Career Possibilities
Research Project

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Section 8787
Compass I: Bus-T175
Key Findings

Investment Banker

- A career as an Investment Banker would be a perfect fit for me as I graduate from the Kelley School of Business. I am already involved in the Kelley undergraduate finance club, but I am also planning on joining the investment banking workshop. Becoming a member of this workshop would propel me into a fantastic position of getting an exceptional investment banking job right after college. This career would be such a good fit for me because it would integrate my top values, interests, strengths, and aligns with my personality type. I would be working incredibly hard every day because the average investment banker works 80-100 hours a week. My value of wealth would also be met with this job due to the average starting investment banker making an average salary of $83,021 a year with an average $10,000 signing bonus. I would be working with the markets every day, which would truly be a dream come true.

Budget Analyst

- I originally did not think that a career as a budget analyst would intrigue me at all. However, shortly after doing some research, I discovered that I would thoroughly enjoy this career after graduating from the Kelley School of Business. All of my life, I have been thinking of strategic, new ways that I can save money. I started doing this because I would work during the summer and then all of the money I had recently made would be spent in a short period of time. I made myself a budgeting system where I was only allowed to spend a certain amount on food, gas, entertainment, etc. A budget analyst does exactly this on a daily basis. They help companies reduce wasteful spending and help them allocate their resources better. I would also be collaborating with other budget analysts to reach what we think is the best course of action. This ties in my important value of collaboration as well. I never thought that I may want to pursue a career as a budget analyst, but now, I know it would be a great fit for me.
I have always viewed wealth as something I want to achieve when I am older because I believe it will put me in a better position to live a happy life. Now, I am not necessarily saying that money buys you happiness, but rather it places you in a situation where you do not have to worry about funding what will make you happy in life. For example, if travelling and exploring exotic places in the world is what truly makes me happy, having enough money to pursue this passion will make me a happier person because I can enjoy travelling without any financial uncertainties holding me back. I believe being wealthy takes away a significant amount of stress in your life such as worries about transportation, food, travel, and most importantly to me, family.

To connect this to my other value, wealth, I feel as though my intensive efforts to garner money will assist me tremendously when I decide to start a family. Family has played a major part in the development of the person I am today. I have always placed my family above everything else in my life because to me, family is the one thing in the world that will remain constant. While I do want to have a successful career and become an affluent person, I value starting a family of my own as equally important. Ever since I can remember, I have always wanted a younger sister. I believe my desire for having a younger sister stems from my fondness of responsibility and watching over others. I hope that these traits will stick with me when it is time for me to raise children and see them transform into wonderful adults. In addition, having wealth will help me start a family because I will be able to provide for my loved ones and share unique experiences with them.

While I do value wealth as one of my top values, I will not be able to acquire an exceptional career and favorable income all on my own. I believe there will be many people throughout the course of my life who will help me achieve my career goals. I hold this conviction due to another of one my core values, collaboration. I am a strong believer that teamwork results in accomplishing tasks quicker and more accurately than working independently. However, being an independent person is still very important to me because I feel as though I should not always have to rely on others to assist me fulfill my own duties. Collaboration will continue to thrust me into a position where I am able to get work done more efficiently, while making friends along the way.
Interests Overview

Quantitative Analysis

For as long as I can remember, I have always been drawn to the subject of mathematics. I consider myself a logical person, which explains why in situations where I have to put together a structured math equation to solve for a hidden variable, I am able to do so quickly and accurately. I remember a distinct time that reaffirmed my belief that I am more of a numbers person as opposed to a conceptual person when I was a freshman in high school. Me and my older brother, who was a junior during high school at the time, were seated at the dining room table doing our homework before it was time for our family to eat dinner. We were both working on math homework, except I was doing my freshman algebra, while my brother was working on his junior pre-calculus. While I was attempting to solve an algebraic equation, my brother asked me if I could take a look at his homework, hoping that I could assist him. I agreed, thinking I would not be of much use. However, to my surprise, I was actually able to solve the problem without any prior experience to pre-calculus. After I helped him, my brother asked me how I arrived to the correct solution and I was unable to provide him with a solid explanation because I just understood it. Situations such as this one have led me to believe that I should pursue a career that frequently uses numbers because that is when I am at my best.

