Law / Law Enforcement
Product Marketing Manager	Business
Production Supervisor	Business
Program Manager	Business
Project Manager	Business
Purchasing Agent (Buyer)	Business
Real Estate Agent	Business
Real Estate Attorney	Law / Law Enforcement
Reservation Agent	Travel & Transportation
Retail Sales Clerk 1	Business
Sales Person	Business
Tax / Estate Attorney	Law / Law Enforcement
Travel Agent	Travel & Transportation
Venture Capital Manager	Business
WEB Marketing Specialists	Business
Workers Comp Attorney	Law / Law Enforcement

SE and ES

Job Title

Business Development Manager
City Mayor
Customer Service Manager
Elected Public Official
Hospital Administrator
Hotel / Restaurant Managers
Human Resource Manager
Insurance Agent
Marketing Managers
News Anchor Person
Product Marketing Manager
Real Estate Agent
Recruiter
Reservation Agent
Retail Sales Clerk
Retail Sales Clerk 1
Sales Person
Software Alliance Manager
Tax / Estate Attorney
Venture Capital Manager

Sector

Business
Services
Business
Services
Health Care
Travel & Transportation
Business
Business
Business
Entertainment / Content Creation
Business
Business
Business
Travel & Transportation
Services
Business
Business
Information Technology
Law / Law Enforcement
Business

SC and CS

Job Title

Administrative Assistant
Adult Education Instructor
Air Traffic Controller
Bank Teller
Cashier
Computer Operator
Customer Service Representative
Dental Assistant
Loan Officers
Medical Assistants
Meter Reader
Nurses Aide
Purchasing Agent / Buyer
Real Estate Appraiser
Receptionist
Retail Sales Clerk
Secretary
Teachers
Teachers Aides
Telephone Operator
Ticket Taker
Title Examiner
Waiter - Waitress

Sector

Business
Education
Travel & Transportation
Business
Business
Information Technology
Business
Health Care
Business
Health Care
Services
Health Care
Business
Business
Business
Business
Business
Business
Education
Education
Services
Entertainment / Content Creation
Business
Services

EC and CE

Job Title

Bank Manager
Bankruptcy Attorney
Budget Analysts
Business Attorney
Chief Financial Officer (CFO)
Chief Operations Officer (CFO)
City Manager
Controller
Food Service Manager
Investment Manager
Operations Manager
Paralegal
Personal Injury Attorney
Production Control Specialist
Program Manager
Project Manager

Sector

Business
Law / Law Enforcement
Business
Law / Law Enforcement
Business
Business
Services
Business
Services
Services
Business
Law / Law Enforcement
Law / Law Enforcement
Business
Business
Business

~~Project Manager~~

Purchasing Agent (Buyer)
Real Estate Attorney
Security & Financial Service Rep
Tax Preparer
Travel Agent

~~Business~~

Business
Law / Law Enforcement
Business
Business
Travel & Transportation

Finding more Career Choices

If you would like to see more careers and job titles that match your specific career type, we offer a free search feature on our CareerPlanner.com web site. Go to [Job Description Search Tool](#).

When using that tool, enter all possible letter combinations of your career type. For example, if your career type is "SEC" you should try ESC, CES, CSE and so on.

How To Research Your Top Career Choices

The next step is to thoroughly investigate your top five career choices so that you can make the best possible career decision.

You should put as much effort into researching your future career as you can. How much time should you spend on this? We are talking about one of the biggest decisions of your life.

Let's assume you will spend five years on your education and then ten years in your first career. Investing a few weeks or months now, to make this career decision, is not too large of an investment.

If you are changing careers, you might not spend as much time on education, but you will probably spend a few years in transition and you will face new and possibly greater financial risks. Thus it makes sense to put the effort in up front in researching your new career.

There are three main ways to research your future career and you should use all of them to help ensure you make the best career decision. If you bypass this step, you might waste several years of your life.

