Career Possibilities
Research Project

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Key Findings

Consulting: This career would fit me well because it revolves around problem solving. If I could describe myself in one overarching way it would be that I am a problem solver. I prefer to use numbers, data, and trends to solve my problems in life every single day. With this natural background from my daily life, moving into a career in consulting would be very easy. Consulting is the process of being paid for advice. Companies want to know things such as, “Should we sell our products abroad?” or “What target market should we advertise to?” These types of questions require research and logical analysis to resolve. I would help the company make the decision with the most potential profits, and advise them on how exactly to go about obtaining those profits. This career would keep me from getting bored, a downside to my fieldmarshal personality type, because it would allow me to work on many different problems throughout each year. I believe I would be a very good consultant because of my willingness to take a risk. I would be able to advise a company by the numbers, but I also wouldn’t be afraid to send them in a riskier direction than they are used to. This could result in huge successes for companies which would propel my career path forward at a faster rate.

Broker: Becoming a broker is probably the most fitting career path for me. Not only have I seen myself working in this field forever, but now I have confirmed that it fits my values, interests, and personality type exceptionally. The basic definition of a broker is someone who buys and sells assets for others. My values are all met with this career. When controlling other people’s money, it is important to have integrity. There are many cases where brokers without integrity took advantage of their clients. Bernie Madoff’s ponzi scheme is a perfect example of this. It is also necessary to be able to take a risk in this field. Since I have already been investing for years, I have learned when to take a risk, but am still levelheaded enough to know when to stop. It is very easy to lose a lot of money quickly in investments, but if you never take a risk it is also almost impossible to make big gains for clients. I have an investing style that is the perfect balance between the two. Speaking of balance, a career as a broker would give me a lot more time to pursue other interests compared to a career in investment banking. This is the main reason I would choose to become a broker over an investment banker. Moving on to my interests, quantitative analysis is the interest in looking at numbers and making conclusions from them. I don’t think I will ever get bored looking through pages of data. While it doesn’t sound fun, I have yet to find something that excites me more than when I find a trend through numbers, invest accordingly, and make a profit. Finally, being a fieldmarshal is a rare and specific personality type. There are many careers that fieldmarshals would be terrible at, but brokering is not one of those. Being a broker combines the drive to achieve through problem solving with the use of technology to logically come to conclusions. There is no better career fit I could think of.
Top Values

Integrity: The value of integrity has always held a special place in my life. Growing up, my father explained over and over the importance bring ethical and honest in all aspects of my life, but especially in business. We aren’t an extremely religious family, but he once told me that the first question G-d asks you when you enter purgatory, is were you honest in business? This spoke volumes to me as I watched my dad work from a young age. There were multiple times when I saw him sacrifice money in the name of integrity. Recently, he was negotiating a large lease and noticed some ambiguous wording in it. He could have found a way to use this wording to his advantage if it had been signed. However, he reached out to the other party and let them know about it because if he had been the one that had overlooked it, he would have hoped that they would have let him know. Recently, I was taken advantage of on a deal with a friend of mine. It was terrible to have hard earned money blatantly taken away because someone else didn't value honesty as much as you do. I wasn't too upset about the situation because I told myself that I would never do it to someone else.

Risk-taking: When I turned 13 my grandmother gave me an unconventional birthday present for a kid that age. She gave me a few shares of stock in Apple. From that moment I became obsessed with the stock market. I opened my own account and started pouring all my money into it. I soon had an account big enough to generate a considerable amount of money. However, I was still learning how to become a skilled investor. The one thing that helped me the most to get me to where I am today was my willingness to take a risk. I was comfortable with taking a loss from time to time because I knew that I wouldn't make any money if I invested extremely safely. When I made a lot of money off an investment, it was usually on a riskier play. So far, the risky wins have always outweighed the risky losses. It is important to be able to take a risk because it's hard to win big when you don't have the guts to put it all on the line.

Balance: I have always taken school very seriously. I used to get stressed out about every assignment, test, and the competitive nature. However, I soon realized that nothing in life should take up all of your time and thought throughout every day. There needs to be a balance. I learned to take time away from schoolwork and focus on other hobbies. I began investing and skiing more. It helped me clear my mind completely of other worries for at least a little every single day. I found out that I did better in school when I took some time away from it. Now, my life is very balanced. Whenever I see myself spending too much time and thought on one specific area, I take a step back and create a schedule to get things balanced again.
Interests Overview