Enterprise Control

People who think strategically are able to plan and utilize their resources efficiently to solve a problem in what is considered an unconventional method. These types of people do not choose the obvious answer, but rather the answer that requires them to think outside of the box. Strategic-minded people are often leaders due to their exceptional decision making and planning skills. I would consider myself a strategic person due to my constant evaluations of situations to determine which decision would yield the best result with minimal negative attributes. In addition, I am a strategic thinker because of my problem-solving abilities and my ambitious nature. An instance where my strategic thinking resulted in me becoming a leader was when I played volleyball during high school. During my freshman and sophomore season, all my coach was talking about was winning a regional championship because men’s volleyball had never won a regional championship. When I was a junior, I was a highly valued member of the team and I was extremely determined to break the cold streak. We managed to make it to the regional championship, where we were making a lot of mistakes, giving the opposing team many unearned points. During a timeout when were down by a substantial margin, I came up with the idea to not run any complex plays so that we would no longer give the other team any unearned points. The plan worked out very well, as the team just messed up on their own as we soared to our first ever regional championship title. I was rewarded my senior by being appointed a captain of the team. I consider my strategic thinking and leadership skills to be some of my definitive traits, which is why it makes sense that I received Enterprise Control as one of my key interests.
Personality Type: ESFJ

- Dependable
- Hardworking
- Loyal
- Responsible
- Traditional
- Leaders
- Stable
- Organized
- Social
- Cautious
- Dutiful
- Judgmental
- Bossy
- Impatient
- Decisive
- Stability
- Community-Minded
- Controlling
- Good Communicator

My determined personality type was ESFJ, each letter standing for expressive, observant, friendly, and scheduled. More specifically my temperament is that of a Guardian and my type of ESFJ is a Provider. Upon reading the results about what traits a Guardian has, I quickly realized that the Keirsey Personality Test was spot on. The traits that a Guardian possesses that resonate with me the most are being dependable and hard-working. Also, the Guardian’s are known for living in “checkbox land”. For as long as I have been in school, I have always been known as the person who tries very hard. This stereotype about me is very true, as I rarely forget to turn in homework assignments, do projects, or study for tests. I pride myself on being a very dependable and hard-working person. A specific example of where I displayed these characteristics was when I was in grade school. Teachers would assign students to homework labs when they did not turn in homework. Homework lab was so horrid because it was after school until 4:00 PM and no one wanted to stay after school to do homework. I distinctly remember that as everyone around me was getting homework labs, I was one of the very few kids who did not receive a single homework lab during my four years of grade school. This was due to my extraordinary dependability and work-ethic that I still maintain to this day. In addition, I know I am a Guardian because I do live in “checkbox land”. I am constantly filling out my calendar and planner. To me, nothing is more relieving than checking off an assignment that was lingering for quite some time. In terms of my type of personality, I am a Provider. Providers are described as being friendly, cooperative, and helpful. I like to think of myself as all three of these things. I feel as though people who are hard workers that are not that social are not as successful as hard workers who are social because they can not relate to the people around them.
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<thead>
<tr>
<th>Undergraduate Majors</th>
<th>Description</th>
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<tbody>
<tr>
<td>Accounting</td>
<td>Keeping and analyzing financial records for all aspects of assorted business types, of which can be used to evaluate a business</td>
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<tr>
<td>Economic Consulting</td>
<td>Strategically using macro and micro economics, and problem solving skills, to determine problems and solutions within a company</td>
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<tr>
<td>Entrepreneurship and Corporate Innovation</td>
<td>Developed skills in how to manage, develop, and organize a potentially new small business using nuanced ideas</td>
</tr>
<tr>
<td>Finance</td>
<td>Management and study of public, corporate, and personal finance through forms of a financial system which includes money, banking, credit, investments, assets and liabilities</td>
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<tr>
<td>Information Systems</td>
<td>Using and creating new technological development to combine with business practices, specifically to make sure the business runs as technologically efficient as possible</td>
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<tr>
<td>Management</td>
<td>Managing large-scale organizations or businesses my working with employees to establish strong relationships and how to all properly interact with other organizations or businesses</td>
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<td>Undergraduate Major</td>
<td>Description</td>
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<tr>
<td>International Business*</td>
<td>Learn about future management roles on an international level consisting of marketing, finance, and trade while also taking into consideration economic and social differences of worldly nations</td>
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<td>*co-major that you can take with another major</td>
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<tr>
<td>Marketing</td>
<td>The whole process of making a consumer want to buy a product, and then getting that product into the hands of the specific consumer, collecting and analyzing data dealing with pricing, buyer behavior, branding etc.</td>
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<tr>
<td>Professional Sales</td>
<td>Under the broad category of marketing, sales focuses on selling the product or service to the customer and maintaining a stable and prosperous relationship between the two</td>
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<tr>
<td>Public Policy Analysis</td>
<td>Analyzing business practices under government policies and using micro and macro economics to predict fluctuations in markets, and how to make a business most successful under these conditions</td>
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<tr>
<td>Real Estate</td>
<td>Representing buyers, owners, and sellers in the real estate market of buying and selling property, this major combines sales and financial techniques</td>
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<tr>
<td>Supply Chain Management</td>
<td>Controlling and organizing the inflow and outflow of supplies and products into a specific company</td>
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Source: https://kelley.iu.edu/programs/undergrad/academics/majors-minors-certificates.cshtml
I created this exploration slide because I thought it would be a good idea to have a more broad list of potential career choices. In the instance that the career choices I investigated in detail do not work out, I can refer back to this page which includes other paths to explore (in the same fields). I also noticed overlap in various careers throughout the three branches of business, which gave me keen insight on how I could potentially combine my interests into one job. This ability to combine multiple majors into one job could help me to make sure I include all of my strengths in the career I choose, as well as hopefully finding the job I would fit in with and enjoy.

