ALDO PIZZOFERRATO
---
CAREER POSSIBILITIES

BUS-T 175
TH 2:30PM-3:45PM
Public Accounting

Public Accounting is one of my two key finding careers for many reasons. These reasons include, structured working, long-term work life balance, quantitative work, and team oriented work life. I believe that structured working correlates well with my guardian provider personality because logistical work and non-disarray occurrences keep me calm and not stressed. Public accounting also has a great long-term work life balance where I will be able to happily have time for all of my family and friends which are two of my top values. Obviously, public accounting is extremely quantitative in nature which is my second top interest. Lastly, public accounting is increasingly team oriented which correlates with my personal development value, coaching and mentoring interest, and guardian provider personality. All of my so-called “VIPS” focus around relationship building and management and working in public accounting constantly keeps me in that environment. Overall, I believe that working in Public Accounting can possibly serve me well because of what all of my values, interests, and personality type resemble.

Investment Banking

I chose Investment Banking as my second key finding career because it is similar to public accounting but also different in many ways. Investment Banking provides: an elite network, variety of exit opportunities, greater compensation, and team orientation. The beginning work life of an investment banker is not necessarily ideal when it comes to work-life balance, however, the network that comes along with it will allow me to make connections and establish relationships with very important people within many different companies and roles. This greatly impacts my personal development value, and coaching and mentoring interest because of how crucial it will factor into my long term career outlook. Nonetheless, the network will also manage my possible exit opportunities that can create either a similar work-life balance, or a more desirable work-life balance that would include much more time with family and friends – but this route would have to allow more time for that to happen. Banking also comes with greater compensation which would allow me to invest more and reserve more money for my future with my family and friends to enjoy life a tad more lusciously. Lastly, like public accounting, working in investment banking is also very team oriented which aligns with essentially all of my “VIPS.”
Family

Family is one of my top values for one basic reason: the way I was raised. I grew up with loving parents, an amazing twin sister, and I lived in a town where half of my aunts, uncles, and cousins lived less than 5 minutes away. Simply, family has surrounded me and supported me my entire life and is therefore plays a key role in my life. As I go through college and look towards the future, I plan and envision to one day have a family of my own where I can raise my kids the same way my parents raised me. I will stay close with my family as I grow up and will want my family to be close with their grandparents, aunts, uncles, and cousins. Nonetheless, because family has such a pivotal role in my life, that means I am willing to make decisions according to whether or not it will affect my family. If the decision will negatively affect my family, I can guarantee I am not going to make that decision.

Friendship

I also had friendship as one of my top values when picking from the list of 50 values. Friendship is on this list for similar reasons as to why family is on this list. I am a huge proponent of my friends also being considered my family. I am a relationship type of person and enjoy finding new people to become friends with and getting to know them to build a relationship. Friends are the people that I turn to with types of advice that sometimes family will be too biased to give me what I want. I also look to spend some of life's greatest memories with my friends. I am most definitely an extrovert and thrive off of talking to others and making connections with others which is why friendship plays such a key role in my life. I strongly believe I would be nothing in this world without my family and friends and they constantly inspire me to achieve my best and be my greatest day in and day out.

Personal Development

To this point, my top values have been about others and maintaining healthy relationships with my family and friends, however I also have a strong passion for developing myself and bettering me. Throughout high school, I came to realize after taking on some leadership roles that being in charge of so many responsibilities and other people, I not only began to learn about effective relationship building, but also about myself. I began to learn how I react to certain situations, my preferred way to handle conflict, and how I enjoy organizing things in disarray. I learned that I enjoyed analyzing myself and identifying in areas that I need to develop and grow, and then I would begin to work on it. I never aspire to be a person who lives day by day just doing my daily tasks. I aspire to build relationships with others, exposing my life weaknesses, and then making motives to improve those to personally develop myself into who I want to be.
Coaching and Mentoring

Coaching and Mentoring was my top interest according to Career Leader and I believe that it is extremely accurate. I also believe that this is my largest key interest also because of my top values. Two out of my three top values were had to do with other people and relationships. In addition, the reason why one of my values is personal development is because of what I learned when being in coach/mentor position. I wholeheartedly enjoy being a role model for others and a figure that others can go and talk to. I always am an attentive listener and will psychoanalyze another person’s problem in my head while I listen in attempt to give that person beneficial advice. I am a people-person first and want to positively impact those around me day in and day out. I don’t want to have that persona of being a hard-headed brick wall that somebody cannot go to with their problems. Essentially, I love being able to be a role model in other’s lives and am extremely gratified when I know that another person appreciates me for playing that role. I believe there is nothing more satisfying than someone else telling you how you have played a positive role in their life.

