Career Possibilities Research Project
<table>
<thead>
<tr>
<th>Hudson Mote</th>
<th>Key Career Research Findings</th>
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<tbody>
<tr>
<td><strong>Real Estate Agent</strong></td>
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<td>Real estate agent would be a great fit for me because of my interests in autonomy, variety of work, and flexibility. I would be very successful in the field because I would genuinely enjoy the work and the different tasks it entails on a daily basis. Another reason that it would be a good fit is my interest in maintaining a lifestyle that I enjoy. When I was growing up, our next door neighbors were good family friends of ours. They were a family of four with two kids. The father is a farmer and the mother a real estate agent. Over the years, I have talked with her a lot about her job, and I have actually learned a considerable amount about the business.</td>
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<tr>
<td><strong>Business Consultant</strong></td>
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<td>Business Consultant is a position that would fit me well due to my yearning for a job with variety and autonomy. As a business consultant I could be fairly independent while completing a variety of different tasks, and striving to solve problems for businesses. My interest in research and theory development would be a big help in this aspect. I have a passion for business, and I genuinely enjoy seeing businesses succeed. I think I could really use this to my benefit as a business consultant because I would be very motivated. It wouldn’t take a raise to improve my performance, I don’t need motivation other than the success of those around me. I take pleasure from helping others succeed.</td>
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# Interests Overview

## Enterprise Control

For as long as I can remember considering what I want to do as a profession, I can remember being drawn to the idea of entrepreneurship. When I was a young child, I used to say that I wanted to be “an inventor”. I wanted to make something myself, and sell it. As I got a bit older and began to consider my future more seriously, I remained interested in the idea of running my own business of some form. I have never had interest in working at a desk for someone else. Throughout childhood, I have always been the most independent of my three siblings. I think this independence is what draws me to want to call the shots and exercise control over a business.

## Theory Development and Research

I have always been a very curious person. Throughout life, this has worked mostly to my advantage. While I often find myself pondering pointless questions, I think my curiosity generally leads me to be more thoughtful and contemplative. I think hard before making most decisions, and I take pride in making the right ones through careful consideration. For these reasons, I think theory development and research is a very fitting interest for me. I can see myself succeeding in a position that requires me to do careful research in order to reach a conclusion that benefits a team and accomplishes a goal.
VIPS Key Findings

Values:
- **Independence**: I want to call the shots and control the success of a business
- **Lifestyle**: My off-time is extremely important to me. I need to pursue things outside of my work life. I don’t want my job to be extremely stressful.
- **Variety**: I’d like variety in my work. I can’t wake up and do the same thing every day.
- **Comfortable Income**: A job with enough income to live a comfortable lifestyle with the option of supporting a spouse and multiple children.
- **Flexibility**: A job that offers flexible hours and location of work

Personality
My Keirsey personality type is Guardian-Supervisor(ESTJ). One thing this means is that I want to be in control of situations I am responsible for. I also need clear cut goals so that I can find a logical way to obtain them. I also need a high level of autonomy in my work. Meaning I don’t want somebody looking over my shoulder all the time. I am the kind of person that recharges through casual socializing, I would ideally like to be friends with my coworkers.

Interests
- Enterprise Control
- Theory Development and Research

Skills
- **Openness to Criticism**: One example to support this comes from the guitar class I took last semester. The professor once critiqued the way I held my fingers on the fretboard. Even though I had been playing this way for years, I listened to his advice and tried to play his way.
- **Empathy Skills**: One example that comes to mind regarding empathy has to do with my roommate. Recently, his sister gave birth to a baby that had a lot of health issues at birth. In order to be a friend to him I had to empathize with him and put myself into his shoes.
- **Gaining Trust**: One characteristic I believe I possess is that I inspire trust. One example I can think of is my suitemate Lucas. Lucas lives in the room connected to mine in my dorm. While we didn’t know each other at the start of the first semester, he now trusts me with many things.

Themes
- Independence/autonomy
- Flexible schedule
- Work with friends
- Comfortable Income
- Variety within work
Kelley Majors

➢ **Accounting:** The creation of financial records for business. Learn how to create and understand statements regarding the assets of a business.

➢ **Economic Consulting:** Learn the techniques of forecasting and economics, and learn how to advise businesses using economic reasoning.

➢ **Entrepreneurship:** Learn all the skills needed to start and run a small business.

➢ **Finance:** Learn about finance within the corporate world, investments, banking, and the international market.

➢ **Information Systems:** Learn how to merge business and technology within an organization in order to maximize value.
Kelley Majors

➢ **Management:** Learn the skills necessary to manage a work force within private and public organizations.

➢ **Marketing:** Learn the art of selling through studying activities related to the creation, promotion, and distribution of good.

