



## CAREER OPTIONS

Andrew Jones

Date Entered: 06/17/03

For Dawson Consulting Group

### ASSESSMENTS

Welcome to the Harrison Assessment Career Guide! The Harrison Assessment Career Guide is a valuable tool for starting, changing, or developing your career. It measures more than 200 factors including your task preferences, motivations, work environment preferences, interests, and interpersonal preferences. The system has compared your preferences to the requirements of more than 600 careers and determined your most suitable careers. Please note this is not an assessment of your education, experience, or ability to perform specific tasks. You will need to consider these things separately.

Your report has a 'consistency score' at the bottom indicating the consistency of your answers. A score of 50 or above indicates you have clearly understood the questions and answered consistently. A score between 0 and 50 indicates you had some confusion about your answers, but the results are still quite valid. A score below 0 indicates you had significant confusion about your answers and thus some aspects of the results may not be relevant.

Your careers are listed in order of suitability. The suitability scores are to the right of each career. The highest possible suitability score is 100. The higher the suitability score, the more likely you are suitable for that career. A score of 80 or greater indicates the career matches your preferences, but it does not necessarily mean you should pursue that career. There may be other factors such as education, training, or specific aspects of the career you may dislike.

A career decision is one of the most important decisions of your life. Therefore, it is important to take your time and explore the valuable information you can obtain from the HA system. Circle the suitable careers you would like to explore further. Then request a 'Career Comparison' report to see the specific details of your preferences related to the specific requirements of possible careers. This will enable you to see which specific aspects of a career will be fulfilling or unfulfilling. You can also look up the careers on the web or find a career counselor or school counselor to provide you with more information about that career. You could also contact professional organizations related to the career or call employers who advertise for openings related to this career. For further information about salaries, availability, training and career descriptions, see the United States Government publication of the Occupational Outlook Handbook online at <http://stats.bls.gov/oco/ocoiab.htm>, or you can explore the home site on <http://stats.bls.gov>. You can also find the Occupational Outlook Handbook at your local library.



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#### Careers That Require Bachelor's Degree or Higher

#### Careers for which you are probably highly suitable

Career Name	Suitability Score
SALES - INSURANCE	93

#### Careers for which you are probably very suitable

Career Name	Suitability Score
COMMUNITY SOCIAL WORKER	88
EMPLOYEE ASSISTANCE SPECIALIST	88
SALES - SECURITIES, COMMODITIES	88
FOREIGN AFFAIRS & TRADE OFFICER	87
MARRIAGE COUNSELOR	86
SOCIAL & COMMUNITY SERVICE MGR.	86
SOCIAL WORKER	86
CLERGY	85
LAWN SERVICE MANAGER	85
UTILITIES MANAGER	84
VOCATIONAL, EDUCATIONAL COUNSELOR	84
FINANCIAL MANAGER - BRANCH, DEPT.	83
SERVICE ESTABLISHMENT MANAGER	83
COMMUNICATIONS MANAGER	82
ASSOCIATION MANAGERS	81
MARKETING MANAGER	81
STORAGE & DISTRIBUTION MANAGER	81
LODGING MANAGER	80

#### Careers for which you are probably reasonably suitable

Career Name	Suitability Score
ADVERTISING & PROMOTION MANAGER	79
TREASURER, CONTROLLER, CFO	79
EMPLOYEE RELATIONS SPECIALIST	78
FUNDRAISING DIRECTOR	78
MUSICIAN	78
TRAINING & DEVELOPMENT MANAGER	78
GOVERNMENT SERVICE EXECUTIVE	77
SALES MANAGER	77
CRIMINOLOGIST	76
MARKETING RESEARCH INTERVIEWER	76
PROPERTY & CONTRACT ADMINISTRATOR	76
SALES - ELECTRONICS RELATED	76
AMUSEMENT & RECREATION MANAGERS	75
LABOR RELATIONS SPECIALIST	75
LAND LEASING & DEVEL. MANAGER	75
PRIVATE SECTOR EXECUTIVE	75



