Ryan Kelley



I scored the highest in Enterprising and I think that was spot on because it directly correlated with my strong points. These include persuading and leading people, making decisions, and taking risks for profits. I think these all describe my motivation when it comes to hard work.

The next highest category of mine was social and this one is pretty close to my characteristics but is slightly off the mark. For example, social people like writing letters, joining clubs, helping others with personal concerns, meeting new friends, attending sporting events, caring for children, dancing, going to parties, training others, working with groups, serving others, and mediating. Some of these I like, for example helping others with personal concerns, and attending sporting events. But many of them I do not enjoy at all, like writing letters, dancing, and serving others.

My third category was investigative. I don’t really agree with the software on this choice because I don’t enjoy many things in this category, including book clubs, astronomy, crossword puzzles, and traveling.

Enterprising

Administrative Services Manager

1. Administrative services managers supervise clerical and administrative personnel.
2. Similar jobs in this field include cost estimators, Property Real Estate and Community Association Managers.
3. An enterprising personality type is the best type for this kind of job.
4. A high-school diploma or the equivalent is required for this job. Also, 1-5 years of the on the job training in a similar field.
5. The only necessary technology knowledge is to be able to keep records and send e-mails.
6. The average earnings for this job are 78,000$ a year.
7. There is a projected 15% growth in this job field.
8. They are hired a lot by state local and private educational agencies.
9. Administrative services managers spend much of their day in an office. They sometimes make site visits around the building, go outdoors to supervise grounds keeping activities, or inspect other facilities under their management.
10. Yes they are.
11. There is room for promotion.

Law Clerk

1. Information clerks provide administrative and clerical support in a variety of settings. They help maintain records, collect data and information, and respond to customers’ questions or concerns.
2. Bookkeeping, accounting, and auditing clerks.
3. An enterprising personality type and skill set is prime for this job
4. A high school diploma is generally enough for most positions as an information clerk. However, some employers prefer to hire candidates who have some college education or an associate’s or higher degree.
5. Many organizations maintain files and records on computers. Therefore, information clerks must be comfortable working with computer databases
6. The average earnings per year of this occupation is 29,900$
7. There is a projected 7% growth rate in this job field.
8. They are hired by lawyers and judges.
9. Information clerks work in medical offices, government agencies, law offices, and private businesses. Most work full time.
10. No
11. There are many

Insurance Sales Agent

1. Insurance sales agents help insurance companies generate new business by contacting potential customers and selling one or more types of insurance. An agent explains various insurance policies and helps clients choose plans that suit them
2. Advertising and Sales Agencies, Insurance Underwriters, and Personal financial advisors.
3. An enterprising personality type is good for this job
4. You only need a high school diploma
5. Don’t need as much technology knowledge
6. The average earnings are 46,770$ a year
7. There is a projected 22% change in the next ten years.
8. They are hired by either companies or individuals.
9. Insurance Sales Agents work for insurance brokerages selling the policies of several companies, some work directly for a single insurance company. Most insurance sales agents work in offices, although some may spend much of their time traveling to meet with clients.
10. No
11. Many branches of opportunity

 Social

Correctional Treatment Specialists

1. Probation officers and correctional treatment specialist’s work with and monitor offenders to prevent them from committing new crimes.
2. Correctional officers, police and detectives, and social workers
3. A social personality is perfect for this line of work.
4. Qualifications vary by agency, but a bachelor's degree is usually required. Most employers require candidates to pass oral, written, and psychological exams.
5. No technology knowledge involved.
6. The average earnings are 47,200$ a year
7. There is a projected 18 % change
8. They are hired by different agencies
9. Probation officers and correctional treatment specialists work with criminal offenders, some of whom may be dangerous. Workers in this occupation must meet many court-imposed deadlines, which contributes to heavy workloads and extensive paperwork. Many officers travel, especially those who work in rural areas
10. No
11. A lot of opportunity

Mental Health Counselor

1. Mental health counselors and marriage and family therapists help people manage or overcome mental and emotional disorders and problems with their family and relationships. They listen to clients and ask questions to help the clients understand their problems and develop strategies to improve their lives.
2. Physicians, surgeons, and psychologists
3. A social personality is ideal for this kind of work
4. All states require both mental health counselors and marriage and family therapists to have a master’s degree and a license to practice.
5. No technology knowledge necessary
6. The average earnings are $38,150 a year
7. There is a projected 37% increase in this line of work.
8. They are hired by themselves or work for agencies
9. Mental health counselors and marriage and family therapists work in variety of settings, such as mental health centers, substance abuse treatment centers, hospitals, and colleges. They also work in private practice and in employee assistance programs (EAPs), which are mental health programs that some employers provide to help employees deal with personal problems.
10. No
11. Many promotions available

