



## Career Advisor® Assessment Report

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Report prepared on: **Jerry Johnson**  
Sales Representative  
Acme Sales Company  
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412-686-3452

Report Type: Sales Representative

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## Career Advisor

Name: Jerry Johnson  
Company: Acme Sales Company

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### Mental Aptitudes

#### Mental Acuity

Jerry, you feel comfortable solving less complex problems quickly, but probably still prefer some time in order to make good decisions on more complex issues. From a training standpoint, you probably prefer hands-on training where you can actually perform the task in front of a more experienced person until you have learned the job, rather than reading and following written instructions.

#### Business Terms

You have some knowledge of the specialized language of business, although limited. You may have had some prior exposure to business terminology, acquired either on the job or in a business class.

#### Memory Recall

You have a superior knowledge of events happening in the world around you and should be strongly aware of competitive trends, as well as the economy's affect on business.

#### Vocabulary

Jerry, your language skills are average and your vocabulary should be adequate for most communication needs. Highly complex information which needs to be relayed to others may be a little more difficult for you to communicate.



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### Numerical Perception

Your above-average Numerical Perception score indicates you can process data quickly and carefully.

### Mechanical Interest

You have high mechanical interest and probably have the ability to understand information regarding mechanical equipment. This aptitude, however, measures only interest, not mechanical ability.

## Personality Dimensions

### Energy

Jerry, you have a good level of energy and take an energetic approach to matters. You have a high drive level, but are generally able to control your high energy level sufficiently to concentrate and accomplish assignments in a timely, yet effective manner.

### Flexibility

You are an ethical, quality-minded individual with a strong sense of integrity. You remain focused on your goals and interested in doing your best. At times a little inflexible, you tend to stick with goals once you have set them and are hesitant to change. Because of this, you could experience difficulty changing direction in your life, if such a need arises. You will adapt to some changes and occasionally attempt to generate new ways of doing things, but will want to be certain your new ideas are right before recommending them.



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### Organization

You understand the importance of organizing your time and activities, and are usually aware of your priorities. Without being overly rigid in planning, you make the best use possible of the time and resources available to you to reach goals and priorities.

### Communication

You are a very interactive collaborator. You seldom tire of interacting with others, and will openly articulate feelings, ideas, concerns and information to others. You may not always be good at listening and taking seriously what other people are saying.

### Emotional Development

Jerry, you are a self-assured individual with a healthy self-esteem. You believe in yourself and are not easily frustrated when things do not happen as quickly as you desire. You are self-reliant, but may at times be overly tolerant.

### Assertiveness

You can take control, maintain order, and express your opinions, but are open to the ideas of others and will not actively seek out conflict. You will attempt to influence and direct others, but not to the point of appearing unnecessarily demanding.



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### Competitiveness

You have a strong competitive drive and desire to compete, and take pride in winning. Although you will participate in a team competitive effort, you particularly enjoy situations which allow you to compete on your own. You will be a strong competitor, always prepared to meet or exceed your goals and win.

### Mental Toughness

You have a good level of mental toughness, but are also able to interact with others with an appropriate degree of empathy. You can handle working long hours in order to meet critical deadlines and other organizational objectives, and are not easily bothered by criticism, rejection or other negative aspects of your job.

### Question/Probing

You are basically trusting, and usually positive and accepting, but not to the point of being gullible. You will probe and look further into issues when necessary, but are not of the opinion that you have to be suspicious of everyone and everything.

### Motivation

Jerry, you are easily motivated when the right rewards are offered. You have good initiative and will take risks when the potential for profit and recognition exists. You are always looking for a chance to obtain recognition for your efforts. You will be willing to put in extra hours and exert greater effort in a job, provided you feel you will be rewarded for your efforts. Status and recognition are more important than a steady job or a stable paycheck, even if it means long hours, frequent travel or uncertain earnings.



