Career Possibilities Research Project
**Career Option #1**

**Technical Consulting**

This career possibility fits very well with my interest of quantitative analysis and even slightly with coaching and mentoring. (more direct contact and guidance with other people) I have a huge interest in technology and in business so becoming the bridge between the two seems like an awesome fit for me. For the tech side, I started my own networking company in high school, setting up the networks for many local businesses from my hometown including HandyHelpers and Apex Signs. I also have a huge interest in how businesses work in general and was able to intern in the summer for NetGear Capital giving me valuable insight in the way a large company works. Combining the skills learned in both of these valuable opportunities I believe I would thoroughly love a job that combines the two and allows me to have the lifestyle I want, a sense of predictability, and a comfortable income.

**Career Option #2**

**Financial Analyst**

This career is also another great fit for me. This career could very well fit into my interest of quantitative analysis. Since I was a little kid I have always enjoyed math and working with numbers and this will allow me to do so. In my career a balanced lifestyle, comfortable income, and predictability are all very important to me. Becoming a Financial analyst would allow me to have all three of these in my life. I really enjoyed my accounting class last semester and feel I would really enjoy this as a career. Two examples of this are my accounting class in which I thoroughly and really enjoyed, and secondly helping my mother keep track of her finance through the divorce with my dad. These two experiences can easily be related to a Financial Analyst.
Interests Overview

Coaching and Mentoring

As long as I can remember I have always enjoyed and had a “nitch” for coaching or mentoring. Personally I receive a huge satisfaction for helping someone achieve or work towards a goal. My interest in Coaching and Mentoring was exemplified however during high school, when I began coaching GYFL (Greenfield Youth Football League) teams. I was able to do so by showing a real desire to help fellow players on my own team. I believe I was also chosen to do so for my work in Leadership Meetings and setting up GYFL Kids Camp, a weekend of “skill showcases” for the youth teams, orchestrated and lead by fellow teammates and even some former NFL players, to encourage kids to play football. These events led to myself coaching multiple teams were I was able very personally teach kids football fundamentals, but more importantly life skills such as resilience and humbleness. The kids in exchange helped me by enhancing my skills as a coach, leader, and simply made me a better person.

Quantitative Analysis

Quantitative Analysis has been another key interest of mine for a long time. Working with numbers and taking part in math classes has always been a personal favorite of mine. Ever since I was a little kid, compared to my other subjects, I excelled in math most likely because I legitimately enjoyed attending these classes. I was also fortunate enough to work for NextGear Capital over the summer and got a ton of experience and opportunities to oversee companies sales revenues and input these into the main system. During this time I had extensive hours working in Excel spreadsheets and calling managers and getting a variety of information. This job was very beneficial as I was able to get an idea of how a real company functions from the inside. The key point in this however, was that I enjoyed going to work due to a nice work environment, but also I was dealing with things I enjoy, being numbers and technology.
VIPS Key Findings

Values

• Lifestyle: A huge aspect that I value is having enough time to balance family, friends, and many other personal activities. This is extremely important to me because I would rather work a horrible job and get to see my family than live my “dream job” and not see them at all.

• Comfortable Income: I value pay a lot when considering a job. Not that I have to make an extreme amount of money or have a sense of greed, but rather I want to make enough money where I feel I can support my family and give them things they enjoy.

• Predictability: This is another huge value for myself as I was to have a sense of security. I am the type of person to plan many years into the future and without predictability I become very uneasy very fast.

• Belonging: I really value feeling that I am not only needed but wanted in a team or organization. This allows me to work with less pressure and get my best possible work done.

• Status: I value holding a position where I am respected and recognized for my work.

Interests

• Coaching and Mentoring

• Quantitative Analysis

Personality

I am a Guardian-Protector, an ISFJ

I am the type of person who enjoys have set in stone plans and schedules. This gets me through the day as I can check things off the list and really creates a “To-Do-List” in my head. A huge part of my life is helping others complete theirs goals. Possibly due to a selfish nature, but it feels as if I am also part of that success. Because of this I value a place where cooperation is valued and encouraged rather than a single cell where I get my checklist done and leave. As an ISF] I am said to enjoy structure and organization, however I believe I really bleed both ways, as I do enjoy having structure to my day and keeping my on pace, however I also enjoy a little bit of freedom. As with organization, I am the type of person to not have a very tidy work place, but I do have an exact place where things go.

Skills

• Leadership: I have also strived to bring the best out of everyone around me and I believe that shows a great deal of leadership. I was also a team captain for my football team as a Sophomore, which presented itself as a challenge to go and lead guys with more experience than myself on the field, however I overcame this and won the Clayton Myers award which translated into the team leader and “backbone.”

• Resilience: As stated above as being a captain as a Sophomore and starting Varsity as a freshman, things were not easy, but when things did not go my way, or very tough, I never let my head sulk and kept trying.

• Dependability: During my senior year, I was our schools Radio & TV broadcaster and TV host, this meant a lot of responsibility fell on me to meet FCS regulations and making sure our shows ran smoothly and efficiently, because of this opportunity I gained a ton of skills, but dependability stood out.

Themes

• Accountability

• Stability

• Balance

• Financial Gain
KSB Majors Overview

**Accounting:** Tasks one with making, recording, and advising financial records for companies or individuals. Common tasks include financial reports and balance sheets.

**Economic Consulting:** includes looking at a company’s important policies and markets and formulating strategic business decisions based off these.

**Entrepreneurship:** includes starting and maintaining a business or company. Tasked with filling business roles such as managers and salespeople. Implementing information systems and other company policies.

