Real Estate Developer

- Being a real estate developer would be an excellent fit based on my characteristics and skills. Some of my skills are gaining other’s trust and being a skillful negotiator. I know how navigate through all the speed bumps and roadblocks along the way. Developers know how to solve problems, and they seem to understand that there is usually more than one solution to a problem. Additionally, I am skilled at building relationships and “tailoring” who I am speaking to.

Business Owner

- When starting your own business, you never know what to expect. Thinking quick on my feet is my forte. I am willing to risk failure and am effective at being a leader; I have a willingness to listen to others and change focus if necessary. Also, I am able to make difficult decisions when necessary. Entrepreneurship allows you to achieve financial independence and unlimited cash potential.
Top Values

- **Non-conformity** - I have a different worldview than others my age and I always look into something and like to dig deeper into things I am interested in. Even if someone tells me something as fact, I refuse to believe it just because it is popular. I like to make my own decisions and question what I am told even if it is an authority figure. Being a non-conformist, I have the ability to take a stand and change things if I have another idea.

- **Risk-taking** - If you were to never take chances in your life or get in an uncomfortable situation, you would never grow; learning from the lessons you gain, risk-taking provides an opportunity for internal growth. I seek out opportunities to grow as person and apply this belief in many aspects of my life.

- **Friendship** - I am all for working hard and pursuing my passions and interests, but without a network of friends to support you and live life with, life would be very trivial. Having friendships gives you a sense of purpose and allows for overall improved health.
Interests Overview

Enterprise Control

- In high school, I was elected DECA VP my senior year and my partner and I went on to place 3rd at the international competition. I enjoyed being in charge of an entire organization and set the strategy for the team on how to effectively compete at state and take home 1st place. There were tons of practice and study sessions that I had to organize as vice president. Of course, I gained a ton of experience from having to manage a team of 125 kids!

Influencing Others

- I was captain of my high school swim team my senior year. I had to motivate my teammates to put their heads down and work hard everyday. Championship season and flu season happened to coincide; I had to encourage everyone to give it their all, even when their spirits were down. Additionally, I had to give a presentation pitch to the athletic director and principal in order to convince them to buy new team suits and warmup gear. We ended up getting new team suits, caps, goggles, and warm-ups and winning sectionals!
Personality Type

- **Personality:** Guardian Supervisor (ESTJ)

Just like my interests of enterprise control and influencing others, guardian supervisors have a knack for management and are inclined to oversee others and lead them in the right direction. I like to be in control of a situation and work towards a goal in a logical, practical way. Working for what I seek to achieve is in the core of who I am. In addition, I thrive in situations where I can discuss a problem with my peers in order to decide where to go next. I take everyone’s opinion into consideration to arrive at a consensus. Supervisors take charge in groups and are comfortable taking orders. In social situations, supervisors are friendly and easy to talk to. Lastly, many of my friendship are life-long and I continue to be very good friends with my childhood friends from home.
Finance

- This major directly matches with my interests and personality type. For example, my ideal work environment would provide me with specific, measurable expectations. In addition, a job in the finance industry would let me work within a clear hierarchy and systematically. My interests such as enterprise control would allow me to thrive in the finance world.

- It is notable that Kelley provides four different specialties within these majors. You can study corporate, investment, banking, and international finance. The average Kelley graduate makes $64,466 with this major. There are many workshops/clubs related to finance such as, Investment Banking Workshop and Investment Management Workshop.

- I think that sales and trading at an investment bank would be good for me because you are constantly learning and there is room for individual growth. I think a financial analyst would be another good fit for me because I could use my logic and skills like taking the on implementing strategic decisions.
Entrepreneurship & Corporate Innovation

- I think this major specifically fits with my interests and personality. Studying business operations and planning the logistics of a business is something I am very interested in. The broadness of this major is appealing to me because you can have so many different career paths with it. While it doesn’t exactly line up with having a structure traditional corporate job, I would rather work as an entrepreneur than for someone else.

- It is interesting to note that this major gives a starting salary of $58,423. However, the career options are too broad to really put a range on it. A big perk of this major is that students get access to the Johnson Center for Entrepreneurship and Innovation. This center is nationally acclaimed and provides help in preparing business plans. It can help connect you to investors and kick start your business plan.

- I think being a business owner would best suit my personality and interests overall. The control of strategic decision making is one of my strengths. Having full responsibility over the profits/losses of a company greatly interests me. I am also good at persuading others through communication. I could use my strategic thinking skills to build my own company. Another option would be to be a manager at a small company. I could use my ability to influence others and manage them to my benefit.
Real Estate

- This major matches up with interests of building relationships with people, being a skillful negotiator, and understanding how to motivate others. A huge part of real estate is networking and that is one my strong suits. Having a projection of confidence is also vital in the real estate industry.

- At IU, there is a real estate club and commercial real estate workshop, which gives more flexibility than a traditional classroom. The Kelley average starting salary is $64,466. There is also a Center for Real Estate Studies established in 1985 by Dr. Jeffrey Fisher to support research and educational activities in the field of research.

- I think a real estate broker would be a good career fit because of my ability to manage others and my communication skills to recruit new agents. My knack for flexibility and decisiveness would help in this career path. Another option for a career path would be real estate developer. In this scenario I could use my comfort with risk and my assertiveness to get ahead. This is more in line with who I am and I could use my entrepreneurial skill set to assist me.