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#### Careers for which you are probably reasonably suitable

Career Name	Suitability Score
RECREATIONAL THERAPIST	75
HUMAN RESOURCES MANAGER	74
INDUSTRIAL PRODUCTION MANAGER	74
LANDSCAPING MANAGER	74
PROPERTY & REAL ESTATE MANAGER	74
ADMINISTRATIVE SERVICES MANAGER	73
DIRECTOR, RELIGIOUS ACTIVITIES	73
GAMBLING ESTABLISHMENT MANAGER	73
DIRECTOR, TV & MOTION PICTURE	72
RESIDENTIAL COUNSELOR	72
LABOR RELATIONS MANAGER	71
POSTMASTER & MAIL SUPERINTENDENT	70
PROPERTY RECORDS MANAGER	70
PURCHASING MANAGER	70
TRANSPORTATION MANAGER	70

#### Careers for which you may be somewhat suitable

Career Name	Suitability Score
EMPLOYEE TRAINING SPECIALIST	69
FINANCIAL COUNSELOR	69
MEDIATOR & ARBITRATOR	69
ACTOR	68
COLLEGE & UNIVERSITY ADMINISTRATOR	68
ORGANIZATIONAL PSYCHOLOGIST	66
WHOLESALE & RETAIL BUYER	66
PURCHASING, CONTRACT AGENT	65
COUNSELING PSYCHOLOGIST	64
OCCUPATIONAL ANALYST	64
HEARING OFFICER, JUDICIAL REVIEWER	63
PROCUREMENT ENGINEER	63
SOCIAL WORKER, MEDICAL - PSYCHIATRIC	63
PLACEMENT SPECIALIST	62
RECREATION WORKER	62
SPEECH/LANGUAGE PATHOLOGIST	62
EMPLOYMENT INTERVIEWER	61
ACCOUNTANT	60
AUDITOR	60
CLINICAL PSYCHOLOGIST	60

#### Careers for which you may not be suitable

Career Name	Suitability Score
CONSTRUCTION MANAGER	59
EDUCATIONAL PSYCHOLOGIST	59



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#### Careers for which you may not be suitable

Career Name	Suitability Score
ACTUARY	58
CREDIT ANALYST	58
AIR PILOT	56
BUDGET ANALYST	56
COMPUTER SUPPORT SPECIALIST	56
MINING SUPERINTENDENT	56
SALES - INFORMATION RELATED	56
STATISTICIAN	56
UNDERWRITER	56
CLAIMS EXAMINER - INSURANCE	55
LOAN OFFICER & COUNSELOR	55
MANAGEMENT ANALYST	55
MATHEMATICIAN	55
AGENT FOR ATHLETES	54
AGENT FOR PERFORMERS	54
EDUCATIONAL PROGRAM DIRECTOR	54
JUDGE, MAGISTRATE	54
MEDICAL & HEALTH SERVICES MGR.	54
LOAN OFFICER	53
FOOD SERVICE MANAGER	51
PURCHASING AGENT - FARM PRODUCTS	51
DATA PROCESSING AUDITOR	50
LAWYER	50
VOCATIONAL REHAB. COORDINATOR	50
ANTHROPOLOGIST	49
DATABASE ADMINISTRATOR	49
PROBATION, CORRECTIONAL SPECIALIST	49
SALES - ARTISTIC PRODUCT/SERVICE	49
WARDROBE COORDINATOR	49
CARTOGRAPHER, PHOTOGRAMMETRIST	48
COMPUTER & INFO SYSTEMS MANAGER	48
SOCIOLOGIST	48
SYSTEM RESEARCHER & ANALYST	48
NURSERY & GREENHOUSE MANAGER	47
PERSONNEL RECRUITER	47
SOCIAL PSYCHOLOGIST	46
COMPUTER SECURITY SPECIALIST	45
SECURITY MANAGER	45
ECONOMIST	44
MATHEMATICAL TECHNICIAN	44
OIL, GAS PRODUCTION SUPERINTENDENT	44
COMMERCIAL, INDUSTRIAL DESIGNER	43
DEVELOPMENTAL PSYCHOLOGIST	43
MANAGING EDITOR	43
SET DESIGNER	43
WEIGHT ANALYST	43