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### Validity Scales

#### Distortion

You are reasonably fair in assessing your strengths and weaknesses. You have some characteristics that you are not completely happy with and tend not to show others. The validity may be slightly affected by your indirect answers.

#### Equivocation

You have scored within our acceptable equivocation range.

**This report is confidential and is an opinion based on assessment results only. Its contents should contribute approximately 1/3 to developmental discussions since it is only one of several evaluatory and feedback resources.**



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### Career Potential Report Entrepreneur Level II

You exhibit the potential to run your own full time business. You'd likely be the only person that worked in that business and it would likely be a cottage industry, such as making and selling:

- Braided rugs
- Decorated knit clothing
- Jewelry (costume, silver and precious)
- Wood creations, i.e., toys, plates, etc.
- Beading
- Painting OR decorating ceramics
- Sewing OR alterations on clothing

or a service industry, such as:

- Child Care
- Housecleaning OR building cleaning
- Operating your own station in a beauty shop OR nail salon
- Plumbing
- Heating and air conditioning repair
- Electrical repair
- Small appliance repair
- PC repair
- Web designs
- Computer programming
- Auto repair

These ideas do not reflect the full spectrum of what you may enjoy and be capable of, but are simply some ideas you might consider. The business that you operate would be something that you enjoy and are knowledgeable in, yet would enable you to be your own boss and provide income for yourself.

You are not oriented to likely want to grow the business into a Level III entrepreneurial opportunity where you not only work in the business full time, but also hire, train and manage others, and oversee the complexity of billings and collections. Even though you are not as concerned with growing the business as a Level III entrepreneur might be, but you may enter into some self-training to improve your knowledge of the product OR service you are providing. Your main goal, however, is to enjoy the stable income your own business can provide you.



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### Job Family: College

#### Excellent Potential

Agronomy  
Kinesiology  
Real Estate

Animal Science  
Marketing  
Recreation and Parks

General Studies  
Modern Languages  
Wildlife & Fisheries Sci.

#### Very Good Potential

Agricultural Journalism  
Bio-Environmental Science  
Business Administration  
English  
Industrial Distribution  
Meteorology  
Pre-Dentistry  
Surgical Nurse

Allied Health Sciences  
Biology  
Computer Science  
Environmental Engineering  
Journalism  
Plant and Soil Science  
Scientific Nutrition

Anthropology  
Botany  
Elementary Education  
Health  
Management  
Political Science PRE-LAW  
Secondary Education

#### Good Potential

Accounting  
Agricultural Engineer  
Biomedical Science  
Criminal Justice  
Food Science & Technology  
Geology  
Mathematics  
Pre-Medicine  
Theatre Arts

Agricultural Economics  
Applied Math. Science  
Building Construction  
Engineering Technology  
Forestry  
History  
Ocean Engineering  
Range Science  
Theology

Agricultural Education  
Archaeology  
Chemistry  
Entomology  
Geography  
Horticulture  
Philosophy  
Speech Communication





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### Job Family: Trades & Vocational

#### Excellent Potential

Acting  
Audition Techniques

Air Conditioning/ Heating  
Bartending/Beverage Spec.

Airline Reservationist  
Travel Agent

#### Very Good Potential

Airframe, Powerplant Mech.  
Automotive Service Tech.  
Commercial Art  
Electrical Engineering  
Hospitality Management  
Interior Design  
Medical Office Management

Appliance Service & Repair  
Aviation Technology  
Cosmetology  
Fashion Merchandising  
Hotel/Motel Administration  
Manicurist  
Merchandising

Auto Body Paint and Repair  
Barber  
Court Reporting  
Flight Attendant Prep.  
Income Tax Preparation  
Medical Assistant  
Vocational Nurse

#### Good Potential

Administrative Assistant  
Business Machines  
Consumer Electronics  
Diesel Mechanics  
Estate Planning  
Interior Decorating  
Music and Video Business  
Photography  
Real Estate

Broadcast Engineering  
Clerical Typist  
Dental Assistant  
Driving Instruction  
Home Health Care Assistant  
Landscape Design  
Office Management  
Private Security  
Welding