### Major Interest Career Examples

<table>
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<tr>
<th>Major</th>
<th>Career Opportunities</th>
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| Accounting             | • Auditing  
|                        |   • Consulting/Advisory  
|                        |   • Corporate Accounting  
|                        |   • Corporate Finance  
|                        |   • Investment Banking  
|                        |   • Management Consulting  
|                        |   • Public Accounting  
|                        |   • Taxation  
|                        |   • Financial Analyst  |
| Finance                | • Financial Analyst  
|                        |   • Corporate Finance  
|                        |   • Consulting  
|                        |   • Investment Banking Analyst  
|                        |   • Investment/Asset Management  
|                        |   • Commercial Real Estate  |
| Economic Consulting    | • Consulting  
|                        |   • Financial Analyst  
|                        |   • Corporate Finance  
|                        |   • Market Research Analyst  
|                        |   • Business Analyst  
|                        |   • Management Analyst  
|                        |   • Economist  |
Why Kelley: Kelley has an unbelievably impressive accounting department, it gives its students many opportunities while backing them up with support from highly appraised professors. I think the opportunity that stood out most to me was the unbelievably high job placement percentage. More than 90% of new Kelley accounting graduates are hired each year. Looking at the salaries of the Class of 2017 with an accounting degree, I was very surprised at the average salary of $61,746 with an average signing bonus of $5,000. Wealth being one of my top values, a good salary base is really important to me and this was really valuable to see.

Why me: I think that with my work ethic and interest in quantitative analysis I would fit right in an accounting career path. I would love to be able to use my exceptional math skills to make sure that a company’s financial reports are being reported authentically. My ability to analyze numbers and balance sheets at a quick rate would be indispensable in the accounting world. While I would like variation in my day to day work routine, the structured environment aligns perfectly with my personality type, temperament, values, and interests.

Careers:

- **Financial Manager**: This career refers to the efficient and effective management of money in such a manner as to accomplish the objectives of the organization. The objective is to save a company as much money as possible.
  - I believe being a financial manager would be a good career for me because the career requires the person to be strategic. This aligns perfectly with my strategic thinking abilities and my innate ability to understand numbers. I would be able to come up with smart, yet creative ways to ensure that the company is spending its money in the smartest way possible, while maintaining a leadership position.