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#### Careers for which you may not be suitable

Career Name	Suitability Score
FINANCIAL ANALYST	41
MARKET RESEARCH ANALYST	40
PUBLIC RELATIONS, PUBLICITY WRITER	40
TEACHER - SECONDARY SCHOOL - PHYS ED	40

#### Careers for which you are probably not suitable

Career Name	Suitability Score
FLORAL DESIGNER	39
MANUAL ARTS THERAPIST	39
TEACHER - VOCATIONAL	39
EXHIBIT DESIGNER	38
MERCHANDISE DISPLAYER	38
INTERIOR DESIGNER	36
CONSTRUCTION COST CONSULTANT	35
TAX EXAMINER, TAX COLLECTOR	35
COPY WRITER	34
EXPERIMENTAL PSYCHOLOGIST	33
NURSING DIRECTOR	33
ORIENTATION & MOBILITY THERAPIST	32
TEACHER - SECONDARY SCHOOL - MATH	31
ARCHITECT	30
ENGINEER - ELECTRONICS	30
ENGINEERING MANAGER	30
LIBRARIAN	30
COMPUTER SCIENCE TEACHER - UNIV.	29
ENGINEER - INDUSTRIAL	29
GEOGRAPHIC INFO SYSTEM SPECIALIST	29
COLUMNIST, CRITIC, COMMENTATOR	28
MUSEUM RESEARCH WORKER	28
ARCHIVIST	27
INSTRUCTIONAL COORDINATOR	27
MEETING, CONVENTION PLANNER	27
EXECUTIVE SECRETARY	26
INTELLIGENCE SPECIALIST	24
NAVAL ARCHITECT	24
ART TEACHER - UNIVERSITY	23
COMPUTER PROGRAMMER	23
SPECIAL EDUCATION EVALUATOR	23
EDITOR	22
COMPUTER OPERATOR	21
EXERCISE PHYSIOLOGIST	21
POET, LYRICIST	21
CREATIVE WRITER	20
CURATOR - ART GALLERY	20
SYSTEMS ANALYST	20



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#### Careers for which you are probably not suitable

Career Name	Suitability Score
ENGINEER - FIRE PREVENTION	18
ENGLISH TEACHER UNIVERSITY	18
FOREIGN LANGUAGE TEACHER - UNIV.	18
POLITICAL SCIENTIST	18
SURVEYOR	18
LIBRARY RESEARCH WORKER	17
TEACHER - SECONDARY SCHOOL - GEN.	17
URBAN & REGIONAL PLANNER	17
ENGINEER - ELECTRICAL	15
ENGINEER - NUCLEAR	15
OCCUPATIONAL THERAPIST	15
ENGINEER - AEROSPACE	14
PARENT INSTRUCTOR - CHILD REHAB	14
PUBLIC HEALTH EDUCATOR	14
REPORTER & CORRESPONDENT	14
TEACHER - EMOTIONALLY IMPAIRED	13
TEACHER - SENSE IMPAIRED	13
TEACHER - SPECIAL EDUCATION	13
ENGINEER - COMPUTER	12
FASHION DESIGNER	12
MARINE ARCHITECT	12
ENGINEER - AGRICULTURAL	11
ENGINEER - PRODUCT SAFETY	11
GENEALOGIST	11
GRAPHICS DESIGNER	11
MATH SCIENCE TEACHER - UNIVERSITY	11
TEACHER - ELEMENTARY SCHOOL	11
BOOK EDITOR	10
CURATOR - MUSEUM	10
LABORATORY MANAGER	10
CORRECTIVE THERAPIST	9
ENGINEER - CHEMICAL	9
ENGINEER - CIVIL	9
SOCIAL SCIENCE TEACHER- UNIVERSITY	9
TEACHER - GENERAL - UNIVERSITY	9
ENGINEER - PETROLEUM	8
NATURAL SCIENCES MANAGER	8
TEACHER - KINDERGARTEN	6
TEACHER - PRESCHOOL	6
TEACHER - SECONDARY SCHOOL - ARTS	5
SKETCH ARTIST	4
LEGISLATIVE ASSISTANT	3
SCULPTOR	3
PHYSICAL THERAPIST	2
ACUPUNCTURIST	1
AGRICULTURAL CROP SUPERVISOR	1