Business Administration  
Commercial Techniques  
Desk-Top Publishing  
Electronics Technician  
Information Systems  
Microcomputer Application  
Ophthalmic Technician  
Radio Announcing



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**Job Family: Degreed**

**Excellent Potential**

Advertising Agency Manager  
Government Affairs  
Art Critic  
Actor - TV  
Composer  
Producer - TV  
Choreographer  
Film & Video Editor  
Music Arranger  
Program Director  
Talent Director  
Cemetery At-Needs Sales  
Electrical Distribution  
Industrial Supply  
Life Insurance  
Medical Insurance  
Textile  
Administrative Service Manager  
Meeting & Convention Planner  
Purchasing Manager  
District Manager - Distribution  
Transportation Manager

Community Relations  
Public Relations Director  
Art Director  
Actor - Motion Picture  
Director - TV  
Producer - Motion Picture  
Commercial & Industrial Designer  
Graphic Designer  
Music Director  
Radio/Television Announcer  
Technical Director  
Chemical  
General Insurance  
Instruments  
Mechanical Equipment & Supplies  
Sales Engineer  
Wholesale & Manufacturing  
Marketing Manager  
Plant Manager  
Sales Manager  
Regional Manager - Distribution  
Warehouse Manager

Director - Consumer Affairs  
Public Relations Specialist  
Cartoonist  
Actor - Stage  
Director - Motion Picture  
Museum Curator  
Fashion Designer  
Interior Designer  
Professional Photographer  
Set Designer  
Agricultural  
Consumer Electronics  
Heavy Equipment Sales  
Lighting Distributor  
Medical  
Securities/Commodities  
Historian  
Materials Manager  
Production Manager  
Quality Control Manager  
Retail Store Manager  
Application Developer

**Very Good Potential**

Advertising Agent  
Art Appraiser  
Cemetery Pre-Needs Sales  
Chemist  
Geologist  
Budget Analyst  
Cost Estimator  
Systems Operator  
Computer Security Coordinator  
Communications Specialist  
Network Administrator

Advertising Manager  
Museum Technician & Conservator  
Anthropologist  
Soil Conservationist  
Meteorologist  
Buyer - Retail  
Credit Analyst  
Systems Programmer/Analyst  
Database Administrator  
Microcomputer App. Specialist  
Research & Development

Advertising Sales  
Advertising  
Bio-Environmental Scientist  
Geographer  
Forensic Scientist  
Buyer - Wholesale  
Management Analyst  
Technical Analyst  
Hardware Analyst  
MS Cert. Systems Engineer  
Software Engineer

**Good Potential**

Playwrite  
Biologist  
Criminologist  
Scientist  
Animal Scientist  
Cytologist  
Toxicologist  
Epidemiologist  
Materials Scientist  
Soil Scientist  
Systems Specialist

Screen Writer  
Biomedical Scientist  
Entomologist  
Zoologist  
Aquatic Biologist  
Pharmacologist  
Astronomer  
Food Scientist  
Medical Scientist  
Director of Information Systems

Archaeologist  
Botanist  
Range Scientist  
Forrester  
Biophysicist  
Physiologist  
Atmospheric & Space Scientist  
Life Scientist  
Plant Scientist  
Programmer





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### Job Family: Management

#### Excellent Potential

Auto-Service Manager  
Cafe Shift Manager  
Dir. Franchise Operations  
Field Supervisor  
Floor Cvr.Dist.2nd Lvl Mng  
Hospitality Manager  
Middle Management  
Phone Room Supervisor  
Printing Comp.-Supervisor  
Public Relations Manager  
Restaurant Manager  
Risk Manager  
Supervisor - General  
V.P. Of Manufacturing  
Yard Supervisor

