

# Career Development Guide



## Sam Sample

Organisation:

**FinxS**

Date:

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## 1. UNDERSTANDING THE CAREER DEVELOPMENT ASSESSMENT

### Contents

- **Section 1: Understanding the Career Development Assessment** - Introduces the theories and concepts on which this assessment is based.
- **Section 2: My Behavioural Style** - Seeks to increase understanding of your behavioural style.
- **Section 3: My Learning Style** - Shows the conditions under which you learn most effectively
- **Section 4: My Professional Profile** - Identifies your professional greater development areas, supporting your future career choices.
- **Section 5: My Future** - Space dedicated to summarise your ideas and conclusions about your future.

Review each of these sections, completing the questions and thinking about the observations that are proposed, so that you can come up with conclusions that will be useful to support your professional and personal future.

**It is important to highlight that this profile assessment doesn't provide results that classify people in good-bad categories. The following information refers to their "natural behavioural style", which is the style that requires the least energy and effort from this person, being more frequent on a daily basis.**

The DISC Theory developed by **MARSTON (1893-1947)** identifies the behavioural style through four categories of responses of human behaviour:

- **D**ominance: Dealing with problems and challenges.
- **I**nfluence: Dealing with people and influence.
- **S**teadiness: Dealing with changes and rhythm.
- **C**ompliance: Dealing with rules and established procedures.

The Extended DISC<sup>®</sup> System is based on a psychological theory developed in the 1920's. Carl G. Jung. His ideas were based on defining two behavioural axes; sensation- intuition and thinking - feeling, and the four main behavioural traits that they composed. The work of Jung was further developed by William Moulton-Marston who defined a four dimensional behavioural map.

The DISC profile has proven to be a very clear way of describing and analysing an individual's natural reaction mode to stimuli in the environment. Recognising some 160 different behavioural styles, the Extended DISC<sup>®</sup> System allows an individual to be more flexible and dynamic (adapting) in his or her behaviour.

Extended DISC<sup>®</sup> Theory does not classify people into good or bad. Nor does it limit a person's possibilities to develop in any other direction or work environment. Extended DISC<sup>®</sup> Theory describes the person's natural reaction mode or behavioural style in different situations. It gives the person a better ability to understand one's own and others' behaviour, to adjust one's own behaviour to better suit the situation, to avoid unnecessary problems in communication and to point one's life into the direction where he or she better succeeds and enjoys it the most.

## 1. UNDERSTANDING THE CAREER DEVELOPMENT ASSESSMENT

The behavioural styles are divided in four main categories, but people are usually a combination of 2 - 3 styles with different strengths. Extended DISC recognises a total of **160 behavioural styles**.

### C-Style

C-styles may be precise, logical, matter-of-fact, analytical, careful and focused on tasks to ensure things get done correctly. They tend to produce high quality work and focus on the fine details. Others may perceive them as critical, distant, pessimistic and even cold.

### S-Style

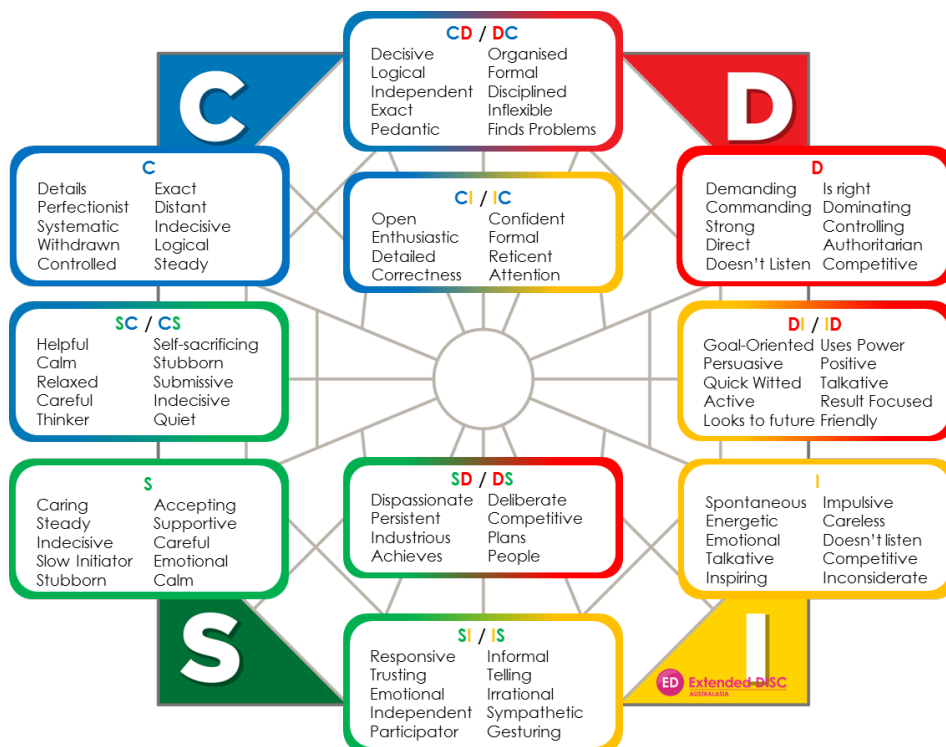
S-styles may be calm, helpful, persistent, modest and laid back. They are eager to help, loyal and excellent team players. They tend to be patient listeners, trustworthy and willing to help. They like stability and security and some help with change. Others may perceive them as slow, indecisive, stubborn and even quietly resentful.