**Finance:** Involves learning the ins and outs of a company’s financial records and analyzing the risk and return of assets and investments.

**Information Systems:** Involves creating and maintaining business processing models for companies to

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KSB Majors Overview

Management: Includes making and finalizing strategic business decisions within a company. Maintains day-to-day operations.

Marketing: Includes looking at a consumer and fitting your product and sales strategies to their wants/needs.

Professional Sales: Includes providing products and services to other businesses, and fulfilling the needs/wants of their customers.

Operations Management: Includes aligning a company’s or firm’s resources and processes.

Business Analytics: Includes analyzing financial data by comparing numbers of multiple databases, applying this data, and relaying this data to the department needed.

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KSB Majors Overview

Digital and Social Media Business Applications: Includes using social media and other technologies to increase marketing of a business to promote the company and its services.

International Business: Includes organizing business strategies within foreign countries. Provides one with the underlying economic and social trends on a multinational level.

Law, Ethics, and Decision Making: Includes making one a better decision-maker while also gaining insight on the ethics and legal procedures of a company.

Sustainable Business: Includes gaining perspective on applying sustainability into a company strategy or business in whole.

Technology Management: Provides an understanding to the role of technology in the real world business practice.

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Finance

Fit: Finance has always been a possible option for me. Coming to Kelley, this was best described as my “safe-bet” option. Although I have now changed my ideal major, I have realized that Finance would also be a very good fit for me too. Finance fits well with my interests of Quantitative analysis, however not great with Coaching and Mentoring. I currently personally enjoy investing in the stock market and I think this can be related to Finance due to the “risk-reward” aspect of the job. I really enjoy doing this so I believe the overall idea for the job would fit me well, however I believe some of my VIPS do not align with this major when considering a career, hence this not being my overall choice.

Unique to Kelley: Students have the ability to work with faculty who have spent many years in this career at Kelley. The 2017 average salary of $64,466 to Kelley Finance graduates also shows the amount of prestige and level of expertise considered to someone who graduates from Kelley with a Finance degree compared to somewhere else. Within the Finance department, many clubs exist to give students the opportunity to specialize themselves in a part of Finance. Some of these include Investment Banking and the Commercial Real Estate Workshop.

Career Options:
1. Investment Banking Analyst – In this career, analyst perform complex financial modeling and essentially determine the worth of other companies. The work behind this job seems very interesting and fun to me and fits well with quantitative analysis however strongly disagrees with my most important value of Lifestyle.
2. Real Estate Investor: In this career, the job includes analyzing market value or buying property with the intent of selling it for profit later. This job requires skills in Quantitate Analysis and a good understanding of the market. I would enjoy working with numbers, however there is not a lot of predictability in this career
Information Systems

**Fit:** One thing not disgusted much in my reports is my love for technology. I personally have always loved learning about tech and then trying to apply this by building numerous computers, setting up network systems, and numerous other tech tasks. Information systems teaches students to address IT and I believe this fits me very well. This major blends information systems and management concepts with technology. This again fits my quantitative analysis while also adding a mix up.

**Unique to Kelley:** There are some very specific organizations that are related to this major and industry. Some include the Technology Management Club, Kelley Consulting Workshop, and 180 Degrees Consulting. Kelley offers some very specific and very valuable courses for this major that set students apart including K303 and S302. Besides these unique examples, Kelley does a great job of integrating Tech into everyday life and classes since that is where the industry is going.

**Career Options:**

1. **Technical Consulting** – With this career, I would be tasked to being the bridge of business and IT. This job relies on identifying the clients needs and creating solutions for those needs. This seems like an extremely good fit for me as it has both the social and quantitative analysis interest I enjoy, the values of lifestyle and predictability, and finally it combines my love for technology. The one challenge I found could possibly be not being very structured.

2. **Solution Design and Analysis Manager** – In this career, I would analyze problems within the business and come up with solutions that increase efficiency. Again this career puts a focus on tech something I value very highly, while also being very structured. Weakness of fit would be a lack of human interaction.
Accounting

Fit: Accounting also fits extremely well with my interest in Quantitative Analysis. As described before I have always enjoyed math and working with numbers, so Accounting naturally seems like a good fit. I enjoy predictability and with an accounting degree I know what my day what consist of almost everyday. In my VIPS, one of my themes included helping others reach or accomplish a goal, and surprisingly with accounting I can fulfil that value. For example filing someone's tax return would make me apart of that success and help me feel that sense of satisfaction after being the last step in someone's success.

Unique to Kelley: There are 18 accounting clubs and 20 committees on campus that Kelley students and participate in. This provides students with more expertise and exposure to the real-world applications of accounting. Some of these clubs include Women in Accounting, Student Accounting Society, and National Association of Black Accountants. Kelley provides student labs and support for numerous faculty members who have years of experience in this field.

Career Options:
1. Investment Banking Analyst – This again is a career choice when considering an Accounting degree. Although I think I would really enjoy this career, one that involves making financial models and conducting research, tasks that align with quantitative analysis, I am not sure if I could compromise or figure out a way to make the lifestyle aspect of my values fit in this career.
2. Financial Analyst – This career involves financial analysis based on research, and application of analysis in order to improve a companies profit. In other words, what a company is doing with their money and what they are getting out of it. I believe this would be a very good fit for me as it fits my lifestyle value, predictability, quantitative analysis, and human interaction. The only challenge I could find was this career is not considered extremely structured.
“The road to success and the road to failure are almost exactly the same.”
- Colin R. Davis