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Career Name	Suitability Score
ANESTHESIOLOGIST	1
ANIMAL SCIENTIST	1
ARCHAEOLOGIST	1
ASTRONOMER	1
ATMOSPHERIC & SPACE SCIENTIST	1
BIOCHEMIST	1
BIOLOGIST	1
BIOPHYSICIST	1
BOTANIST	1
CAPTION WRITER	1
CARTOONIST, ANIMATOR	1
CHEMIST	1
CHEMISTRY TEACHER - UNIVERSITY	1
CHIROPRACTOR	1
CORONER	1
CURATOR - BOTANICAL GARDEN	1
CURATOR - ZOO	1
DENTIST	1
DICTIONARY EDITOR	1
DIETETIC TECHNICIAN	1
DIETITIAN	1
DOCTOR - MEDICINE	1
DOCTOR - OSTEOPATHY	1
ENGINEER - CERAMIC	1
ENGINEER - MARINE	1
ENGINEER - MATERIALS	1
ENGINEER - MECHANICAL	1
ENGINEER - MINING	1
ENGINEER - PRODUCTION	1
ENGINEER - WELDING	1
ENGINEERING TEACHER - UNIVERSITY	1
ENVIRONMENTAL SCIENTIST	1
FOOD SCIENTIST	1
FORESTER - PROFESSIONAL	1
GENETICIST	1
GEOGRAPHER	1
GEOLOGIST	1
GEOPHYSICIST	1
GRADUATE ASSISTANT - UNIVERSITY	1
HEALTH TEACHER - UNIVERSITY	1
HISTORIAN	1
HOMEOPATHIC DOCTOR	1
INTERPRETER	1
LANDSCAPE ARCHITECT	1
LIFE SCIENCES TEACHER - UNIVERSITY	1
LINGUISTIC SCIENTIST	1



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Career Name	Suitability Score
LIVESTOCK SUPERVISOR	1
MATERIALS SCIENTIST	1
MEDICAL SCIENTIST	1
MEDICAL, CLINICAL LAB TECHNICIAN	1
MEDICAL, CLINICAL LAB TECHNOLOGIST	1
METALLURGIST	1
MICROBIOLOGIST	1
MUSEUM TECHNICIAN, CONSERVATOR	1
NATUROPATHIC DOCTOR	1
NURSING INSTRUCTOR - UNIVERSITY	1
OCEANOGRAPHER	1
OPTOMETRIST	1
ORAL PATHOLOGIST	1
ORTHODONTIST	1
PAINTER OR ILLUSTRATOR	1
PARK NATURALIST	1
PATENT EXAMINER	1
PATHOLOGIST	1
PHARMACIST	1
PHYSICAL SCIENCE TEACHER - UNIVERSITY	1
PHYSICIAN'S ASSISTANT	1
PHYSICIST	1
PHYSICS TEACHER - UNIVERSITY	1
PHYSIOLOGIST	1
PLANT SCIENTIST	1
PODIATRIST	1
PROGRAMMING & SCRIPT EDITOR	1
PROSTHODONTIST	1
PSYCHIATRIST	1
RANGE MANAGER	1
READER	1
SALES - MEDICAL PRODUCT/SERVICE	1
SALES - SCIENCE RELATED	1
SOIL CONSERVATIONIST	1
SURGEON	1
TEACHER - SECONDARY SCHOOL - SCIENCE	1
TEACHER - SECONDARY SCHOOL - ENGLISH	1
TECHNICAL WRITER	1
TOXICOLOGIST	1
TRANSLATOR - WRITTEN	1
VETERINARIAN	1
VETERINARY INSPECTOR	1
WINEMAKER	1
WOOD TECHNOLOGIST	1
ZOOLOGIST	1