Quantitative Analysis (98): My personal high score of 98 for this interest area is extremely fitting. I’ve enjoyed looking at numbers for as long as I can remember. When I was in fourth grade I traveled to South Africa for my uncles wedding. I was fascinated by the currency exchange between the countries. The one thing my entire extended family remembers from this trip is that I was the exchange rate guy. Every morning I would look up what the US Dollar to South African Rand exchange rate was and commit it to memory. Throughout the day, anytime anyone would go to buy something, they would ask me how much it was in USD. I would quickly figure it out in my head and let them know. This interest in numbers continued to follow me as I got older. When I started to invest at the age of 13, I researched for weeks before making my first trade. I watched earnings reports, historical patterns, price to earnings ratios, and more. It was very easy to keep all of these numbers straight in my head. Finally, I noticed a stock that I had been watching dropped over 10% after its earning report came out. When I read the report, I saw that the company beat its earning expectation, revenue expectation, and had a strong future growth outlook. However, there was an article about how one of their products was being removed from some stores around the country. That one piece of news caused the stock to drop 10%. I understood why it dropped, but the numbers said something totally different. I bought into the stock on a Monday, and by the end of the week it had risen 15%.

Creative Production (57): While this interest area is not nearly as high of a score as Quantitative Analysis, it still represents me quite well. Creative production is an interest in the early brainstorming stages of projects and business plans. Before taking the quiz, I wouldn't have gone out of my way to say this is an interest of mine. However, when it came up as one of my top interests and I read the description, I realized it is something I have truly enjoyed throughout my life. A recent example comes from my C106 class I took just last semester. We had multiple group research projects throughout the class. My team was very good at researching, but they had trouble coming up with the original idea to research. I was always the team member who came up with a list of ideas and different reasons why they would work. We would then sit down together and agree on which idea we would research and create a presentation for. I think I enjoy the early stages because I am very logical. I can think of an idea and follow that idea through the entire process in my head to see if it would work out in the end.
Personality Type

Fieldmarshal: My personality type is a fieldmarshal, which is a subcategory of the rational personality type. It is a very rare personality type with only one to two percent of the total population falling under this category. Fieldmarshals are known to be problem solvers, ingenious, logical, achievement seekers, and technology users. Obviously I picked out specific traits, but these represent me very well. Problem solving seems to be a pretty overarching characteristic of a fieldmarshal. This is super representative of me because I feel as if most of my day is spent solving some type of problem. I am always trying to figure something out, whether it be the fastest way to get to class, how to fix my computer, or the best bus to take in order to make it to my meeting and get to dinner on time. While solving these day to day problems, I am simultaneously trying to figure out large overarching problems. These problems include figuring out how much to invest in a stock I’ve been watching, planning a trip to visit my sister for the least cost, and most importantly how to get the cute girl from down the hall to go out with me. There are also many things that fieldmarshals are inherently bad at. One of the things on the Keirsey Report that resonated with me was that fieldmarshals tend to get bored easily. This is one of my biggest problems in my day to day activities. I have trouble working on things that are not constantly challenging. I physically and mentally have trouble focusing on topics that don’t interest me or have value for the future. It is hard to do mundane tasks; however, it also keeps me working on challenging material that has a purpose.
In-Depth Major

Accounting: Accounting is very fitting for my personality type and interests. Accounting revolves around numbers: recording numbers, organizing numbers, and interpreting numbers. Accounting is the process of keeping financial accounts. With my background in investing, looking at financial statements for research, and heavy interest in numbers, accounting is lining up to be a perfect major for me. Since I was a little kid I have always enjoyed doing my math homework and dreaded English projects. I don’t think I would get bored looking at numbers, which is a problem I often have. Accounting also aligns with my values quite nicely. Throughout history accountants have been known to cheat the system. The collapse of Enron and the creation of Sarbanes Oxley is a perfect example of how it was a corrupt system and has changed since then. My value of integrity would be important in this line of work. I would be ethical in my work, and would never be questioned for trying to beat the system. My interest in numbers would also allow me to notice when others are trying to cheat the system. There are many unique things about the accounting major at the Kelley School of Business. The most interesting thing to me is that it can lead into the 3/2 MBA program. This is interesting because after completing the 3/2 students have enough credits to take the CPA exam. This the big accounting test that certifies you as a licensed accountant. Most CEOs and CFOs of fortune 500 companies have their CPA. Another interesting thing about the accounting major is that average hourly rate for accounting major internships is $25. This is according to the UCSO website and is the highest hourly salary for all the majors. One career that would fit me well with an accounting major would be consulting. Consulting is the process of giving expert advice in a professional or technical field. I would enjoy this because it involves number based research. Companies would ask if they should do a certain thing or invest in a certain company and I would be in charge of logically figuring out the problem for them. Being a fieldmarshal I am a natural problem solver. This job is problem solving in a nutshell. Another job I would enjoy would auditing. Auditing is looking at companies financial statements and determining the accuracy and trustworthiness of them. Since I don’t mind looking and understanding numbers all day this would be fitting.
In-Depth Major