Fitness Trainer

1. Fitness trainers and instructors lead, instruct, and motivate individuals or groups in exercise activities, including cardiovascular exercise (exercises for the heart and blood system), strength training, and stretching. They work with people of all ages and skill levels.
2. Athletic trainers and physical therapists
3. A social personality is ideal for this job
4. The education and training required for fitness trainers and instructors vary by type of specialty, and employers often hire those with certification. Personal fitness trainers, group fitness instructors, and specialized fitness instructors each need different preparation. Requirements vary by facility.
5. No technology knowledge, but equipment knowledge is necessary
6. The average earnings are $ 31,090 a year
7. There is a projected 24% increase in jobs of this field.
8. They either work for their own company or for a specific gym
9. Fitness trainers and instructors work in health clubs, country clubs, fitness or recreation centers, gyms, hospitals, universities, yoga and Pilates studios, resorts, and clients' homes.
10. No
11. Many promotion opportunities

Investigative

Chemist

1. Chemists and materials scientists study the structures, compositions, reactions, and other properties of substances. They use their knowledge to develop new and improved products, processes, and materials
2. Agricultural and food scientists, biochemists, and biophysicists
3. An investigative personality is ideal for this job
4. Chemists and materials scientists need at least a bachelor’s degree in chemistry or a related field. However, a master’s degree or Ph.D. is needed for many research jobs
5. Computers and technology aren’t a big part of the chemist job.
6. The average earnings are $68,320 a year
7. There is a projected 4% increase in jobs for this field in the next ten years
8. They work for lead scientists or a research company
9. Chemists and materials scientists typically work in laboratories and offices where they conduct experiments and analyze their results. In addition to laboratories, materials scientists work with engineers and processing specialists in industrial manufacturing facilities.
10. No
11. A lot of promotions linger

Computer Software Engineer

1. Computer software engineers apply computer science, engineering, and math to design, develop, and test software.
2. Computer hardware engineers, computer repair specialists, and systems analysts
3. An investigative personality is ideal for this job
4. Most employers prefer to hire people who have at least a college degree and experience with a variety of computer systems. Students seeking software engineering jobs can improve their chances by signing up as interns to get some experience. Large firms that can train new hires may take new grads with no experience.
5. Technology and computers IS the job.
6. The average earnings are $90,000 a year
7. There is a projected 25% increase in jobs
8. They work for large corporations or individual small businesses, depending on their specialties.
9. Software engineers normally work in well-lighted offices or labs. Most work at least 40 hours a week. If a big project is due, they may have to work nights or weekends to meet deadlines. Like other workers who sit for hours at a computer, they are susceptible to eyestrain, back ache, and hand and wrist pain.
10. No
11. Many promotions are available.

Colleges for each profession

Investigative: Framingham State University

Social: Boston University

Enterprising: Salem State University

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| **Career Research Data for 4 Career Occupations** |
| Career Research Questions: | Administrative Services Manager | Law Clerk | Insurance Sales Agent | Mental Health Counselor  |
| HR1. Occupation Definition | Administrative services managers supervise clerical and administrative personnel. | They help maintain records, collect data and information, and respond to customers’ questions or concerns. | They help insurance companies generate business by contacting potential customers and selling one or more types of insurance.  |  They help people manage or overcome mental and emotional disorders and problems with their family and relationships.  |
| HR2. Related Occupations | Cost estimators, Property Real Estate and Community Association Managers. | Bookkeeping, accounting, and auditing clerks | Advertising and Sales Agencies, Insurance Underwriters, and Personal financial advisors. | Physicians, surgeons, and psychologists |
| HR3. Compatible Personality Type(s) | Enterprising | Enterprising | Enterprising | Social |
| HR4. Education/Training/Qualifications required | A high-school diploma or the equivalent is required for this job. Also, 1-5 years of the on the job training in a similar field. | A high school diploma is generally enough for most positions as an information clerk. | You only need a high school diploma | All states require mental health counselors to have a master’s degree and a license to practice. |
| HR5. Technology Skills needed | The only necessary technology knowledge is to be able to keep records and send e-mails. | Information clerks must be comfortable working with computer databases. | Not much technology knowledge needed | Almost none |
| RC1. Entry Level Average Salary | $78,000 median salary | $29,900 median salary | $46,770 median salary | $38,150 median salary |
| RC2. 10 yr. Projected Job Growth | 15% | 7% | 22% | 37% |
| RC3. Organizations that hire for this occupation | They are hired a lot by state local and private educational agencies. | They are hired by lawyers and judges. | Hired by companies or individuals.  | They are hired by either companies or individuals |
| ISC1. Working Conditions | Administrative services managers spend much of their day in an office. | Information clerks work in medical offices, government agencies, law offices, and private businesses. Most work full time. | Insurance sales agents work in offices, although some may spend much of their time traveling to meet with clients. | Mental health counselors work in health centers, substance abuse treatment centers, and hospitals. |
| ISC2. Part of a Union? (Y/N) | N | N | N | N |
| ISC3. What kind of Advancement Opportunities are there? | Many promotions available. | Promotions may vary | Many different career paths | A lot of promotions eminent |