Career Possibilities Research Project

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Section 8773
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Mitran Khadivi’s Key Career Research Findings

**Career Option #1: Self-employed**
Being self-employed was a career option that always stood out to me from a young age. Autonomy is something that I value very much in both my work and personal lives. It’s hard for me to think of another career path that grants me the same level of freedom in work as being self-employed. Self-employment also falls under my interest in Enterprise Control, which involves managing people and teams and making important business decisions.

I feel so strongly about self-employment that I have already begun to pursue it as a career option. Last year, my two friends and I founded Fotoflow, our own mobile application company. Additionally, the summer heading into my senior year of high school, I participated in a two-week-long program at Yale University which taught the basic ideas of entrepreneurship.

Possible Majors:
- Entrepreneurship & Corporate Innovation
- Management

**Career Option #2: Investment Banker**
The idea of becoming an investment banker is something that more recently came to light for me. Admittedly, financial gain is one of my top motivators and this is how I first fell upon the notion. After digging a little deeper, however, I realized that investment banking actually lines up perfectly with my skills and interests, specifically my logistical abilities and my appreciation for Quantitative Analysis. I really enjoy working with numbers and analyzing data, both of which are important aspects of investment banking.

My enthusiasm for these things began as a child in my math and science classes. Since then, I have continued to excel in subjects which involve this type of quantitative work, as exemplified by my scoring a 5 on the AP Calculus Exam and achievement of an “A” in Finite Mathematics last semester.

Possible Majors:
- Finance
- Economic Consulting
Interests Overview

Enterprise Control
Enterprise Control has always been a big part of my life. As the son of a self-employed businessman, I grew up around managing businesses and people. I was always fascinated by watching my father work, completing various tasks and working with multiple people to ensure everything was functioning smoothly. I was so drawn into this idea of running a business that at the beginning of my Senior year of high school, my two friends and I decided to register our own app company with the state of Maryland. Enterprise Control is something I hope to continue in the future.

Quantitative Analysis
Quantitative Analysis is another interest which I value very much. The idea of working with finances and crunching numbers has always appealed to me. I think of myself as a fairly logistical person and for that reason, I typically tend to enjoy math and businesses classes more than anything else. That said, analyzing businesses strategies, finances, and operations is something that I have a passion for and I think goes hand in hand with Enterprise Control. While working with teams and people is important, I also appreciate the calculations which take place behind the scenes.
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<tr>
<th>VIPS</th>
<th>Values</th>
<th>Personality</th>
<th>Skills</th>
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<tbody>
<tr>
<td></td>
<td>• Affiliation</td>
<td>Guardian Protector – ISFJ</td>
<td>• Logistical</td>
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<td></td>
<td>• Cooperation</td>
<td>As a Guardian, my best talent is logistics. I think this falls in line well with my interest in Quantitative Analysis, as it revolves around very methodical processes. Additionally, as a Protector, I value working with and supporting others. With these ideas in mind, I feel a Finance or Entrepreneurship major/career is best suited to my personality.</td>
<td>• Supportive of others</td>
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<td>• Attention to detail</td>
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<td>• Dedicated</td>
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<td>• Close relationships</td>
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<td></td>
<td>• Autonomy</td>
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<td>To me, these values really boil down to my personality: I enjoy working closely with people in meaningful ways but I also need the ability to be alone from time to time. As a logistical person, I also care about the small details.</td>
<td></td>
<td>Last semester, a group of my friends were struggling to understand and complete their Finite work. I knew the material pretty well, so instead of finishing my work first, I stayed up with them all night, helping them study and learn the various topics for their upcoming Finite exam.</td>
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<td>Supportive of others</td>
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<td>Organizational and responsible</td>
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<td>Dedicated to my work</td>
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KSB Majors Overview

Accounting
• Studying the transactions of businesses and compiles the information in the form of financial reports

Economic Consulting
• Applying economics in business situations in order to help companies solve financial/legal problems

Entrepreneurship & Corporate Innovation
• Focusing on creating and managing small to medium sized businesses

Finance
• Managing finances in four different fields: corporate finance, investments, banking, and international finance

Information Systems
• Concentrating on applying information technology to various business processes to improve overall efficiency
## KSB Majors Overview

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<tr>
<th>Major</th>
<th>Description</th>
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<tr>
<td>Management</td>
<td>Providing the necessary skills to manage and oversee planning for a variety of different types of organizations</td>
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<tr>
<td>Marketing</td>
<td>Working with businesses to create, promote, and distribute various products to consumers</td>
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<td>Professional Sales</td>
<td>Engaging with customers and other business to provide appropriate products and services</td>
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<td>Supply Chain Management</td>
<td>Keeping track of the flow of materials which are purchased by a business</td>
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<tr>
<td>Business Analytics</td>
<td>Analyzing business data to improve decision-making by upper-level management and senior staff</td>
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KSB Majors Overview