➢ **Professional Sales:** Learn how to market products to other businesses. Gain the knowledge to be a successful sales rep.

➢ **Supply Chain Management:** Study logistics. Learn how to manage and organize the flow of materials within a business.

➢ **Business Analytics (Co-major):** Meant to complement a primary major. Offers advanced analytics skills that promote smart decision making within business.
Kelley Co-Majors

➢ **Digital and Social Media Business Applications (Co-major):** Co-major that provides students with the skills needed to work in fields with technology and data providers.

➢ **International Business (Co-major):** Learn about the underlying aspects of international business.

➢ **Law, Ethics, and Decision Making (Co-major):** Also called LEAD. Learn how to be more aware of the global legal environment of business.

➢ **Sustainable Business (Co-major):** Learn about sustainability practices within the corporate world, and how to implement sustainability into corporate strategy.

➢ **Technology Management (Co-major):** Supplement your major with valuable information technology skills.
Entrepreneurship & Corporate Innovation

1. **Fit:** Entrepreneurship and Corporate Innovation is a great fit for me for a few reasons. As I shared in my explanation of my interest in enterprise control, I have wanted to be an entrepreneur since I was a child. I have always had interest in operating my own business, and I have a strong desire for autonomy and independence in my work. One reason this major may not be a great fit is my desire for a lifestyle with limited stress. Being an entrepreneur could be very stressful due to the stakes at hand.

2. **Unique to Kelley:** One of the unique perks Kelley offers with this major is access to Kelley’s renowned Johnson Center for Entrepreneurship and Innovation, which offers one of the most comprehensive entrepreneurship curriculums in the world. Kelley has the largest entrepreneurship staff of any school in the world.

3. **Career Options**
   - **Financial Analyst:** Financial analysts are responsible for collecting and monitoring data to assess the financial status of a business. It would be a good fit for me because I have a strong interest in research. I enjoy analyzing a problem and attempting to solve it through logical processes. Some challenges of fit with this position include my dislike of mathematics, and my desire for variety in work.
   - **Business Consultant:** Skills learned from Entrepreneurship and Corporate Innovation transfer very well to business consulting. Consultants help improve business by assessing the problems within them and proposing solutions. Again, this would be a good fit for me due to my interest in theory development and research. Some challenges of fit with this position would include my desire to work with friends.
Professional Sales

1. **Fit:** Professional sales would be a good fit for me because of my interests in independence and variety. According to Kelley’s website professional sales majors learn to “provide products and services to other businesses and create value for their business by fostering strong relationships with customers.” Professional sales would be a good fit for me also because of the independent nature of most professional sales majors’ work. Professional sales might not be a good fit for me due to my lack of experience in sales. I’m not sure if I could see myself as a great salesmen.

2. **Unique to Kelley:** Professional Sales has one of the highest average signing bonuses compared to other majors within Kelley.

3. **Career Options**
   - **Sales Representative:** Sales representatives are responsible for the sale of goods by wholesalers to manufacturers and businesses. I think this would be a good fit for me for a few reasons. One reason being the simplicity of the goal at hand. I like to know what I need to do and go after it logically. Another reason is my desire for autonomy and independence. Sales representatives generally work without someone looking over their shoulder. This job might not be a good fit due to my desire for variation and flexibility within work.
   - **Real Estate Sales Agent:** Real estate agents buy, rent, or sell property for clients. They also have other duties including making listings, interviewing prospective clients, giving clients tours, and drawing up real estate contracts. The main reason I’m drawn to this position is the autonomy and flexibility it offers.
Finance

1. **Fit:** Finance would be a good fit for me because I’m very interested in how business works. What draws me to finance is that you need an understanding of it almost regardless of what area of business you want to get involved in. Finance is crucial for many parts of business operation. Finance would be a good fit for me because of my interest in business as a whole, and how business works. Finance might not be a great fit for me due to my dislike of mathematics.

2. **Unique to Kelley:** Finance majors have the second highest starting salary of all Kelley Majors. Kelley has one of the greatest finance programs in the nation.

3. **Career Options**
   - **Personal Financial Advisor:** Personal financial advisors advise clients on financial decisions of all kinds. They have many duties including assessing clients’ assets, liabilities, insurance coverage, tax status, etc. I think this would be a good fit for me because of the variety and autonomy it offers. It might not be a good fit do to my dislike of mathematics.
   - **Treasurer/Controller:** Treasurers are responsible for directing financial activities of a business. These activities include planning, procurement, and investments. I think this would be a good fit for me because of my interest in enterprise control. I would have total control over the finances of a business. It might not be a good fit because of the lack of flexibility and variety.
"Success usually comes to those who are too busy to be looking for it."

-- Henry David Thoreau