Finance: Finance, being similar to accounting, is also an extremely fitting for me. A finance major is largely about learning how to make people and companies money. This includes things such as learning how to plan, raise funds, invest, and control the costs for a company. With one of my key interests being creative production, I would enjoy the planning aspect intertwined with a finance major. An important part of finance is the ability to look at an individual's or company's investments and help them predict their future positions. I would be able to look at where the company currently is, and brainstorm ideas about how to get them to where they want to be. In addition to being interesting in creative production, one of my top values is risk-taking. Finance, going hand in hand with money, is a risky major by nature. A large part of finance is investing, and as I have learned, investing is risky. I wouldn't become bored with a finance major because the one thing above all others that keeps me from being bored is risk. There are numerous interesting things about the finance major here at Kelley School of Business, where it is by far one the most popular majors. One reason for this is that its average starting salary is $63,821. This is the second highest starting salary, just behind the business economics/public policy major, according to the UCSO website. This is obviously appealing to students going through Kelley. Another interesting thing about this major is that it leads into the investment management and investment banking workshop. These are extremely competitive workshops and lead into some of the best jobs that come out of Kelley. Leading off of this, a career that would interest me that I could obtain with a finance major is in investment banking. Although one of my top values is balance, and investment bankers are known to work up to 120 hours per week, I believe the experience would be worth it. This is because other than the crazy work schedule, investment banking would be the perfect job for me. Investment banking is all about creating capital for other companies through investments. They also aid in the sale in the sale of securities and help with mergers and acquisitions. The combination of numbers, risk, and constantly changing problems makes this job a perfect fit. I would also be interested in becoming an investment banking because they generally only work in this specific field for only two years and then move on to another job. This means I won’t have to have an unbalanced life for more than a few years. Another career that would interest me with a finance major is being a broker or trader. As I have explained earlier, investing is one of my biggest hobbies. I engage with investments every single day and I never get bored. Working as a broker, where I would invest for others, or as a trader, where I would just invest for myself, would be a great job fit for me. It too combines numbers and a lot of risk, but it doesn’t have the unfathomable work schedule that accompanies investment banking.
In-Depth Major

Operations Management: Operations management is the third major that fits my personality type, interests, and top values. This major prepares students to produce and distribute products. This is interesting because it involves product creation and development, purchasing, plant organization, production efficiency, quality control, and inventory management. The first step, product creation and development, aligns perfectly with my creative production interest. This major would allow me to express my creative side more than any other major I have talked about. I will be able to brainstorm actual product ideas, and then help logically see them through the process of becoming a reality. Another intriguing aspect to this major is the product efficiency section. I love looking at data and determining the best course of action to improve that data. This is where my interest in quantitative analysis, looking at the numbers, and personality type of fieldmarshal, solving the problem, intertwine perfectly together. One thing that is interesting about this major is that according to the Kelley School of Business website, it is a perfect second major to finance or accounting. Since the other two major I have talked about were finance and accounting, this is a great fit for my interest, values, and personality type as whole. It aligns with the other two major’s basic principles, but would also expand my knowledge beyond that of a classic accounting major. Another interesting thing about this major is that it coincides with the Supply Chain and Operations Management Association (SCOMA). This association offers students with networking opportunities eventually improving their professionalism as a whole. A career that I would be interested in with this major would be a senior buyer. The duties of a senior buyer include being responsible for purchasing and preparing a wide range of products and commodities. This fits my interest in quantitative analysis as it would require me to figure out the correct amount to purchase with the available funds. I would have to research and analyze the current market conditions to determine what we need, and the quantity we need of it. It also requires a knowledge of purchasing ethics and standards. Since I value integrity, I would be respected in the market because I would be known to make fair deals. Another career I think would fit me with a major in operations management would be in quality assurance. Quality assurance involves the maintenance of the desired level of a service or product. It involves special attention to every stage in the production and delivery process. This would fit me because it involves watching market conditions and past and potential future quantities to determine the desired quantity the company I work for needs at any time. Being a fieldmarshal, I like solving day to day problems while simultaneously solving larger problems. Every day I would be figuring out the desired quantity the company wants now while also trying to figure out the big picture of where the market will be in the future. I could predict future trends and determine if a large upscale or downscale of a certain product is necessary in the coming years. This is an extremely logical process that involves heavy number analysis.