- **Digital and Social Media Business Applications**: Enabling businesses to take advantage of technology and other networking applications within the workplace
- **International Business**: Helping companies understand the economics of expanding across international borders
- **Law, Ethics, and Decision Making**: Studying the laws, legalities, and ethics surrounding business and business decisions
- **Sustainable Business**: Working with businesses to create environmentally friendly business processes and sustainable strategies
- **Technology Management**: Running the behind the scenes technology of a business, such as monitoring databases and other programs
Entrepreneurship & Corporate Innovation

**Fit:** Entrepreneurship & Corporate Innovation would fit well with my personality type: Guardian Protector. As a Guardian Protector, I work well with people and I am supportive of them and their work. Additionally, with logistics as one of my stronger talents, I would consider decision making and managing teams would be two skillsets of mine. What I might struggle with, however, is taking up a stiffer leadership position. This is because I typically prefer to take the behind-the-scenes roles when working in teams and groups.

**Unique to Kelley:** The first thing that comes to my mind when discussing what’s unique about Entrepreneurship & Corporate Innovation within Kelley, is being able to have access to the Johnson Center for Entrepreneurship and Innovation. The Johnson Center for Entrepreneurship and Innovation provides students with real-world entrepreneurship opportunities and experiences. Also, according to U.S. News & World Report, Kelley’s undergraduate entrepreneurship program is ranked third in the nation.

**Career Options:**

*Self-employed:* This career involves owning and operating my own business. With Enterprise Control as my top interest, I think being self-employed is very suited to me. It would also allow me to achieve a high level of the autonomy that I value. A challenge might be that I sometimes struggle to think strategically or see the bigger picture.

*Company Manager:* This career is also fairly well suited to my interest in Enterprise Control, as it involves managing people and business decisions. Being organizational and responsible, I think I am fit to help manage and work with teams. A weakness of mine in this career though would most likely revolve around me not always enjoying being a leader.
Economic Consulting

**Fit:** I think Economic Consulting would be well suited to me because of my problem-solving skills. My ability to pay attention to detail helps greatly in an Economic Consulting major. From my understanding, Economic Consulting is also a very logistical process. It involves great amounts of research and data collection, which are both mostly step-by-step processes that I am very confident in. However, something which may prove to be a downside is that there is much less teamwork and collaborating with others in the process.

**Unique to Kelley:** The first thing I found to be unique to Kelley about Economic Consulting is an organization called ADAPT Consulting at Indiana University. ADAPT works with local businesses to provide economic and organizational solutions to many of their issues. ADAPT also applies psychology to the idea of business consulting, something I find to be very fascinating. Economic Consulting majors from Kelley have also gone on to work for many companies that interest me, such as Microsoft, Google, and Amazon.

**Career Options:**

*Financial Advisor:* This career involves working with clients to help manage their finances, investment decisions, and retirement opportunities. Working with people to put help them in the best financial situation fits very well with my desire to support others. One drawback might be that I will always be working with clients, there is less alone time.

*Economic Consultant:* This career involves aiding companies in conducting research in business finances and legalities. It fits with my interests Enterprise Control and Quantitative Analysis. Though not plainly related to former, the data gathered leads directly to the decisions made by management, which may also constitute a downside for me.
Finance

**Fit:** Finance is a major that would fit very well with my interest in Quantitative Analysis. Working with numbers and analyzing said data to make informed decisions is something that sounds really appealing to me. This interest definitely builds off of my personality type of being a Guardian, which means I am most skilled in logistical thinking, an important aspect of Finance. These two interests, along with my organizational work habits, make Finance a very viable option for me. The biggest issue I face with Finance, however, is the incredible lack of autonomy.

**Unique to Kelley:** First and foremost, U.S. News & World Report ranks Kelley’s undergraduate finance program as being an impressive number eight in terms of the best undergraduate finance programs in the nation. On top of this, as one Kelley’s most popular majors, there are an incredible number of student organizations which apply to finance, such as DECA at Kelley, Private Wealth Club, and Undergraduate Finance Club at Indiana University, to name a few.

**Career Options:**

*Financial Analyst:* This career involves conducting heavy research for a variety of firms, funds, and banks in order to make intelligent investment decisions. Being a financial analyst really falls in line with my Interest in Quantitative Analysis, as it’s all about analyzing data. However, it involves a great amount of individual work and less support of others.

*Investment Banker:* This career involves studying financial markets with the expectation of investing to earn a profit for clients. It holds similar skills and interests to me as being a financial analyst. Unfortunately, a major disadvantage for me is that investment bankers have very little free time, which conflicts greatly with my desire for autonomy.
“Follow your bliss and the universe will open doors where there were only walls.”
-Joseph Campbell