## CAREER DEVELOPMENT

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## Your Task Preferences

The following are tasks you find enjoyable. It would be beneficial to have a career that involves doing most of these tasks (listed in order of importance):

- . Doing something that helps others or society
- . Meeting and interacting with new people
- . Working with numbers

The following are tasks you tend to dislike. It would be beneficial if your career involves doing little of these tasks (listed according to greatest dislike first):

- . Doing tasks that need to be done precisely
- . Enforcing rules
- . Fixing or repairing something
- . Building or making something
- . Researching or learning new information
- . Doing physical work
- . Doing clerical work

## Your Interests

The following are interests that are important to you. It could be beneficial to incorporate some of these interests into your career:

- . Sports
- . Finance or Business
- . Travel
- . Electronics

The following are areas in which you lack interest. It would be beneficial to avoid these areas as central aspects of your career:

- . Science
- . Animals
- . Food
- . Writing or Language
- . Health or Medicine
- . Plants

## Your Preferred Work Environment

You don't mind the pressure of deadlines and probably even find it stimulating.

You don't mind sitting for long periods.

You may find it rewarding to have a career that involves working with the general public.

It would be best for you to work indoors.

You need to avoid a position that requires standing for long periods.



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You need to avoid a position that involves a great deal of repetitive and monotonous tasks.

## Your Interpersonal Skills

Generally, you are extremely optimistic and have a positive outlook. This will support your career development. You can be relaxed while working, but you may be experiencing a little tension. Although many people have an even higher level of tension, it would be better for your health to learn to relax more. You are also moderately able to deal with stress when it occurs.

You would work best in a career that involves a lot of interaction with people. You are reasonably forthright or frank. You are very capable of being tactful. Your ability to be tactful and direct at the same time enables you to maintain good communication in your working relationships. This should help your career and enable you to work more effectively with others. You are moderately able to put forward your own needs. You are extremely helpful and conscious of others' needs. This is reasonably balanced and will help you to have positive interactions with others. You are reasonably self-accepting. You have a reasonably strong intention to improve yourself. This is somewhat balanced. You tend to be tolerant of people who are blunt. You are very outgoing. Thus you probably enjoy a career that involves meeting new people. You enjoy trying to influence others. You are extremely empathetic and warm, however you may at times become overly emotional. Your warm-heartedness will enable you to influence others more successfully. You tend to be reasonably open-minded, making it easier to communicate with people who have different ideas.

Overall, your interpersonal skills are good and these skills will be an asset in your career.

## Your Motivation

You are very self-motivated, you are likely to succeed in almost any career, especially in a career you enjoy. You take a great deal of initiative. You need to have very challenging work, and you are clear and enthusiastic about your goals. You want a great deal of autonomy in your work. You are happy to do tasks that require a great deal of perseverance.

You are highly motivated by (listed in the general order of importance):

- . A chance to have decision-making authority
- . A chance to take initiative
- . Having challenging work
- . An opportunity to do something worthwhile for society
- . An opportunity to be in a leadership position
- . An opportunity to achieve your goals

You will probably be demotivated by (listed in the general order of importance):

- . Having to work closely with a supervisor

## Your Decision-making

You enjoy analyzing facts and decisions, and you are very willing to assume decision-making authority. You are moderately willing to collaborate with others with regard to making decisions. You may be reasonably intuitive and use this intuition for making decisions.