Bank Manager  
Convenience Store Manager  
Dir. Of Sales Train./Devlp  
Financial-Serv.Center Mngr  
Fnd Rsing Corp.Reg Sls Mgr  
Hotel Manager  
Nursing Supervisor  
Plant Manager  
Production Manager  
Quality Control Manager  
Retail Store Asst. Manager  
Shipping Supervisor  
Telecommunication Manager  
Warehouse Management

Beer Distrib.-Mid Mngt.  
Convnce Store Dist.Sls mgr  
Distribution Manager  
First Line Supervisors  
Health Service Management  
Lawn Mwr Distr. Mgr  
Operations Manager  
Press Operator Supervisor  
Property Manager  
Repair Service Manager  
Retail Store Manager  
Sr. Acctt. Manager  
Used Car Sales Manager  
Wtr Treatmnt Plnt-Area Mgr

#### Very Good Potential

Administrative Supervisor  
Chief Financial Officer  
Dir. Human Resources  
Fast Food Manager  
Foreman  
Management  
Moving & Stg General Manager  
Office Manager  
Personnel Manager  
Project Manager  
Vice President/Executive

Auto Finance/Insurance Mgr  
Collector Supervisor  
Director, Info. Systems  
Food Mnfturing-Managers  
Insurance-Sales Manager  
Medical Office Management  
Moving/Storage Sls Manger  
Paper Co. Top Region Mgr.  
Prod.Mgr/Tech. Mrkt.  
Purchasing Manager

Bldng. Materials-Top Mgmt  
Computer Systems Manager  
Executive/President  
Food Srv.Dstrb.Wrhs Op.Mgr  
MIS Director  
Mortuary Manager  
Natl/Intl Sls/Mkt Mgr  
Pers. Agency Branch Mngr.  
Program Supervisor  
Upper Management

#### Good Potential

Area Supervisor  
Cash Recovery Manager  
Data Processor-Supervisor  
Fasteners Dist.Region Mngr  
Floor Cvr.Dist.Top Mngmnt  
Mortgage Closing Manager  
S&L Data Proces.Supervisor

Bank-Data Proces.Suprvsr.  
Credit Manager  
Engineering Manager  
Finance Company Manager  
Insurance-Entry Lvl Manager  
Paper Co. Distr. Mgr.  
Sales Manager (General)

Bld.Mtrl.Ind.-Yard Foreman  
Customer Service Manager  
Fasteners Dist.-Brnch Mngr  
Finance-Brch Oper. Mngr  
Marketing Manager  
S&L Branch Manager  
Trucking-Facility Manager



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### Job Family: Sales

#### Excellent Potential

Account Executive  
Auto Sales Controlled  
Beer Distrib.-Pre-Sales Sls  
Church Consultant  
Elec. Distrib.-Inside Sls  
Food Serv.Distrib.Outsd Sls  
Indust.Supply Sales  
Inside Sales  
Insurance-Asst.Gnrl Agent  
Lawn Prod. Sls/Field Tech.  
Mech. Devcs.Dist.Outsd Sls  
New Account Rep.  
Pharmaceutical Sales  
Real Estate Sales - Resid.  
Route Sales  
Stockbroker  
Used Car Sales

Account Specialist  
Auto Sales Manager  
Beer Distrib.-Sales  
Consumer Elec. Outside Sls  
Elect. Distrib.Outside Sls  
Fund Rsing Corp-Sales Rep.  
Industrial & Textile Sales  
Insurance Agents  
Insurance-General Agent  
Liquor Distrib.-Field Rep.  
Moving&Storage/Outsd Sls C  
New Car Sales  
Pro-Active (Inside Sales)  
Real Estate Sales  
Sales/Manufacturers Rep.  
Telemarketing Outbound

Art Prod.Distrib.Sales/Srvc  
Auto Sales-Middle Priced  
Cemetary At-Need Sales  
Distrib.-Metropolitan Sls  
Financial-Sales Rep.  
Heavy Equipment Sales  
Industrial Sales  
Insurance Sales  
Insurance/Life Sales Rep.  
Marketing  
Moving&Storage/Outsd Sls R  
Paper Sales  
Real Estate Sales - Comm.  
Realty-Residential Sales  
Sales  
Telesales Specialist

