Career Possibilities

By: Austin Guirguis
Career Possibilities

➢ Entrepreneurship

- Being an entrepreneur would allow me to express my most important core values, while also making a lot of money. My dream as an entrepreneur has always been to open my own practice. With a major in entrepreneurship, I have acquired skills in innovation and a number of other skills that would be valuable in my own practice. My dream as an entrepreneur is to own a gym and physical therapy/rehabilitation center focusing primarily on athletes. As an entrepreneur, I would create my own hours, striking the balance between work and personal life. The hands-on, interactive part of the job would allow me to create lasting relationships with those who do business with me, which is where I thrive as an artisan.

Real Estate Developer

- Real estate development fits my interest of enterprise control and allows me to show my abilities in leadership and creativity. By putting my ideas to paper and finally bringing them to life with my team, this job provides me with a hands-on work environment, while also satisfying my hunger for financial gain.
Top Values

Respect
Purpose
Balance
Balance

Finding the balance between work and personal life will allow me to work on myself while being happy, both inside and outside of the workplace. I will be able to perform to the best of my abilities while also enjoying the work I am doing.

Why is balance important

○ Finding the balance between work and personal life will allow me to work on myself both mentally and physically. When outside of the workplace I can improve on my mental stability by meditating, getting good rest, and spending time with my family. Additionally, I can work on my physical body by exercising and prioritising nutrition.
Purpose is to have meaning and direction in life. Purpose allows us to see the “bigger picture” and keep us focused on our goals. Without purpose, we have a much higher chance of becoming unmotivated and depressed. Employees use purpose as a way to find meaning in their work and keep them engaged with their co-workers, the company, and the society that they interact with.

How to find purpose in work:

- Utilize resources such as mentors, peers, and other people willing to help
- Find jobs and opportunities that you find enjoyable in and are passionate about
- Know what fuels us:
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  - Utilize resources such as mentors, peers, and other people willing to help

Finding our purpose keeps us motivated and focused on both short and long term goals. We can analyze our responsibilities, leading to more efficient and accurate work performance.
Respect

➢ Respect is to value others and be valued in return. Respect not only attains to the consideration of others as a person, but also applies to their beliefs, viewpoints, and personality, as well as their physical space and personal belongings. Respect is to value others and be valued in return. Respect not only attains to the consideration of others.

➢ Respecting ourselves and what we believe in is also important.

➢ Impacts respect has in the workplace:

○ Less conflict and problem
○ Happier, more inviting atmosphere
○ Increased productivity

More effective teamwork
Better communication between colleagues
Promotes employee engagement which can lead to:

Through self-reflection and positive self-talk, we will have more confidence and respect for ourselves and aspirations. If we respect ourselves and believe in what we say, others will follow.

Respect gives and respect gets.
Top Three Interests:

- Enterprise Control
- Managing People and Teams
- Coaching and Mentoring

Interest Overviews
Coaching and Mentoring

What it is
- Coaching and Mentoring is the creation of lasting, trust filled relationships within the workplace. This job focuses more on building and nurturing individual relationships, rather than in groups. The responsibility of a business coach/mentor is to engage with and support the people around them in order to create an efficient and united workplace.

How it applies to myself
- This job fits me perfectly considering my listening and empathy skills are at the top of the list. My ability to see things from another person's perspective and understand where they are coming from enables me to empathize and relate with them on a personal level.

Coaching and Mentoring
Managing People and Teams

What it is
- This management role requires you to primarily work in group settings while facilitating the task at hand and leading the team members involved. Moreover, one must focus on achieving both short and long-term goals in addition to motivating every team member.
- When not working on projects, the job may also include evaluating potential and current employees, forming relationships, and building synergistic teams.

How it applies to myself
- My parents always told me to "Be a leader, and not a follower." This quote has influenced everything I have done in life. I have always loved being a leader and enjoy the sensation of achieving team goals.
- Managing others would allow me to not only lead my team, but make sure the task at hand is done correctly.
- Ultimately, I believe this job would allow me to proactively show my leadership and decision-making skills.

What it is - This management role requires you to primarily work in group settings while facilitating the task at hand.
Enterprise Control

What is it - Enterprise Control is the ability to create strategies for a project, team, or company in order to determine the direction taken. This career path involves leading teams, departments, and businesses in negotiating with others by taking responsibility for the profit-loss decision making that benefits the longevity of a company. This job requires the strengths of both leadership and one must possess both social and analytical skills in order to effectively communicate to others the necessary data to achieve optimal returns on investment.

How it applies to myself - The ability to negotiate with others is another strong suit of mine. This job would allow me to improve upon this natural tendency and adopt an underdog mentality so that I may implement strategic decisions.
Personality Type

Artisan Type - Artisans are adventurous, unconventional people who enjoy a change of scenery. Artisans thrive on the spontaneous aspects of life. Artisans naturally have irregular ways of thinking which allow us to create innovative solutions for problems. My "go-with-the-flow" personality enables me to take risks and never regret the choices I make. My "art for art's sake" outlook on life has helped me to find excitement in almost any setting.

Curiosity drives an Artisan, which allows me to be adventurous and outgoing by nature. I have always been driven to be great at whatever I do. As an Artisan, my natural mindset is to take risks and never regret the choices I make, but rather learn from them. This optimistic outlook on life has helped me to find excitement in almost any setting.

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Top 3 Majors:

Entrepreneurship & Corporate Innovation
Marketing
Real Estate
What is Entrepreneurship & Corporate Innovation?

This major is for those aspiring to own or manage a small business. This course teaches people how to properly invest their money into their company and network their innovative ideas. According to study.com, entrepreneurship "combines management, marketing, finance, accounting with an emphasis on business ownership." This versatile major teaches you a plethora of skills that are useful in all aspects of business.