1. Talk to (interview) people in the field of your choice
2. Visit the workplaces where you would work and spend a few days there
3. Research each career choice on the Internet, in the library or at a book store

Talking To People in The Field

What better way to find out about a career than to ask people who are already doing that type of work. This is the most powerful form of career research. The more people you talk to the better your career decision will be.

If you are shy and introverted, get someone to help you do this, because it is critical.

People love to talk about the work they do. You should talk to at least five people who are successful and satisfied in the career you are investigating.

Use your friends and family to line up interviews.

One way is to find a company that offers this career path. Then call or email the Human Resource (HR) department. You can find their contact info on the company's web site.

Tell the HR person you are considering a career in the field and ask if they have anyone there who might be willing to tell you about their career. Be sure to get people who are considered successful.

The HR department should be well connected to the top managers and some of the most talented people in the company. They should have no trouble putting you in touch. Make sure you convince the HR department that you are not trying to recruit their people. Companies are instructed to block phone calls from people who call without having a specific name in mind.

Once you have made contact, ask the individual what they like and dislike about their career. Ask how they got into that field. Ask if they have any advice for someone considering that career. You can ask about typical salary ranges, bonuses, stock options, but do not ask for the person's actual compensation.

Visit the Workplace

Arrange to spend time in the workplace for each of your career choices. Spend a day or two with people who are doing the type of work you are interested in.

Let's say that being a family doctor is high on your list. Then interview a few doctors (perhaps the next time you have an appointment with one). Arrange to spend a day or two observing in a hospital. You can probably arrange it through a friend, a relative or just a cold call if you have to.

Use the people you know, their friends and relatives to help get you into places where you can observe or experience the career of your choice. You will learn a lot from the experience. You might find you dislike hospitals because you don't like being around sick people. If so, then you might want to be a different kind of doctor.

Perhaps you rated high on Enterprising, Conventional and Social. Then spend some time in a small business or a large office.

If it feels good, you are on to something. If it does not feel right, keep looking. Usually a quick visit to a workplace will help you in making a better decision.

Read About Your Career Choices

You should investigate the compensation for each career. This includes salary, bonuses and stock options. There are several sites on the web that provide this information for free. Salary.com is a good place to start.

You can read biographies of people who had your career.

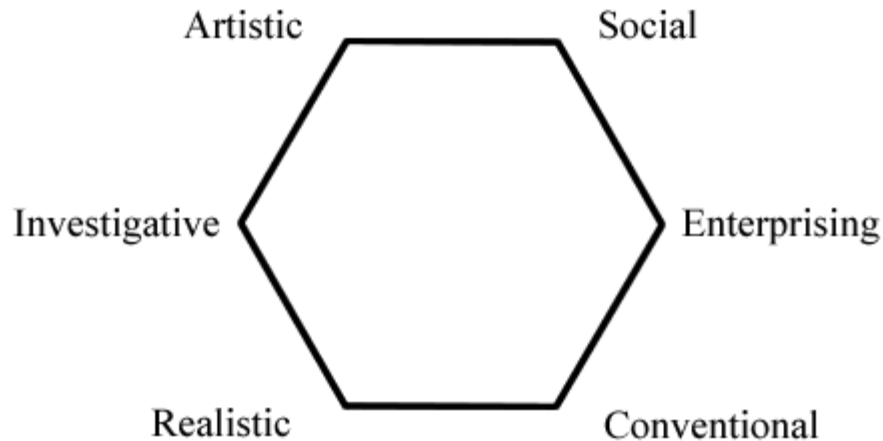
You should understand something about the future of the career. Is demand growing, or will all those jobs be moved offshore.

There are several good books that describe careers. Some books will predict the future demand and tell you about any trends affecting that type of job. Just go to Amazon.com.

More About The Six Fundamental Career Types

It is helpful but not critical to understand how compatible your individual career types are.

In the diagram below, career types that are physically closer to each other indicate that one's interests are more closely aligned. Career types that are far apart or opposite indicate that you have interests in very different areas. This could cause conflict or it could provide you with a very unique career.



