Career Possibilities
Research Project
Paul Hutton
Top Careers

• Real Estate Entrepreneur/Investor- Being able to take a piece of real estate and have the creativity to develop it into something new and better. My creativity skills will help me to find new ways to increase the value of a property. Along with my leadership skill, which would allow me to keep a plan on track and lead a team.

• Marketing Consultant- Being a Marketing Consultant requires creativity, leadership, organizational skills. All of which align with some of my strongest values and interests. The creativity would allow me to come up with new, innovating ways to market a product. As well as being a leader, and having organizational sills, I have the ability to keep a plan on track and get things done in an efficient manner.
Top Values

• My top three most important values are Change, Fun, and Risk-taking. All three of these things have great importance to not only the professional world for me but as well as the real world.

• Change means so much to me because it means to evolve. Change allows us to become someone different, new, better by choice. It allows us to change our environment, the people we surround ourselves with. The idea of “new” gets thought of when thinking of change. I don’t plan on being the same person my entire life, I plan to change and evolve throughout my life.

• Fun is another important value to me. At least to me, I hope I don’t dread my 9-5 office job that I just hate. We all only get a short time here on earth so why not make the most out of it by having some fun. Not just fun outside of work. I hope I enjoy my job well enough so I am able to have fun with it and will be excited to go to work everyday.

• Risk-taking is possibly the most important value to me. Taking risks means being able to have courage to put yourself in a situation that isn't always comfortable but you have to figure out how to make it work. Risk-taking also allows for change, another important value of mine, to occur. Taking risks allow for you to discover things about yourself that you may have never known, which to me is most important. I hope to fulfill my potential to the max in every possible way.
Interests Overview

• My top three Interests included Creative Production, Enterprise Control, and Coaching and Mentoring.

• Creative Production is one of my top interests because I have always loved coming up with new ideas and trying them out. I tend to let my mind wander when coming up with ideas. I like to think I have a great imagination. I love to start from scratch in coming up with ideas.

• Enterprise Control suits my interests very well. Whether it came to sports or school, growing up I always loved to be the leader. I loved being able to put together a plan and follow it through. I tend to keep things very organized.

• Coaching and Mentoring to me, means the developing of others. I have a little brother and I try to help him grow up as he gets older. As well as when I was an upperclassmen in high school on the wrestling team. As I became an upperclassmen and became one of the better athletes on the team, I started helping the underclassmen develop into better wrestlers.
Personality Type

• According to the Keirsey Temperament assignment, my personality type is Artisan; more specifically Performer. We tend to be happy, uplifting people. We do our best to try and pleasure to everyone around us. They tend to be good talkers and are able to make conversation with anyone.

• These characteristics describe me almost on the spot. I tend to be a very relaxed, easy-going person. I tend to be very easy to approach and talk to. I do my best to try and make sure everyone has a part to do. If I encounter a problem, I love getting a group together to figure out a solution. I pride myself on my talking abilities, especially in being able to talk to anyone.
In Depth Major 1: Management

• Looking at my interests, values and my personality, Management would be a great fit for myself. Management calls for the ability to be strategic, and have good problem solving skills. As well as great communication and leadership skills. Between my top values, Enterprise Control and Coaching & mentoring, I would be a good leader in being able to put together a plan and execute it efficiently.

• At Indiana University, there are some great student organizations to join. Such as 180 Degrees Consulting, Consulting Workshop, Corporate Strategy Club, International Business Association. The average starting salary from a Kelley graduate is $54,348.

• Career Possibilities
  • Consulting- Consulting would be a perfect fit for myself because it would allow me to use my creativity and problem solving skills in order to figure out possible solutions for clients. The average starting salary for a Kelley student is $58,600.
  • Retail Management- The retail world is consistently changing and using my creativity to constantly come up with new ways to improve the customers buying experience. The average starting salary for a Kelley student is $51,500.
In Depth Major 2: Marketing

• Marketing is a very huge industry effecting just about everything in our society. It requires great organization and planning skills. Along with having the creative ability to see what are the most current trends in marketing. My creativity and good discipline would allow me to be successful in the marketing world. My personality would allow me to have the needed communication skills to be successful.

• There are many clubs and student organizations at Indiana University such as the Global Sales Workshop, American Marketing Association, Kelley Institute for Social Impact, The Kelley Retail Workshop. The average starting salary of a Kelley Graduate with this degree is $55,666.

• Career Possibilities
  • Advertising- Advertising would be a great career choice for me because it would allow me to come up with new and unique ideas for promoting products.
  • Consulting- Consulting would allow me to lead projects that will help clients. My leadership skills would be used as well as my creativity in coming up with new ways to help the clients.
In Depth Major Three: Real Estate

• My good leadership, creativity, and organization would make this major work well for me. Real Estate is a consistently changing market. Having a good eye for creativity would allow me to keep up with the current trends. Along with my personality of being able to talk to people well. Good communication skills are vital in the Real Estate market.

• There are some Real Estate clubs and student organizations at Indiana University such as Real Estate Club, Undergraduate Women’s Financial Association at Kelley, Undergraduate Finance Club. The average starting salary for a Kelley Real Estate major is $59,615.

• Career Possibilities
  • Real Estate Entrepreneur/Investor- Doing this I could potentially be my own boss, and my leadership skills would allow me to handle being the boss. I could also use my critical thinking and problem solving abilities in order to make proper business decisions.
  • Real Estate Consultant- My creativity and would be useful in this job market in order to properly manage the investing/developing of of Real Estate. Along with my strategic planning would help this job as well.