#### Very Good Potential

Account Representative  
Bldg. Matl. Insd/Outsd Sls  
Distribtn. Co. Inside Sls.  
Fashion Merchandiser  
Lighting Dist.-Off.Sls/Srv  
Sales Associate  
Trucking-Sales Person

Advertising Sales  
Cemetery Pre-need Sales  
Distribtn.Co. Outside Sls  
Financial Planner  
Outside Sales  
Sales Support  
V.P. Sales

Auto-Counter/Parts Sales  
Distib.-Rural Sales  
Fabric Distrib.-Sales  
Insrnce-Market Pioneer  
Product Manager  
Telecomm. Equipment Sales

#### Good Potential

Beer Distrib-Rte. Sls/Delv.  
Elec./Ind.Supply-Outsd Sls  
Legal Materials Sales Rep.  
Paper Co. Natl. Acct. Rep.  
Printing Co. Sales Rep.  
Software Representative

Consulting-Sales Personnel  
Fine Jewelry Sales People  
Oil Prod.Distr.-Sls Person  
Paper Company-Outside Sls  
Realty-Residential Broker  
Telecomm.-Sales People

Consumer Elec. Inside Sls  
Greeting Card Sales  
Paper Co. Inside Sls.  
Pest Control Sales  
Sales Specialist II  
Telemarketing Inbound



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### Job Family: Medical

#### Excellent Potential

Building & Grounds Dir  
Case Manager-Social Worker  
Chief Dietitian  
Clinical Engineer  
Critical Care Nurse2  
Employment Interviewer  
Family Nurse Practitioner  
General Maintenance Mechanic  
Home Health Nurse (RN)  
Infection Control Director  
Managed Care Director  
Medical Radiographer  
Medical Transcriptionist  
Nursing Div. Director  
OT Director  
Patient Accts Director  
Planning & Dev. Director  
Recreation Therapist  
Reg. Occupational Thrpst  
Risk Manager  
Social Services Director  
Staff Dietician2  
Utilization Director  
Hospital Administrator

Business Office Manager  
Central Service Director  
Child Care Center Director  
Communications Director  
DRG Coordinator  
Engineering Svc. Director  
Financial Counselor  
Guest Relations Director  
Home Health Service Dir  
Laundry Manager  
Marketing Director  
Medical Records Director  
Multi-Skilled Technician  
Nursing Service Director  
Operating Room Technician  
Pharmacy Director  
Purchasing Director  
Recreational Therapy Dir  
Reg. Respiratory Therapist  
Safety Program Mgr  
Social Worker (BS)  
Staff Registered Nurse  
Voc. Nursing School Dir

Case Manager, RN  
Chaplain  
Clinic Nurse  
Construction Director  
EMT  
Executive Sect./Adm. Asst  
Food Service Director  
Home Health Nurse (LVN)  
Housekeeper Supervisor  
Licensed Phys. Therapist  
Materials Management Dir  
Medical Records Tech  
Nurse Educator  
OR Services Director  
Paramedic  
Phlebotomist  
Quality Assurance Director  
Reg. Med. Technologist  
Respiratory Therapy Techn  
Security Director  
Speech & Hearing Director  
Staff Vocational Nurse  
Volunteer Services Director

#### Very Good Potential

Admissions Director  
Chief Accountant  
Dialysis Director  
Human Resource Director  
Nuclear Medicine Dir  
Physical Therapy Director  
Respiratory Therapy Dir

Cardiopulmonary Dir  
Data Processing Director  
EEg Director  
Med. Record Administrator  
Nursing Education Dir  
Public Relations Director  
Social Worker (MSW)

Cath. Lab Director  
Diagnostic & Imaging Dir  
Head Nurse  
Medical Staff Coordinator  
OP Service Director  
Quality Assurance Coord