### D-Style

D-styles may be driven, decisive and results-oriented. They prefer to move fast, take risks and get things done now. D-styles also like to be in charge and have the power. They like change and challenges. They are sometimes impatient, overbearing and not very good listeners. Others may perceive them as somewhat self-centred, demanding and even hard.

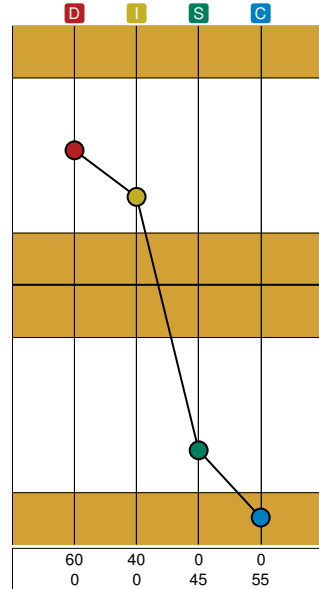
### I-Style

I-styles may be talkative, sociable, optimistic and lively. They are people-oriented, spontaneous, energetic, enthusiastic and tend to be positive and good at influencing others. I-styles can also be inattentive to details, overly talkative and emotional. They may over-promise because they are so optimistic and are eager to be popular. Others may perceive I-styles as somewhat careless, impulsive and lacking in follow-up.

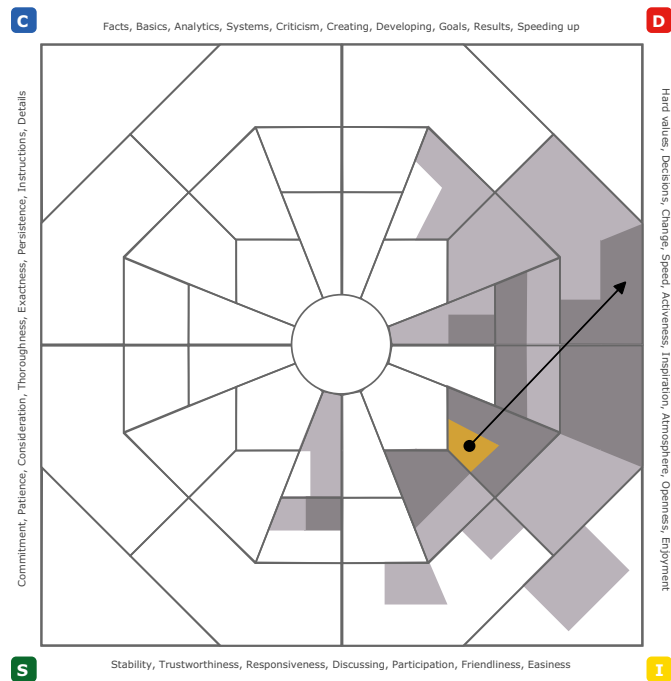
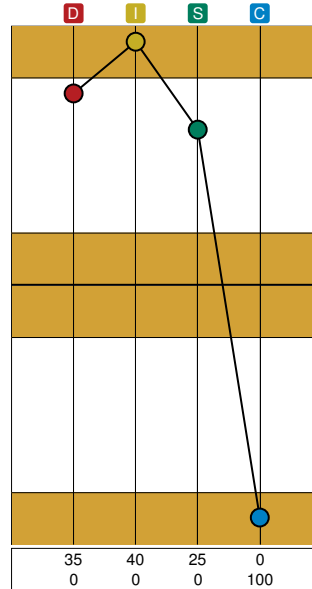