Why is this a good major for me?

- This job not only requires you to take many risks, but also requires you to be very bold and well spoken. As an artisan, it is natural for us to be natural risk takers and find enjoyment through taking on new tasks.
- Why is this a good major for me?
- This will give me a good balance between work and personal life. By growing and promoting my own brand, I will find my passion and purpose and pursue it. Possibility to be my own boss and work my own hours. This will allow me to incorporate two of my top values - balance and purpose. The beginning stages of entrepreneurship are very tough according to INC, new business owners work about 50 hours a week and 25% reported working around 60 hours per week. Although it is very hard work, once I establish myself and my company, I have the potential to be my own boss and work my own hours. This will give me a good balance between work and personal life.

Sources:
- https://study.com/articles/Major_in_Entrepreneurship_Information_and_Requirements.html
Entrepreneurship & Corporate Innovation (2/2)

Unique things about this major:

○ The average starting salary for a Entrepreneurship & Corporate Innovation major is about $57,334. Although this is one of the lowest out of all the KSB majors, this job still catches my eye the most.

○ There are on-campus groups that may be beneficial to aspiring entrepreneurs after college such as “Ideation and Creation Entrepreneurship” and “Civic Leadership Development”.

○ Another job option someone with a entrepreneurship degree may look into is sales. Sales requires you to understand how a business runs in order to represent the business well to customers, while also helping to manage accounts and facilitate transactions.

○ The first career choice that I think would be a good fit for me is a starting job in a management position in the company I am with. Being my first real job, it will teach me how to create discipline within the workplace and may also potentially lead into a more prestige position in the company I am with.

Possible career choices:

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What is Marketing?

Marketing is the promoting and selling of goods and services from the producer to the consumer. Marketing covers a wide variety of topics such as pricing policies, advertisement, buyer behavior and many more. According to CEO Michael Brenner, "marketing is the process of understanding your customers while building and maintaining relationships with them. He also goes on to state that "marketing is key to an organization's success."

Why is this a good major for me?

Marketing involves a lot of human interaction and communication between colleagues and the company's consumers. With some of my best attributes being listening skills and the ability to communicate, I will be able to openly and effectively communicate with the people around me while also being able to empathize with them and come to an agreement when needed.

Once again, being an artisan gives me the upper hand in this career because of my natural abilities to think freely creatively. Being able to creatively think will help to think of innovative new ways to sell and advertise our products.

Sources:
https://marketinginsidergroup.com/strategy/what-is-marketing
Unique things about this major:

- Marketing is the sixth highest paying out of the nine majors on the KBS website. The average Kelley graduate with a marketing degree makes about $58,950 a year.
- According to Kelley, students have the opportunity to connect with various leading employers through things such as our research centers, Undergraduate Marketing Club, Global Sales Workshop, Consumer Marketing Academy, Business Marketing Academy, and Kelley's career services offices.

Possible career choices:

- Marketing is one of the most broad and diverse majors. Marketing teaches you the skill of effectively analyzing data, while also teaching you to

  **Brand Management**
  - You control all of the brands networks and help to uphold the name surrounding the company. I would enjoy this because I would be able to use my leadership and decision making skills in "final say" situations. I would also be able to work and interact with many different types of people. Human interaction and communication is very important to me when looking for a job and this suits me well.

  **Advertising**
  - Your job is to reach and relate to consumers in a way that makes them want to buy your product by using TV ads, social media ads, and other sources of networking. You must be able to make your product stand out among the many. I think this job would appeal to you since you will work with many different types of people. Human interaction and communication is very important to me when looking for a job and this suits me well.

- The two job options that stick out to me the most were brand management and advertising. I would enjoy this because I would be able to use my leadership and decision making skills in "final say" situations. I would also be able to work and interact with many different types of people. Human interaction and communication is very important to me when looking for a job and this suits me well.

- Possible job options:
  - About $58,950 a year.
  - Marketing is the sixth highest paying out of the nine majors on the KBS website.

Source(s): https://kelley.iu.edu/faculty-research/departments/marketing/index.cshtml
Real Estate (1/2)

What is Real Estate?

○ Real estate is the constructing and purchasing of a property. Those who choose to major in real estate will be taught how to buy, sell, develop, appraise, etc. as well as the logistics behind it. A real estate agent works to help guide clients in the buying, selling, or renting of a property, while providing them with information regarding the current market conditions and how to maximize an investor's profit.

Why is this a good major for me?

○ Real estate allows for different interactions with different types of people everyday. I think this job would be good for me because I have always been fascinated with home reconstruction involving both interior and exterior design. Property investment would allow me to not only sell property, but invest in flipping homes and land myself.

○ The pleasure of being an artisan once again comes in handy. As an artisan, we are naturally charming and persuasive which will help me to connect with my clients and close deals faster.
Real Estate (2/2)

Unique things about this major:
○ Real Estate majors from Kelley School of Business make an average of $64,208 per year.
○ There are over 250+ companies including: Google, Goldman Sachs, Amazon, Bank of America, and JPMorgan looking to hire finance and real estate majors graduating from IU.
○ The Commercial Real Estate Workshop and the Real Estate Club are good options for students within this major to further their craft and begin to network themselves.

Possible career choices:
○ Financial Analyst - Makes business suggestions and propositions for larger corporations and tries to lead them in the right direction based on studies and data. I would like this job because it not only pays a lot of money, but I would have to work independently. Although I strive in team settings, working alone would ensure that all the work done was up to my standards. 

Financial analyst - Makes business suggestions and propositions for larger corporations and tries to lead them in the right direction based on studies and data.

Assessor - Determines the value of a building or property based on the condition it is in. As an assessor, I would be able to assist others in making different profitable investments.

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Sources: https://www.livewire.com/resources/careers/recent-grads/real-estate