You are very willing to take risks, and you are extremely optimistic about the outcome. You probably spend reasonably little time analyzing the potential difficulties of a plan or strategy. This may not be enough for the degree of risk you like to



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take. You may make decisions based upon hope rather than on an examination of the facts.

You normally approach decisions with an open and reflective mind, and but you have reasonably strong opinions. To some degree you prefer making decisions based upon what is tried and tested but you are sometimes willing to try new approaches. You have some interest in planning, and but you prefer not to spend much time focusing on details. You may not be very systematic in your approach to plans and decisions. You usually like to make decisions reasonably quickly.

## Your Leadership

Your clear goals, combined with your enthusiasm, will probably enable you to articulate a vision that will motivate others. You are very interested in being in a leadership position. You are motivated by challenging goals, and your goals are clear. Also, your optimism could also help you motivate others. Your vision or goal genuinely includes benefiting others or society. In this respect, you are more likely to gain a wider support and acceptance. You have a natural tendency to try to influence others, and you give moderate importance to trying to enlist the cooperation of others.

You are very self-motivated. This is a great asset to your leadership. You tend to take a great deal of initiative. Consequently you are more likely to be successful in a career and as a leader. Your determination to reach a goal is a very good asset for a leader. You can be a little disorganized at times. Thus you will need the support of an assistant who is very organized. You will tend to create a reasonably unstructured organization. You tend to be flexible and adaptable to changes.

Your intention to improve yourself is a good asset as a leader. It allows you to continue to develop yourself as well as set an example for others. You are reasonably self-accepting. This could be a beneficial trait for leadership. You have a good balance between wanting to improve yourself and liking yourself the way you are now.

You have a moderate desire to work for a capable authority, and you want a great deal of autonomy in your work. This is normal for a leader.

In general, you have reasonably good interpersonal skills which will be of assistance to you in a leadership role. Your ability to mix and interact directly with the people working under you will enable you to gain a better perspective of your organization. You are extremely empathetic and warm which could be beneficial to your leadership. However, you dislike enforcing necessary rules. Consequently you may neglect doing so. Your ability to be direct and tactful at the same time will increase the loyalty and motivation of the people you lead. Your willingness for people to speak truthfully (even if they are a little blunt) will help you to be more informed and to better understand important issues. Your open-mindedness will help you gain respect.



## CAREER COMPARISON

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Compared to: SALES - FINANCIAL SERVICES

### ASSESSMENTS

This report compares your career preferences to SALES - FINANCIAL SERVICES.

The suitability rating indicates the probability you will enjoy (and succeed) in this career. The overall % score indicates the percentage your preferences match the requirements of this career.

Please realize that this is only a general reflection of the behavioral requirements. There could be many specific positions within this career that require significantly different behaviors. Therefore, this score is only intended to be a guideline to be used for further inquiry and reflection. In addition, it does not take into consideration your current level of education and experience related to this career.

The behavioral requirements for this career are listed in three categories: Essential Traits, Desirable Traits, and Traits to Avoid. The Essential Traits relate to behaviors that are frequently required for the career. The Important Traits are behaviors that are required less frequently. The Traits to Avoid are behaviors that could have a negative impact on performance and satisfaction for this career.

The score adjacent to each trait name is your level of preference related to that behavior (on a scale of 0-10). The rectangular boxes to the right of each trait name reflect the POTENTIAL impact the behavioral requirements could have on your career satisfaction (either positive or negative). The colored area within the box reflects the impact YOUR preference (related to that behavior) will probably have on satisfaction for this career.

The second section of this report provides narrative descriptions of your suitability for this career.