**Extended DISC - Profile**

**Profile I - Perceived Need to Adjust**



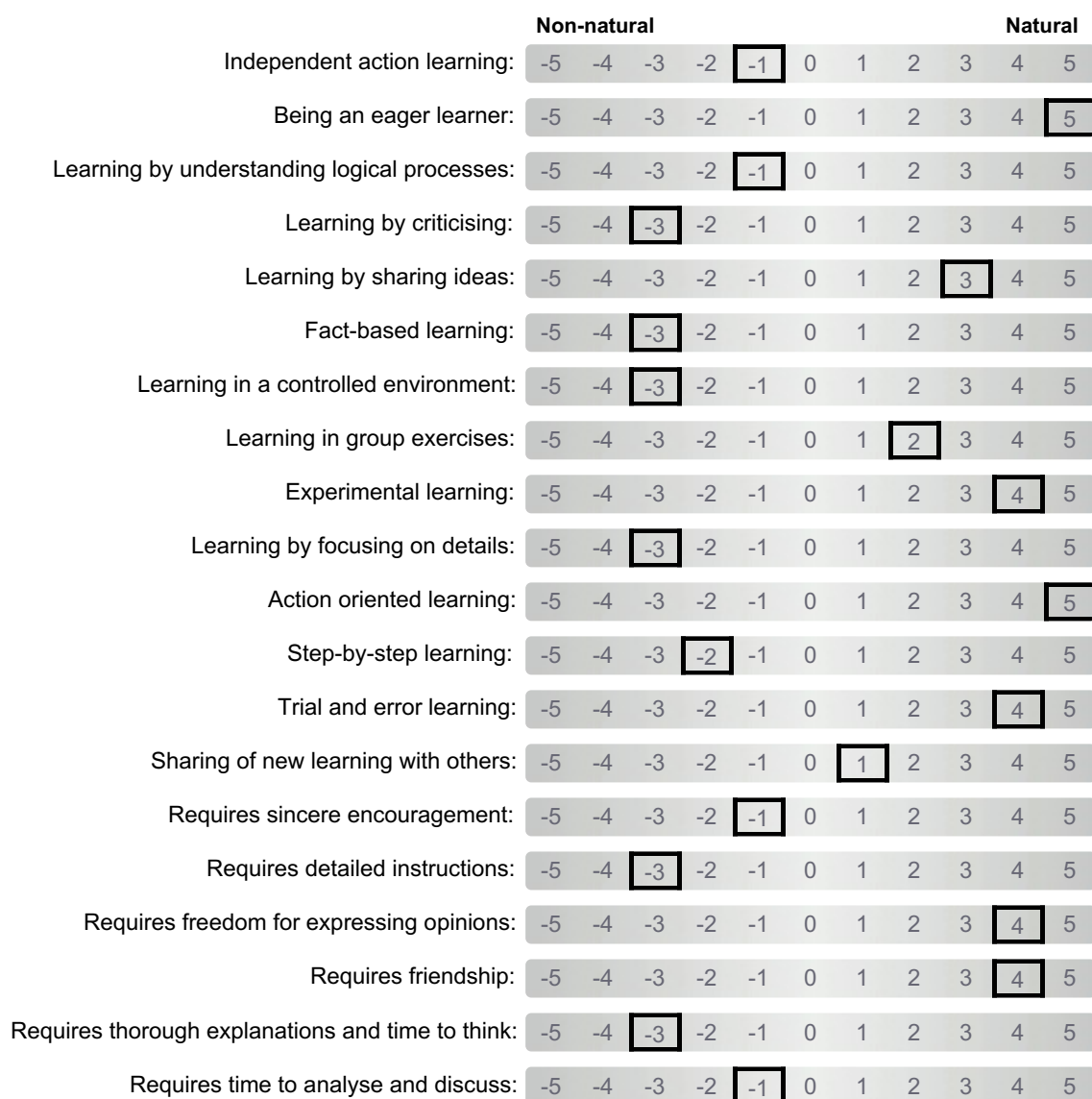
**Profile II - Natural Style**



### 3. MY LEARNING STYLE

The learning style is the way that a person understands what is proposed. Such styles are personal, as each individual has their own unique style. Knowing your way of learning will help you understand what is the best strategy of developing your professional competences. Considering your profile, the **rectangle** on the bar graph below indicates **your facility level** for each item, where:

