CAREER POSSIBILITIES RESEARCH PROJECT

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INTRODUCTION

Professional Sales

• THIS IS A CAREER THAT REALLY INTRIGUES ME BECAUSE I HAVE EXPERIENCE IN THE FIELD AND I FIND THE INTERACTING WITH OTHERS AND THE VARIETY APPEALING. IN HIGH SCHOOL I WORKED IN SALES. GRANTED, IT WAS RETAIL BUT IT STILL REQUIRED THE BASIC SKILLS NEEDED FOR SALES. ALSO, I WOULD BE CONSISTENTLY WORKING WITH OTHERS. I WOULD RATHER DO THAT THEN SIT BEHIND A DESK AT A COMPUTER ALL DAY. THIS JOB WOULD RELY ON MY INDIVIDUAL SKILLS TO SUCCEED WHICH INTRIGUE MY INDEPENDENT PERSONALITY.

IT Consultant

• An IT Consultant interests me a lot because of my interest in technology. Ever since I was a kid I’ve been the best with technology in my family. I also helped them with their tech problems and that is what I’d be doing as an IT Consultant. I like using my creativity to think of solutions to problems. I’ve also been interested in informatics and this job would be a cross over into that field.
- **Integrity**: This value stands for honesty and never compromising the truth. This value is very important to me because I believe the way someone handles tough situations says a lot about them. If someone can’t be honest and make the correct decision when the going gets tough, it is someone you can’t trust at all. That’s why I believe integrity is so important.

- **Friendship**: Going through life is not easy, especially at my age when I’m trying to figure my life out. There is no way anyone can go through life alone and that is why I believe friendship is extremely important. Everyone needs someone to lean on and friends are always going to be someone that we can depend on. Without friendship I believe we’d all go insane.

- **Independence**: I am an extremely independent person. It frustrates my mother and girlfriend. I just believe in myself and know I can do everything that’s asked of me in the correct way. I enjoy working by myself. It provides me the opportunity to think clearly and rationalize how to solve a problem.
Interest Overview

- Influencing Others: As someone who has held sales positions and leaderships positions while at IU, influencing others is something that has always been a part of me. As a someone who worked in sales, influencing others to buy more products and spend more money was something I had to be good at. Holding leadership positions within my fraternity and within IUDM mandates me to influence others about which direction we need to head.

- Application of Technology: Technology has always been something that interested me. When I was a 6th grader I mowed lawns all summer so I could save up and buy my own personal laptop. I've also excelled in classes such as K201 last year. I am consistently called upon in my family to help solve and tech problems they have because I've always been the best in my family about solving such problems.
PERSONALITY TYPE: ARTISAN

• Within the Artisan temperament, I am considered a Promoter. Artisans are typically bold, spontaneous, and also focused on the present. We also take our freedom very seriously, which works perfect with me because independence is one of the 3 values I chose. Artisans are also typically very active and social individuals.

• What resonates with me this most about this report is that it is pretty spot on with describing how I interact with others. Artisans usually make strong first impressions and trust their guts while making decisions.

• The description of a promoter is spot on with me as well. I want to make an impact on people. I want variety in my job. I want quick communication. There is an entire list within the description of the promoter and every bullet I can relate to.

• These are all found in my life. When I worked in high school, I chose a job that would give me more to do and more room to grow over a pretty stagnant and boring job. I communicate with peers and employers as soon as I possibly can to ensure logical and quick communication. I am also a very social and outgoing person, being involved with my fraternity and IUDM.
Marketing

- Marketing would be a solid choice for me because it allows me to work and communicate with others on a daily basis. It involves selling products and services as well as market research and advertising. As someone who is very out-going and skilled in negotiating, marketing would be a good fit for me.

- The marketing degree offers a couple nice things. The marketing program offers a global sales workshop. This is something that could really craft and perfect sales skills. There is also the Customer Interface virtual laboratory that allows students to conduct research as well.

- One career possibility is professional sales. This is an option for me since my work here would be mostly independent. I would rely on myself to complete my task, which would be to sell. Also, I would constantly be in communication with others which interests me. Another choice is advertising. This would allow me to be creative and use my mind to help create campaigns. This job also adds variety since I would be trying to come up with different ideas for different companies.
This is another degree that would suit well in variety and interacting with others. The real estate market is always changing so those changes would present me with different challenges and force me to stay on my toes. Also, this job involves working with others, whether it be investing with real estate or being an agent.

Some advantages KSB offers is the Real Estate Workshop. This would help me learn more about Real Estate and help me grow. There is also real estate alumni network that would allow me to reach out to others, just to learn more or even for work opportunities down the line.

One job that could come from this program is a real estate broker. This could lead me to open my own business and I would be working independent which are both appealing to me. Another job possibility is an agent. This is appeasing as well because I would constantly be interacting with others during work. It also involves negotiating which I enjoy as well.
INFORMATION SYSTEMS

• Information Systems is something that interests me because it involves problem solving and technology. Technology is something I’ve always loved and been good at using. I know how to use software and solve problems. I would enjoy applications to help organizations and add value to them. I like to think I’m a good problem solver.

• Something cool about this program is that it offers a technology co-major. This is interesting because I’ve always been somewhat interested in Informatics and this could sort of bridge the gap between the 2. There are also 3 separate organizations to join whether you choose technology or business analytics.

• One job that could stem from this is Supply Chain Manager. This involves logistics. This is interesting to me because it requires problem solving to bring more value. It’s important to make quick decision to ensure the best. Another job is a IT consultant. This is intriguing because it requires me to problem solve and communicate with others to solve problems.