#### Good Potential

Accounting Director  
Controller2  
Neonatal Nurse (MSN)  
Nurse Practitioner (BSN)

Chief Radiology Techn  
ER Director  
Neonatal Nurse (BSN)  
Nurse Practitioner (MSN)

Contract Negotiations Dir  
Education Director  
Nurse Anesthetist



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### Job Family: Scientific

#### Excellent Potential

Agronomist  
Kinesiologist

Audiologist  
Medical Practitioner

Historian  
Phlebotomist

#### Very Good Potential

Agricultural Scientist  
Bio-Environmental Scientist  
Dentist  
Meteorologist  
Plant and Soil Scientist

Animal Scientist  
Chemist  
Geographer  
Pharmacist  
Surgeon

Anthropologist  
Conservationist  
Geologist  
Physician

#### Good Potential

Agricultural Economist  
Biomedical Scientist  
Entomologist  
Range Scientist

Archaeologist  
Botanist  
Horticulturalist  
Scientist

Biologist  
Criminologist  
Philosopher  
Zoologist



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**Job Family: Services**

**Excellent Potential**

Bartending/Beverage Spec.  
Cafe General Manager  
Chauffeur  
Hotel-Bartender/Waitperson  
Toll Booth Attendant

Cafe Assist. Manager  
Cafe Host/Hostess  
Groundskeeper  
Hotel-Housekeeping  
Upscale Convnce. Store Mgr

Cafe Bartender  
Cafe Waitperson  
Hospital Orderly  
Technical Service  
Waitpersons

**Very Good Potential**

Airline Reservationist  
Cafe Cook  
Cook  
Flight Attendant Prep.  
Travel Agency Rsrvationist

Barber  
Cashier  
Cosmetologist  
Flight Attendant

Cafe Busers  
Convenience Store Cashier  
Driving Instructor  
Manicurist

**Good Potential**

Bartender

Cafe Dishwasher

Diving Instructor





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**Job Family: Automobile Dealerships**

**Excellent Potential**

General Sales Manager  
New Car Sales Manager  
Service Manager  
Parts Manager  
Auto Repair Manager

Used Car Sales Manager  
New Car Sales  
Service Writer  
Body Shop Technician  
Make Ready

Auto Sales Manager  
Used Car Sales  
Service Associate  
Body Shop Manager  
Auto Technician

**Very Good Potential**

Auto Counter/Parts Sales

**Good Potential**

Receptionist/Greeter  
Clerical

Cashier

Administrative



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**Job Family: Social Services**

**Excellent Potential**

Clergy  
Law Enforcement Officer  
Police Dispatcher  
Surgical Nurse

Educator/Teacher  
Nurse  
Recreation Worker

Jail Officer  
Physical Therapist  
Social Worker

**Very Good Potential**

Allied Health Science Worker  
Elementary Ed. Teacher  
Military  
Police/Fire Dispatcher  
R.N.  
Technical Teacher

Career Counselor  
Licensed Vocational Nurse  
Office Center Secur.Guards  
Private Security Guard  
Security Guard

Civil Service Worker  
Medical/Technical Support  
Peace Corps Volunteer  
Psychologist  
Sociologist

**Good Potential**

Counselor - General  
Home Health Care Assistant  
Nursing Home/Nurse Attend.  
Speech Therapist

Dental Assistant  
Mediator  
Ophthalmic Technician  
Theologian

Forest Ranger  
Medical Assistant  
Secondary Ed. Teacher



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**Job Family: Technological**

**Excellent Potential**

Electronics Technician  
Project Engineer  
Software Specialist  
Technician Support

Manuf. Proc. Engr  
QA/QC Technician  
Sr. Manuf. Pro. Engr

Oil Field Svc-Field Eng.  
Sales engineer  
Systems Engineer

**Very Good Potential**

Agricultural Engineer  
Design Engineer  
Information Sys. Analyst  
Systems Operator

Broadcast Engineer  
Engineer  
Maintenance Engineer

Computer Engineer  
Environmental Engineer  
Microcomp. Appl. Engr.

