Values. List your top three values below:
   1. Achievement
   2. Change
   3. Respect

Interests. List your top two interests below:
   1. Influencing Others
   2. Quantitative Analysis

Personality. List your dominant personality type below:
   o Guardian
   o ESTJ

Skills. List below five skills that you can prove that you have and that you enjoy using:
   1. Time Management
   2. Openness to Criticism
   3. Multiple Focus
   4. Recognition of Opportunity
   5. Work Ethic

Majors. Research all Kelley majors (listed below), or majors outside Kelley (with instructor permission), to gauge interest and the potential for career success and satisfaction.

<table>
<thead>
<tr>
<th>Column 1</th>
<th>Column 2</th>
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<tbody>
<tr>
<td>Accounting</td>
<td>Business Analytics</td>
</tr>
<tr>
<td>Entrepreneurship &amp; Corporate Innovation</td>
<td>Digital &amp; Social Media Business Applications</td>
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<tr>
<td>Finance</td>
<td>Economic Consulting</td>
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<td>Management</td>
<td>Information Systems</td>
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<td>Marketing</td>
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<td>Law, Ethics, and Decision Making</td>
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<td>Operations Management</td>
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<td>Professional Sales</td>
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<td>Public Policy Analysis</td>
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<td>Supply Chain Management</td>
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<td>Sustainable Business</td>
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<td>Technology Management</td>
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</tbody>
</table>
Information on Kelley majors can be found on the Kelley Connect website, department-specific web pages, and major requirement information sheets provided by the Kelley Advising Office.

Next, select three majors (at least one from each column shown above) and provide a statement of why that major/industry is of interest to you based on your VIPS:

**EXAMPLE:**

- **Major 1: Sustainable Business**
  - I am interested in learning more about or pursuing this major because:
    - Sustainability has always been important to me. I was involved in the Sustainability Club at my high school and want to learn more about how companies can ensure sustainable practices.

  *This major reflects one of my top values of working for a greater purpose. I enjoy researching theories of what practices have been best used and where, and this major requires fine attention to detail. I can also use my skill of being able to quickly determine how one small detail can impact an outcome.*

  *In my research I found that because this is a relatively new major, I may have to pursue internship and job opportunities more independently, which will challenge me to think outside the box. I also found that a lot of the work in this industry is collaborative, and I tend to work best on my own, so this could be an opportunity for growth for me.*

- **Major 1: Accounting**
  - I am interested in learning more about or pursuing this major because:
    - Having a guardian temperament, meaning I value logistical thinking over inferences, I have always been cautious before jumping to conclusions. I will usually wait until I see physical evidence to back my decision before making one. For example, when I invest in stocks, I don’t invest or sell based on rumors. I will wait until the company makes an official statement. Accounting deals with the raw numbers and relies on these concrete details when making financial decisions.

  *My number one value is achievement. I enjoy succeeding, as do many, but I mostly enjoy succeeding through numbers, e.g. grades, money, etc. The main goal of accounting is to maximize numbers and gains, which corresponds to this value. Accounting also requires acute organization, a trait I feel I possess (“Kelley Connect” 2019). I pride myself on having the neatest dorm room and organized files.*

  *When researching this major I discovered that accounting majors, “study economic and managerial perspectives on the relationships among business activity, economic outcomes, and evaluation of business performance” (“Accounting Curriculum”, 2019). This makes me even more interested in an accounting major because my high school economics course made me want to become a business major. In addition, there are a vast array of careers to pursue post-graduation, making the job market stable, ensuring me of...*

- **Major 2: Finance**
  - I am interested in learning more about or pursuing this major because:
    - Finance majors are arguably the best paid business students at Kelley, averaging over a sixty-five-thousand-dollars annual salary right out of college (Kelley Connect, 2019). I believe that I am skilled at recognizing opportunity, and I feel that a finance degree is an ideal financial opportunity.

  I am intrigued at the fact that Finance is mainly concerned with the analysis of risk and reward, having that analysis be applicable in many business settings (Kelley Connect, 2019). I am fascinated by the notion of weighing risk against reward, as I am constantly checking the stock market for low risk investments. Also, like an accounting degree, the skills learned are versatile and allow for job security in multiple fields.

  Through my research I discovered that one of the possible career options after obtaining a finance degree is stock brokerage, an interest of mine (“Finance Curriculum”, 2019). I feel that stock market investing is a fun activity, containing a lot of moving and changing parts. A key value I have now is change, in other words variation in life. Given that the stock market can shift on a dime, occupations related to it are constantly forced to change their tactics and philosophies. This volatile environment requires the ability to handle multiple tasks, a skill I possess.

- **Major 3: Economic Consultant**
  - I am interested in learning more about or pursuing this major because:
    - In high school I took an AP Economics course, and it made me want to become a business major. Not only did I enjoy the material being learned, but I was also good at it.

  My main interest is to influence others, economic consultant majors are taught how to manage corporations from an economic standpoint (Kelley School of Business, 2019). This means that I would learn exactly how to influence others with my perceptions and beliefs, through creating presentations and memos. This, in turn, allows me to utilize my skill of recognition of opportunity, since it will be crucial to make profitable decisions when they present themselves.

  Economic Consulting Majors “learn high-level reasoning skills through rigorous policy and market analysis” (Kelley Connect, 2019). This rigorous learning will call upon my work ethic, a skill I have. Although it will be challenging, I believe I can achieve these “high-level reasoning skills” and differentiate myself from others with it. Furthermore, 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” (“Economic Consulting”, 2019).
This fact assures me that there is a growing market for knowledgeable workers in the field, creating job security.