- **Non-natural:** the **leftmost**. Learning in these conditions would require more effort and concentration.
- **Natural:** the **far right**. Learning in these conditions would be more comfortable, requiring less energy and effort.



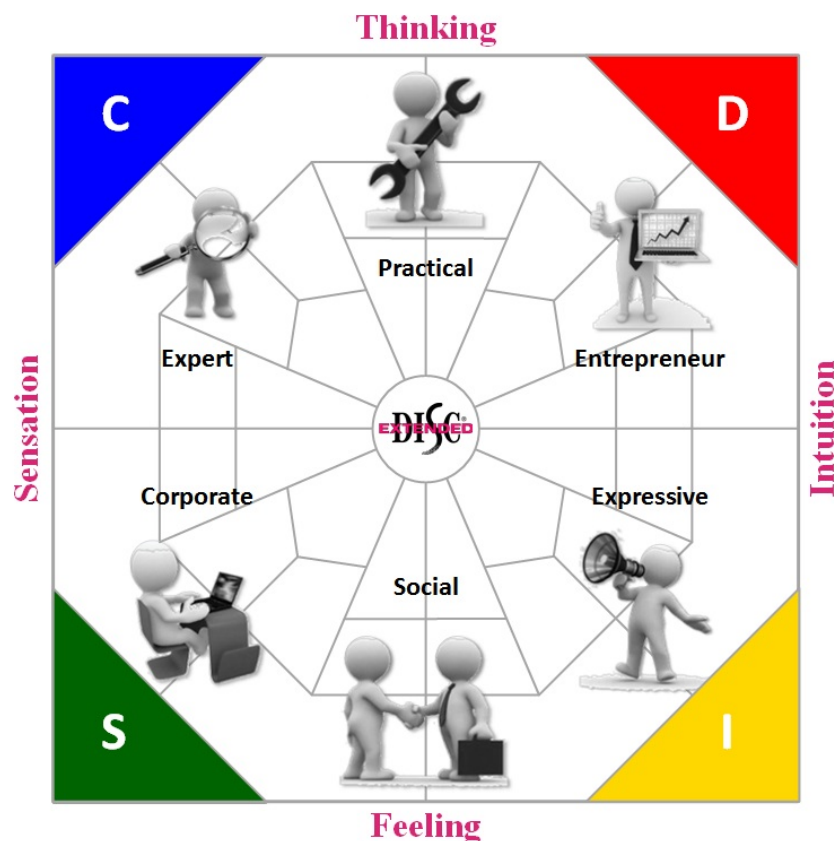
How could you optimise your learning considering the above (0 to 5 on the scale)?

#### 4. MY PROFESSIONAL PROFILE

People with certain behavioural profile characteristics are more compatible with certain types of work. The occupational preference has a strong correlation with the behavioural profile, therefore people who are involved in professional activities often have similar profiles. Six main categories of occupational preferences can be identified, as the following types of work:

- **Entrepreneur:** Typical of business situations and power, involving influence, management of other people and activities, measurable achievements, independence, initiative, risk, competition, enthusiasm, energy and self-confidence.
- **Expressive:** Typical of exposure situations and creativity, involving social articulation and prestige, original ideas, free expression of emotions and subjectivity, a value of aesthetics or art, as well as recognised achievements.
- **Social:** Typical of situations involving interpersonal and co-operative ties, friendly atmosphere and facing the best collective result, dialogue and teamwork, support and solving difficulties of other people.
- **Corporate:** Typical of structured organisations involving administrative matters where the conscientiousness and efficiency are important, perseverance and procedures, as well as accuracy and details being observed.
- **Expert:** Typical of situations involving rational methods of investigation and resolution of problems, where scientific or objective research findings bring solutions and there is use of knowledge and logic.
- **Practical:** Typical of situations where the technique is put into practice to solve concrete problems and objectives, involving tools / effective actions into reality with tangible results or physical activity.