**Good Potential**

Bioengineer  
Draftsman  
Systems Specialist

CRT Operator  
Programmer  
Technical Writer

Consumer Electronics Engr.  
Senior Programmer  
Telecommuter



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**Job Family: Building Trades**

**Excellent Potential**

Estimator	Millwright	Paperhanger
Pipefitter	Sheetmetal Installer	Construction Manager
Make Ready	Construction Foreman	Insulation Worker
Building Inspector	Truck Driver	Painter
Drywall Installer	Roofer	Concrete Finisher
Air Conditioning/ Heating	Forklift Operator	Building Contractor
Tile Layer	Field Supv. / Manager	Construction Engineer
Scheduler		

**Very Good Potential**

Bidder	General Laborer	Electrician
Plumber		

**Good Potential**

Welding	Carpenter
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**Job Family: Industrial**

**Excellent Potential**

Beer Distrib. Warehse Workr  
Furniture Technician  
Truck Loader

Finisher  
Material Handler

Forklift Operator  
Molding Machine Operator

**Very Good Potential**

Machine Operator  
Pest Control Technician  
Tool/Steel Part Mfg.

Machinist  
Platemaker  
Warehouse Clerk

Oil Field Worker  
Press Operator

**Good Potential**

Assembler  
Pumper

Bld. Mtrl. Ind.-Yardman  
Warehouse Worker

Indust. Suppl. Wrhse Worker  
Welder



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**Job Family: Mechanical**

**Excellent Potential**

Building Contractor  
Tile Layer

General Maintenance Worker

HVAC Repair

**Very Good Potential**

Air Traffic Controller  
Automotive Service Tech.  
Custodian  
Long Haul Driver  
Printing Operator  
Truck Driver

Appliance Service Repair  
Beer Distrib.-Drivers  
Electrician  
Moving&Storage/Van Driver  
Set Up Mechanic

Auto Body/Paint Repair  
Bldg. Manager  
Furniture Inspector  
Plumber  
Small Motor Repair Tech

**Good Potential**

Airframe, Powerplant Mech.  
Electrical Wiring Specialist  
Landscape Designer

Carpenter  
Food Srvc Distrib.-Drivers  
On Site Delivery

Diesel Mechanic  
Housekeeper  
Shipping/Receiving



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**Job Family: Restaurant**

**Excellent Potential**

Contract Feeder Manager

**Very Good Potential**

Bar Manager  
General Manager  
Management Trainee

Dining Room Manager  
Kitchen Manager  
Multi-Unit Manager

Food and Beverage Manager  
Manager  
Assistant Manager



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**Job Family: Cosmetology**

**Excellent Potential**

Beauty School Mgmt./Admin  
Hair Cutting  
Permanent Waving  
Teacher Training

Ethnic Hair Studies  
Hair Removal  
Salon Coordination

Hair Coloring  
Makeup Specialist  
Salon Management/Admin

**Very Good Potential**

Barber  
Platform Artistry

Cosmetology (Advanced)  
Refresher

Cosmetology (Basic)

**Good Potential**

Esthetics and Skin Care

Hair Weaving

Shampoo Specialist





## Career Advisor

Name: Jerry Johnson  
Company: Acme Sales Company

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### Job Family: Direct to Work

#### Excellent Potential

Indust. Supply Sales  
Sales/Auto  
Bartender  
Groundskeeper  
Hotel-Housekeeping  
Material Handler  
Jail Officer  
Store Assistant  
Concrete Finisher  
Painter  
Electrician Asst  
Bus Driver  
Maintenance/Handy Person  
Sales

Inside Sales  
Telemarketing Outbound  
Restaurant Host/Hostess  
Hospital Orderly  
Toll Booth Attendant  
Molding Machine Operator  
Collector  
Specialty Product Instllr  
Drain Cleaner  
Roofer  
Glazier  
Housing/Dorm Mgr  
Order Clerk  
Sheet Metal Worker