**Careers.** Conduct further research to identify three separate firms/companies/corporations/etc. and corresponding entry-level job titles that would provide potential career success and satisfaction. Explain how/why each career fits with your VIPS and Kelley major selections.

Examples may include, but are not limited to:
- How the company's core values align with your personal values and why
- How the corporate culture of that firm fits your dominate traits
- Explanations of what career attributes or specific job duties are preferred or required at that firm, and how that matches with your interests and skills

**o Firm #1: Ernst & Young**
  - Job Title: Investment Banking Analyst
  - Evidence of career match based on VIPS/major:
    - Investment Banking Analysts are accounting majors hired straight out of college for a two-three year position in which they will instruct and advise their corporation on how to raise capital, which mergers and acquisitions will be profitable, and other various financial transactions. This entry level position requires rigorous hours, 80-110 hour weeks, and will always require my work ethic skill to be applied (STREETOFWALLS, 2013). Although this career will be tedious and stressful, it will allow me to pursue my two main interests, influencing others and quantitative analysis. The company will rely on me to make smart financial decisions which will be made through an in-depth study of numbers. Fortunately, after the two-three years of rigorous work I will have the opportunity to be promoted into multiple high level, well paying positions, further allowing me to harness my skill of recognizing opportunity.
    - Ernst & Young is one of the top four accounting firms who “offers assurance, audit, tax, financial, and business advisory services” (Ernst & Young LLP, 2019). Most of these services require investment banking analysts to be the structure of their hierarchical system, supplying the higher ups with the data, information, and decisions they need. EY’s mission statement correlates with its core values, “Building a Better Working World”. Essentially the company’s main goal is to develop themselves and others through their work and experiences. They even market their internships and entry level positions as an opportunity to “grow, learn, and lead” (EY, 2019). These morals and philosophies EY holds dear are like the ones I value as well. When working on an assignment or completing a task my main goal is to not necessarily to accomplish something, but rather to learn something when doing it. In addition, my main value of accomplishment is one that this company and I share.

**o Firm #2: Deloitte**
  - Job Title: Investment Management
  - Evidence of career match based on VIPS/major:
    - Investment managers are Finance majors whose job is to manage clients/company’s money through investments. They normally have multiple clients, in multiple fields of
investing e.g. commodities, bonds, currencies (Ross, 2019). This fact interests me because
one of my main values is change. The change will also allow me to utilize my “multiple
focus” trait, meaning the ability to juggle many things or ideas at the same time.
Investment managers must be cautious about the investment decisions they make,
weighing the risk and the reward against each other. Having a guardian temperament
cautions is a trait that I possess, so I would be good at minimizing risk all while maximizing
profit. This occupation will also allow me to accomplish both of my main interests, as I
would be instructing others financial investments, all while using numbers to determine
what decisions to make. In addition to all of this, investing in stocks is not only an interest
of mine, but I have experience in it.

One company that hires investment managers is Deloitte. They, like EY, are one of the top
four accounting firms. Deloitte’s values are “integrity, outstanding value to market and
clients, commitment to each other, and strength from cultural diversity” (Deloitte, 2014).
Group work is something that I have never been particularly good with, but as of recently I
have been getting better at it. Since I live in the Evans Scholars house on campus I am
forced to interact and get along with people who have varied backgrounds and
personalities. Although teamwork may not be one of my current values, respect between
people is. Clearly Deloitte, like myself values mutual respect among its employees, and
this pleases me.

Firm #3: KPMG

Job Title: Financial Analyst

Evidence of career match based on VIPS/major:

Financial analysts are finance/economic majors who analyze economic conditions to make
informed investment decisions for companies. Their main goal is to predict the future and
make financial statements that normally regard stocks and bonds (Segal, 2019). My high
school economics course is the reason why I wanted to become a business major. I fell in
love with the notion of supply and demand and I was successful at it. Economists need to
be good at recognizing opportunities in a financial market, something I feel that I am good
at, and be good at logistical thinking. As a guardian, logistics is something that I strive on, I
am very organized and hate going into anything blind. Financial analysts oversee making
investment decisions, one of my interests, and must be adaptable to a constantly
changing economic market, a value of mine. Furthermore, investing has always been an
interest of mine, and I have even done some investing in the past.

A company that hires financial analysts is KPMG, one of the top four accounting firms.
They are “a global network of professional firms providing audit, tax and advisory services,
with an industry focus” (KPMG, 2019). KPMG’s values are very similar to mine, being,
leading, teamwork, respect, seeking the facts, honesty, commitment, and moral integrity
(KPMG, 2019). When a company and an employee share similar goals and values it allows
not on the employee to be happier, but the company to be more successful since all the
members of each department are working towards a common goal. The fact that our
values are so closely related means I would be able to be productive and successful in
their workplace environment, a personal goal that I have.

Submit to Canvas.
Save this report as a PDF or Word document and submit to Canvas by the deadline. As always, please verify the successful submission to Canvas; do not mistakenly submit the assignment instructions instead.
Works Cited


“Indiana University.” KelleyConnect | Kelley School of Business, 2019, careers.kelley.iu.edu/channels/accounting/.

“Indiana University.” KelleyConnect | Kelley School of Business, 2019, careers.kelley.iu.edu/channels/economic-consulting/.

“Indiana University.” KelleyConnect | Kelley School of Business, 2019, careers.kelley.iu.edu/channels/finance/.