According to the behavioural profile, we have characteristics with greater or lesser affinity with the types of work described above. Below you will find a visual representation of the profiles of each type of work in the **Extended DISC Diamond**.





To support the analysis of your professional profile, in the following pages each one of the six categories will be presented through the described behaviours that are typical of the people that have such occupational preference.

Considering your profile, the **rectangle** in the graduated scale will indicate **your level of development** for each item. Wherein:

- **Non-natural:** the **leftmost / below zero**. Indicates your Non-natural Style. Behaving this way would require a lot of your energy, effort and concentration.
- **Natural:** the **far right / above zero**. Indicates your Natural Style. Behaving this way would be much more comfortable, requiring less energy and effort.

#### 4. MY PROFESSIONAL PROFILE - Entrepreneur

|                                                                               | Non-natural |    |    |    |    | Natural |   |   |   |   |   |
|-------------------------------------------------------------------------------|-------------|----|----|----|----|---------|---|---|---|---|---|
| Anticipating change in the environment and preparing for it:                  | -5          | -4 | -3 | -2 | -1 | 0       | 1 | 2 | 3 | 4 | 5 |
| Performing to large and diverse groups of people:                             | -5          | -4 | -3 | -2 | -1 | 0       | 1 | 2 | 3 | 4 | 5 |
| Actively seeking completely new solutions:                                    | -5          | -4 | -3 | -2 | -1 | 0       | 1 | 2 | 3 | 4 | 5 |
| Building of new structures and systems:                                       | -5          | -4 | -3 | -2 | -1 | 0       | 1 | 2 | 3 | 4 | 5 |
| Paying attention only to the essential information:                           | -5          | -4 | -3 | -2 | -1 | 0       | 1 | 2 | 3 | 4 | 5 |
| Being ready to challenge immediately:                                         | -5          | -4 | -3 | -2 | -1 | 0       | 1 | 2 | 3 | 4 | 5 |
| Explaining business logic in a clear and motivating way:                      | -5          | -4 | -3 | -2 | -1 | 0       | 1 | 2 | 3 | 4 | 5 |
| Influencing others with soundly reasoned business proposals:                  | -5          | -4 | -3 | -2 | -1 | 0       | 1 | 2 | 3 | 4 | 5 |
| Focusing on the next step and how to proceed:                                 | -5          | -4 | -3 | -2 | -1 | 0       | 1 | 2 | 3 | 4 | 5 |
| Focusing only on the essential information:                                   | -5          | -4 | -3 | -2 | -1 | 0       | 1 | 2 | 3 | 4 | 5 |
| Introducing fresh perspectives:                                               | -5          | -4 | -3 | -2 | -1 | 0       | 1 | 2 | 3 | 4 | 5 |
| Looking outside the organisation to build strategic alliances :               | -5          | -4 | -3 | -2 | -1 | 0       | 1 | 2 | 3 | 4 | 5 |
| Goal-oriented influencing of people:                                          | -5          | -4 | -3 | -2 | -1 | 0       | 1 | 2 | 3 | 4 | 5 |
| Daring to enter totally new areas:                                            | -5          | -4 | -3 | -2 | -1 | 0       | 1 | 2 | 3 | 4 | 5 |
| Taking a big picture perspective at the structure of a new system:            | -5          | -4 | -3 | -2 | -1 | 0       | 1 | 2 | 3 | 4 | 5 |
| Creating change and promoting it:                                             | -5          | -4 | -3 | -2 | -1 | 0       | 1 | 2 | 3 | 4 | 5 |
| Making risky decisions quickly:                                               | -5          | -4 | -3 | -2 | -1 | 0       | 1 | 2 | 3 | 4 | 5 |
| Using networks across the organisation to influence the strategic direction : | -5          | -4 | -3 | -2 | -1 | 0       | 1 | 2 | 3 | 4 | 5 |

**In what way would the typical behaviours of this kind of work suit your profile?**

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#### 4. MY PROFESSIONAL PROFILE - Entrepreneur

In order to inspire your reflection about your professional future, we have listed below some professional areas that have people with a behavioural profile compatible with the type of work typical of the **ENTREPRENEUR** style.