Quantitative Analysis

Quantitative Analysis is most definitely accurate to be one of my key interests. All throughout my schooling starting back in middle school, math was always my strongest subjects – and I liked it. Throughout middle school, is was the only advanced subject I was placed into and the only advanced subject I had an interest in pursuing. Throughout high school I was the same way. I was in the advanced route and ended up taking Multi-variable Calculus my senior year through a local college. Nonetheless, this interest has carried its way to my college career. I am currently double majoring in Accounting and Finance and double minoring in Mathematics and Informatics. I enjoy working with numbers and have some weird liking for working with excel spreadsheets. If that isn’t an interest for quantitative analysis, I don’t know what is. As of now, my career interests have something to do with corporate finance or public accounting which makes sense because of my liking for quantitative analysis. I also believe that knowing how to work the numbers for business will allow a person to grow and understand the other areas of business naturally, but the numbers are just so essential for full understanding.
For the Keirsey Personality Test I was pegged as a Guardian Provider. Some of the provider’s characteristics include: loyal, responsible, cautious, humble, logistical, and organized. Some of our bad habits per se include: dealing with conflict, overly sensitive, overloaded in helping others, not good at changing routine, and occasionally indirect at communicating. When I go ahead and look at all of these skills, characteristics, and weaknesses it is actually quite creepy at how accurate this is. When I think of me as a person, I know that I value family and friendship -- essentially my relationships with other people. Because of that, my personality is extremely loyal to others, and humble because of how appreciative I am to have those people in my life. This also makes sense and connects to how one of my interests are coaching and mentoring. Essentially, part of my personality is about other people because it is what I enjoy, am skilled at, and want to display to others that it is what I am about. Being a Guardian Provider also links up nicely for my interest in quantitative analysis. Since I enjoy numbers and their factual stance, it would make sense for me to be an organized and logistical type of person. I function well and enjoy when things make sense and fit together like a puzzle. When things are out of the ordinary and in disarray, I get stressed and it bothers me. I like when things are in order and the way they should be. Overall, I am the type of person who makes it a goal to seek out those other people and building those relationships, but stay grounded in building and keeping them. At the same time it is difficult for me to communicate directly when it involves negative news. I also enjoy organized tasks that make sense and become flustered when disorganization occurs because it forces me to come off of my routine and adapt to that.
1. I believe that Accounting fits with my VIPS because of its constant schedule, focus on numbers, and logistical material. Accounting work schedules work on a usual 9-5 schedule which means that there would be a lot of time outside for my family and friends since it is two of my largest values. Accounting also focuses heavily around numbers and analyzing logistical issues within a business. Since I am a quantitative person and love working in an organized and logistical manner, accounting work seems like it would be enjoyable according to my interests and personality.

2. Two of the things that make accounting unique at the Kelley School of Business is that we are a big supplier of accountants to the Big 4 accounting firms of PwC, KPMG, Deloitte, and EY. Knowing that Kelley has pull into the biggest and best accounting firms is a big pull for majoring in that area. These firms also commonly have case competitions for students which is another opportunity for students to familiarize themselves with these firms. Another positive that is involved with majoring in accounting is the Student Accounting Society where this club constantly has meetings and information sessions with these large public accounting firms. Students get to make connections and learn what all of these companies are about and aspire to become.

3. Two possible career outcomes for this major is a public accountant and financial analyst. I believe that both of these have very similar themes in their work and fit my VIPS. First of all they are both extremely quantitative and number based. They focus heavily on analyzing logistical structures and how things with numbers work. They also are not have the organization and structure that a guardian provider would enjoy. Overall, I believe that a public accountant and financial analyst would suit me and my VIPS well.
1. I picked Finance as another major to look into because it is one of my current majors and also a major that I believe aligns nicely with my VIPS. Finance is fairly similar to accounting in the fact that it is extremely quantitative and logistical number heavy. With that being one of my interests, I already believe it is a well fit there. However, another reason why I believe that finance is a great field for my VIPS is because of how relationship management based it is with clients. People in the financial world wouldn’t be there without their clients therefore maintaining those relationships is crucial. Since relationship building and management is a huge part of my personality type and values, I believe finance would suit me well.

2. Two of the advantages that I see with majoring in Finance here at the Kelley School is the variety of jobs to possibly pursue and the average starting salary. When looking at the finance major sheet, the potential jobs can be split up into four different categories: corporate finance, investments, specialties, and commercial banking. Within these four categories are about 3-8 different possible starting jobs, which means immense variety. Majoring in finance would most definitely keep many doors open in choosing a position. Another benefit of majoring in finance is the higher average starting salary. The most recent reported average starting salary was $63,821 which is one of the higher starting salaries for the Kelley School. That is most definitely a benefit when thinking about paying back loans.

3. Two possible career outcomes for majoring in Finance would be either Investment Banking, or Financial Consulting. I believer Investment Banking would be a good fit for me because of how quantitative it is but also because of the possible exit options and long term opportunity to affect other people. Many who start in Investment Banking eventually go on to be high up within companies in terms of Finance and play a role on everyone under them day in and day out. That aligns perfectly with my interests and personality type. I also think that Financial Consulting would be a great fit for me also because of how relationship management based it is. Consulting will involve establishing and keeping relationships with clientele and that is perfect when considering all of my VIPS. Overall, Finance seems to be a great major for me.
TECHNOLOGY MANAGEMENT

1. I chose to research further into technology management as a co-major because of my interest and passion for technology. While it doesn’t appear in my VIPS, I do have an interest for technology and is currently why I am pursuing a minor in Informatics. However, it makes sense to have Technology Management to be considered because technology contains two different concepts that align nicely with me. Technology is always extremely quantitative and also very logistical and organized. When using technology, coding technology, or analyzing technological data, the data is in an organized and logistical manner and often times the person would have to convert that data so others can understand it. Therefore, because it is quantitative and logistical I believe it would align nicely with my VIPS.

2. I believe that having a co-major in technology management can be very beneficial because of recruiting diversity and also internship capabilities. The world is increasingly technological therefore no matter what internship I end up getting through Kelley, I will have to understand how to use and utilize technology to complete my tasks. By having a co-major in technology management, I will better understand how to use these technologies effectively and productively. In addition, while going through recruitment since technology management cannot stand alone as a major, that means I will have another major along with it which will naturally allow me to stand out when it comes to recruiting and attaining that full time position.

3. Two possible career outcomes for having a background in technology management include IT Consulting and Information Technology. These are both extremely similar and also align with my VIPS the same way. Both of these fields and jobs would be extremely logistical, organized, team focused, and relationship based. The technology field now constantly works in teams which works well with my guardian provider personality type and also my coaching and mentoring interest. Since it is heavy consulting, I would also have to be building and maintaining relationships which also plays a benefit to my personality type, interests, and values.