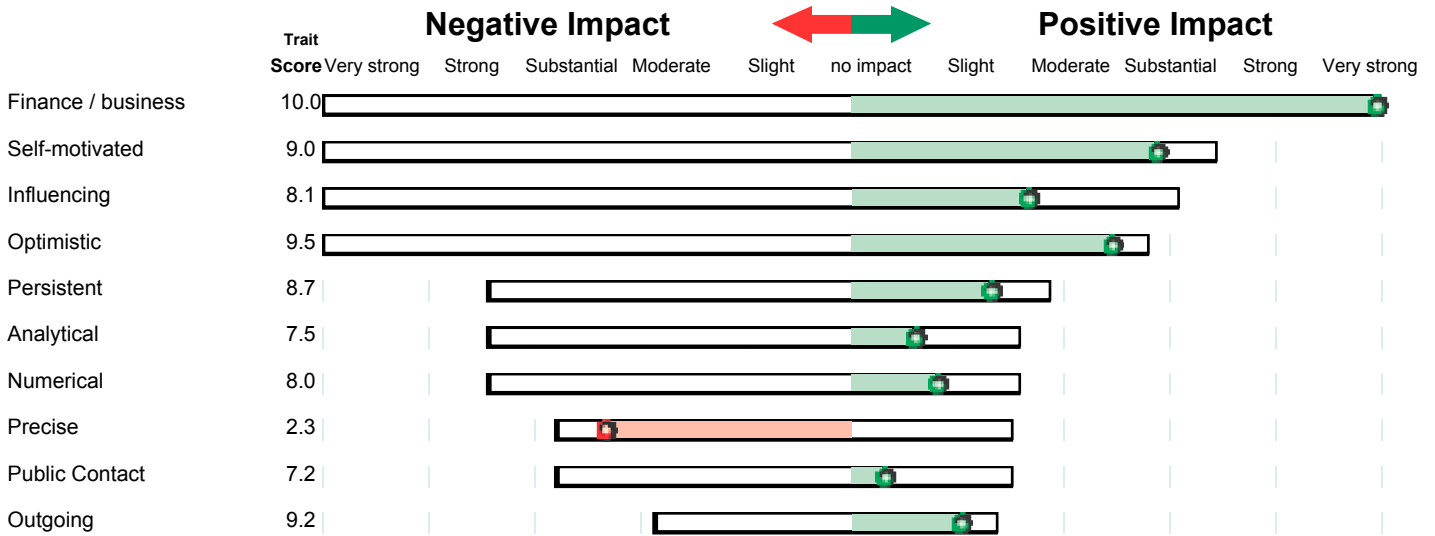
# CAREER COMPARISON

Andrew Jones Date Entered: 06/17/03  
 For Dawson Consulting Group  
 Compared to: SALES - FINANCIAL SERVICES

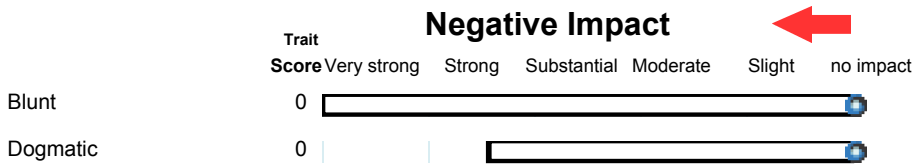
ASSESSMENTS

Your Behavioral Assessment Score = 91%  
(percentage of behavioral suitability requirements met)  
Andrew's suitability is Excellent

### Essential traits for this career (in order of importance)



### Traits to avoid for this career (in order of importance)





## CAREER COMPARISON

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Compared to: SALES - FINANCIAL SERVICES

### ASSESSMENTS

Your behavioral assessment score is 91%. This means that you would enjoy 91% of the activities related to this career. Thus, you will probably enjoy and be successful in this career assuming you meet the educational and eligibility requirements.

The behavioral assessment includes a technological 'consistency detector' that indicates the reliability of results by analyzing the consistency of the answers on the questionnaire. Your consistency score is 96%. This indicates a high likelihood that you were truthful, accurately self-aware, and able to concentrate on the questionnaire.