Route Sales  
Tile Layer  
Chauffeur  
Hotel-Bartender/Waitperson  
Forklift Operator  
Truck Loader  
Credit Clerk  
Caulker  
Entry Level Physical Labor  
Construction Apprentice  
Heavy Eqpt. Oper  
Lifeguard  
Paint Stripper

#### Very Good Potential

Advertising Sales  
Moving&Storage/Van Driver  
Cook  
Platemaker  
Recreation Worker  
Customer Service Rep  
Personnel Assistant  
Tool and Dye Maker

Outside Sales  
Cashier  
Machinist  
Press Operator  
Teller  
Executive Assistant  
Receptionist  
Boxer/Packer

Custodian  
Convenience Store Cashier  
Oil Field Worker  
Warehouse Clerk  
Clerical/General Office  
Loan Clerk  
Furnace Over Operator

#### Good Potential

Heavy Equipment Sales  
Shipping/Receiving  
File Clerk  
Entry Level Hard Labor

Telemarketing Inbound  
Warehouse Worker  
Inventory Control

Housekeeper  
Accounting Clerk  
Dishwasher



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**Job Family: Artistic/Advertising**

**Excellent Potential**

Art Critic  
Artist

Art Director  
Performing Artist

Actor  
Photographer

**Very Good Potential**

Computer Graphics Artist  
Computer Graphics Artist

Fashion Merchandiser  
Advertising Agent

Interior Design  
Advertising Sales

**Good Potential**

Architect  
Landscape Design

Commercial Artist  
Drafting

Interior Decorator



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## **Development Suggestions**

### **Introduction**

The behavior of each individual is influenced by genetics, biochemistry and environment. The individual's scores related in this assessment depict the individual as of the date and time the individual took the assessment.

Major changes in biochemistry and/or environment can change the scores on the assessment. Effective training and/or development that the individual is exposed to can and should also affect scores.

Consequently, for those individuals who seek to achieve higher levels of productivity and success in their jobs and life, and for those employers who desire such for the people they employ, we have carefully reviewed the training and development materials available in the marketplace and have selected for recommendation those that we deem appropriate to suggest in areas where the person assessed could benefit most from growth and development.

We trust that you will find these suggestions helpful.



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**Emotional Development** - Measures ego, self-esteem and emotional maturity compared to chronological age (age from date of birth).

You are a self-assured individual with healthy self-esteem. You believe in yourself and are not easily frustrated when things do not happen as quickly as you desire. You are self-reliant, but may at times be overly tolerant and fail to take action as quickly as you should, believing everything will "work out okay."

Your self-affirmation sentence:

***"I am an action-oriented person."***

### Steps to Effect Change

1. Your biggest problem lies in your tolerance level and possible procrastination when action is called for. You must learn what you can achieve if you try harder and reach for greater achievement through established goals and objectives.
2. You need to mentally stress the daily and weekly process of planning time and activities to make the right things take place for timely accomplishment. Avoid becoming complacent over any unmet goals.
3. You can seek regular counseling with others to make sure that you are not being slack about reaching your goals; ask "significant others" in your life to apply pressure, when necessary, to help you meet set goals.
4. Goal setting is highly important - write goals down and evaluate your progress daily. Tell someone close to you that you are working toward a goal; let that person urge you on!



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## Online Courseware

### Emotional Development

When working with others, your ego level may impact your relationships and your success in achieving desired results with them. You may benefit from the following development suggestions:

#### Seminars / Workshops:

- Models for Management <sup>TM</sup> by Teleometrics International

#### Self-paced e-Learning:

- [Effective Personal Productivity](#) - Lesson 5: Empowering the Team
- [Effective Personal Productivity](#) - Lesson 6: Improving Production of the Team

To access recommended online courseware, visit [www.lmiuniversity.com](http://www.lmiuniversity.com).