The Artistic and Conventional Conflict

The Artistic and Conventional career types are directly opposite each other and this can cause conflict in finding a job that satisfies both types. It is fairly rare to have high scores in both of these career types because the interests are so different.

Think of artistically inclined people you know, maybe someone who loves to paint or draw, or perhaps a musician or writer. They thrive on creativity and freedom of expression. They prefer unstructured jobs, free of schedules and deadlines. Showing up on time for work may be a challenge. They like variety and spontaneity. Doing repetitive work will be painful. This is just the opposite of a person with high Conventional scores.

Think of a person you know who has a Conventional type career such as a secretary, office manager, or accountant. They enjoy structured, repetitive work. They hate surprises. Schedules are fine and showing up for work on time is never a problem. They like to keep their world very organized. They enjoy being efficient and dependable.

Thus you can see how different the Artistic and Conventional career types are.

Investigative and Enterprising, Conflict but Opportunity

The Investigative and Enterprising career types are also opposite each other on the chart thus high scores in both of these types is not very common.

However, today you will find these rare people creating new technologies and forming new companies. They are able to combine their understanding of science, technology and business which is a very powerful combination.

Most extremely strong technical people (high Investigative score) will probably not be strong in business and leadership and will probably have a low Enterprising score. Conversely, those strong

in business, leadership or persuasion skills will probably not be extremely strong technically.

Because finding a person with strengths in both areas is rare, you will see that many high tech start-up companies usually need two key people, strong technologist and a strong business leader.

Realistic and Social, Opposite Career Types, but Minimal Conflict

The Realistic and Social career types are also opposites on this chart, however this usually does not cause conflict because a strong interest in working with people is useful in almost any line of work.

Additional Career Planning Insights

For those between the ages of 13 to 25:

- If you are under 25 years old, your top priority in life should be to complete an education whether University or Vocational training, and to then get your first career started by finding the best workplace where you can leverage your education into a satisfying and rewarding job.
- A completed education, whether it's a four year bachelor degree from a college, or a two year Vocational certification will be the key to opening doors throughout your lifetime. Certifications and degrees from well known schools are like passports allowing you entry into better jobs around the world. The certification will be proof to hiring managers and people in power that you are capable of learning new things and completing projects.
- Many people fail to complete their education when they are young. Don't be one of them.
- Most people have only one chance to make it through school. It is very hard to go back to school when you are over 25. Financial commitments like mortgage payments, car payments and the time it takes to raise children make it very difficult for an adult to return back to school.

Going back to school when you are older is not impossible, just very hard to do if you have to hold a full time job. So get it right the first time. It's easier that way.

- It is best to start planning and visualizing (imagining) your career when you are in the 8th or 9th grade, but it is never to late to do it, even if you are 55 years old.
- Select your career direction before you select your college major or vocational training.

Many people do this backwards. They decide what they might enjoy studying without considering what sort of a career path / job that will offer. You would be surprised at how many college students and recent graduates contact us, asking what type of jobs can they get with the college major they have just spent four years working on.

- Do your career research up front before you invest time and money in education. Don't wait until you are half way through college to find out the career you wanted no longer interests you, or that it pays too little, or that all those jobs just moved offshore.

It is a crime to see people spend money on four or five years of college, then graduate and start to work in a field that does not let them fully utilize their education.

For career changers between the ages of 25 to 75:

- It is normal to have three to five different careers in lifetime.
- We see many people look for better jobs and better careers in their mid 30's, mid 40's and mid 50's. Career change is a normal part of life.
- Your career interests will change as time goes on. We suggest you take our career test every few years to compare your results and to see how your interests are changing.
- Job changes and career changes are easier when you are in your 20's and 30's but it gets much harder as you get older. So don't delay. If you feel strongly about changing careers get on with it.
- Check out our web site for more career change advice.

Thank you for using CareerPlanner.com. If you have any questions or comments about this test report please email us at: Support@CareerPlanner.com