## ESSENTIAL TRAITS FOR THIS CAREER (in order of importance)

**Finance / business** - The interest in commerce or fiscal management

You have a score of 10.0 on Finance / business.

You are extremely interested in business or finance.

Your interest in business or finance will probably have a very strong positive impact on job satisfaction and/or performance.

**Self-motivated** - The drive to achieve including taking initiative, wanting challenge, and being enthusiastic about goals

You have a score of 9.0 on Self-motivated.

You are very self-motivated. You strongly prefer an employer who is able to offer opportunities for achievement.

Your self-motivation will probably have a substantial positive impact on job satisfaction and/or performance.

**Influencing** - The tendency to try to persuade others

You have a score of 8.1 on Influencing.

You very often engage in persuading and influencing others. Assuming you have the right balance of other interpersonal traits, you are likely to be skillful in expressing your ideas to subordinates and/or clients.

Your tendency to influence others will probably have a moderate positive impact on job satisfaction and/or performance.



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#### **Optimistic** - The tendency to believe the future will be positive

You have a score of 9.5 on Optimistic.

You tend to be extremely optimistic and cheerful. Your positive attitude will be very beneficial when dealing with subordinates, co-workers, or clients.

Your positive attitude will probably have a moderate positive impact on job satisfaction and/or performance.

#### **Persistent** - The tendency to be tenacious despite encountering significant obstacles

You have a score of 8.7 on Persistent.

You are very determined and persevere with a task despite many obstacles. This will probably be beneficial for overcoming the obstacles that you will encounter in this management position. Your persistence can also pay off when selling as you are more likely to be effective when cold calling or tenaciously pursuing a potential client.

Your tendency to be persistent will probably have a slight positive impact on job satisfaction and/or performance.

#### **Analytical** - The tendency to logically examine facts and situations (not necessarily analytical ability)

You have a score of 7.5 on Analytical.

You often analyze difficulties, facts, situations and usually enjoy it.

Your tendency to analyze will probably have a slight positive impact on job satisfaction and/or performance.

#### **Numerical** - The enjoyment of counting, calculating, or analyzing quantities using mathematics

You have a score of 8.0 on Numerical.

You enjoy working with numbers.

Your enjoyment of working with numbers will probably have a slight positive impact on job satisfaction and/or performance.



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**Precise** - The enjoyment of work that requires being exact and the tendency to be detail oriented

You have a score of 2.3 on Precise.

You strongly dislike having to do precision tasks. You strongly prefer not to do work that requires a significant amount of time to be spent on precision tasks and may be severely lacking in attention to detail.

Your dislike of precision tasks will probably have a moderate negative impact on job satisfaction and/or performance.

**Public Contact** - The tendency to feel comfortable with interacting directly with a wide range of people representative of general society

You have a score of 7.2 on Public Contact.

You generally enjoy working with the general public and are probably reasonably comfortable doing so.

Your degree of enjoyment of working with the general public is sufficient.

**Outgoing** - The tendency to be socially extroverted and the enjoyment of meeting new people

You have a score of 9.2 on Outgoing.

You enjoy meeting new people and are probably very outgoing.

Your enjoyment of new people will probably have a slight positive impact on job satisfaction and/or performance.

## TRAITS THAT COULD HINDER SUCCESS FOR THIS CAREER (in order of importance)

**Blunt** - The tendency to be frank or direct while lacking in diplomacy or tact

You have a score of 0 on Blunt.

You probably do not have a significant degree of being blunt.

Your lack of being blunt will support job satisfaction and will not hinder performance.





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**Dogmatic** - The tendency to be certain of one's own opinions while at the same time not open to different ideas

You have a score of 0 on Dogmatic.

You probably do not have a significant degree of being dogmatic.

Your lack of being dogmatic will support job satisfaction and will not hinder performance.