- **Budget Analyst**: Budget analysts help companies and organizations keep their finances on track. They prepare budgets and develop forecasts based on past spending and economic trends. Budget analysts are vital to reaching financial goals, maintaining profitability and attaining long-term growth.
  - I believe pursuing the career of a budget analyst is especially intriguing to me because I enjoy budgeting my money that I have now. I think the whole concept of budgeting what the company is to spend is appealing to me because it allows me to work heavily with numbers on a daily basis. I would be ensuring that a company is not wasting any resources.
Finance

Why Kelley: The reason majoring in finance at Kelley is so appealing to me is because of the various workshops that the business school offers. I am especially interesting in the investment management and the investment banking workshops. These workshops are so unique because both have around a 99% job placement for Kelley graduates. In addition, the starting salary is the second highest out of Kelley majors, starting at an average of $64,466 with an average $5,500 signing bonus.

Why Me: With enterprise control being one of my top interests, I feel as though finance would be a natural career path for me. In an ideal world, my starting job would be working as an investment banker and after a couple of years moving into a position of management. I feel as though I would be able to climb the corporate ladder and have a leadership position.

Careers:

- **Investment Banker:** Run valuation analyses, perform complex financial modeling, conduct industry and company research and analysis, develop client presentations, write internal and external marketing memoranda, and support client relationships and business development. The goal is to calculate what a business is worth to either price a securities offering or set the value for merger and acquisition.
  - I have had my mind set on becoming an investment banker right out of college since senior year in high school. The reason I have wanted to become an investment banker for about a year now is because the markets intrigue me very much. Over spring break my junior year in high school, I visited a family friend in Chicago who is a trader. Even after visiting her office for a day, I knew I wanted to be involved with the markets in some way and I think being an investment banker would be a great fit.

- **Portfolio Manager:** A portfolio manager directs all the trade the fund or portfolio makes during the day by making final decisions on the securities involved. The portfolio manager makes the final decision on what securities to buy or sell.
  - This job would involve my quantitative analysis interests, as well as my social skills and collaboration value. I would interacting with the analysts who had conducted the research on specific securities for that day. I believe I would enjoy it so much because I would be able to develop integral friendships along the way. In addition, I would not be doing the same things every day which is important to me.
Economic Consulting

■ **Why Kelley:** Kelley offers a variety of consulting clubs and workshops. Kelley graduates with a degree in economic consulting who were a member of the economic consulting workshop have gone on to jobs at many of the nation’s top consulting firms. In addition, the average starting salary for a Kelley graduate with a degree in economic consulting has an average starting salary of $65,645 with an average signing bonus of $6,100.

■ **Why me:** I have always been interested in microeconomics and macroeconomics. I took both of those courses now and I am currently taking microeconomics and have not been bored of it yet. Also, economic consulting is playing an increasingly important role in managerial decision making in the United States and abroad as firm strategy is becoming more analytical. I would be interested in majoring in economic consulting because the major focuses on critical thinking, business strategies, and problem-solving, some of my stronger characteristics.

■ **Careers:**

- **Economic Consultant:** An economic consultant performs database analysis, financial modeling, general business analysis, research, and generate reports for the client or project team. Actively involved in the application and transfer of specific skills and knowledge to the client. Work is ambiguous and consultant must be able to adapt to changing objectives. Typically work for a firm in the professional services industry on project-based work with an external client.
  
  This career seems interesting to me due to its involvement in research, financial modeling, and database analysis. To me, this means that I would be able to pursue my interest of quantitative analysis on a daily basis. I feel as though I would be good at it because an economic consultant has to be adaptable and I am very capable of overcoming new obstacles. I would be combining two of my favorite subjects: mathematics and economics.

- **Financial Analyst:** A financial analyst uses a wide variety of techniques for researching companies, often specializing in a single sector or industry, to make buy and sell recommendations used by traders, portfolio managers, and investors in their decision-making process.

  I could potentially see myself becoming a financial analyst because I still get to deal with the markets, but it is on the research side. I would be researching securities to give to a portfolio manager. I have always been interested in research because I think it is important to be well-versed in a specific topic. Being a financial analyst would allow me to pursue my passion of numbers, research, and quantitative analysis.