**Note:** Our purpose is to provide a reference and does not limit the potential of human development. Frequently, there are people that have this kind of profile who are acting in these professional areas, however it is possible that a person could invest more energy and, with effort, adapt to the demands of different activities from your natural profile.

##### **BUSINESS ADMINISTRATION**

- \* International Commerce
- \* Sports
- \* Finance
- \* Contract Management
- \* Hospital
- \* Hospitality
- \* Logistics
- \* Marketing
- \* Production
- \* Public
- \* Rural
- \* Information Systems

##### **AGROBUSINESS**

- \* Management
- \* Sales

##### **AGRONOMY**

- \* Commercialisation
- \* Industry

##### **ARCHITECTURE**

- \* Visual Communication
- \* Edification & Construction
- \* Industrial
- \* Urbanism

##### **FOOD SCIENCE TECHNOLOGY**

- \* Logistics
- \* Production

##### **AERONAUTICAL SCIENCES**

- \* Airport Management
- \* Aircraft Piloting

##### **INTERNATIONAL COMMERCE**

- \* Consulting
- \* Logistics
- \* International Marketing

##### **LAW**

- \* Arbitration
- \* Civil
- \* Commercial
- \* Criminal
- \* Police Station
- \* Magistrate
- \* Public Ministry

##### **ECONOMY**

- \* International Commerce
- \* Mediation & Arbitration
- \* Finance Market
- \* Strategic Planning

##### **PHYSICAL EDUCATION**

- \* Physical Condition
- \* Sports Performance

##### **ENGINEERING**

- \* Foods
- \* Environment
- \* Civil
- \* Computing
- \* Control & Automation
- \* Electric
- \* Electronic
- \* Florist
- \* Material
- \* Mechanics
- \* Metallurgical
- \* Mines
- \* Navy
- \* Nuclear
- \* Production
- \* Chemistry
- \* Workplace Security
- \* Systems
- \* Telecommunication
- \* Textile

##### **PHYSICS**

- \* Material Development

##### **CUISINE**

- \* Chef
- \* Business Management

##### **GEOPHYSICS**

- \* Civil Construction

##### **GEOLOGY**

- \* Geological Engineering

##### **MANAGEMENT**

- \* Commercial - Sales
- \* Corporate

##### **HOSPITALITY**

- \* Business

- \* Enterprise

##### **JOURNALISM**

- \* Reporter

##### **MARKETING**

- \* Consulting
- \* Sports
- \* Strategic Management
- \* Sales Intelligence

##### **MEDICINE**

- \* Medical Clinic
- \* Hospital Management
- \* Emergency Room

##### **VETERINARY MEDICINE**

- \* Clinic
- \* Products Industry

##### **NUTRITION**

- \* Service Management
- \* Food Production

##### **PEDAGOGY**

- \* School Administration

##### **ADVERTISING**

- \* Product Management
- \* Marketing
- \* Media
- \* Sales Promotion

##### **CHEMISTRY**

- \* Environmental
- \* Industrial

##### **RADIO & TV**

- \* Direction
- \* Production

##### **INTERNATIONAL RELATIONS**

- \* International Analyst
- \* International Commerce

##### **SECURITY**

- \* Corporate
- \* Patrimonial

##### **INFORMATION SYSTEMS**

- \* Project Management
- \* I.T. Management
- \* Technical Support

##### **ANIMAL SCIENCE**

**Which of these careers / occupations interest you?**

1

2

3

4

5

#### 4. MY PROFESSIONAL PROFILE - Expressive

|                                                                                 | Non-natural |    |    |    |    |   | Natural  |          |          |          |          |
|---------------------------------------------------------------------------------|-------------|----|----|----|----|---|----------|----------|----------|----------|----------|
| Being open to new experiences, ideas and cultures:                              | -5          | -4 | -3 | -2 | -1 | 0 | <b>1</b> | 2        | 3        | 4        | 5        |
| Inspirational and carefree approach:                                            | -5          | -4 | -3 | -2 | -1 | 0 | 1        | 2        | 3        | <b>4</b> | 5        |
| Eagerly promoting new ideas:                                                    | -5          | -4 | -3 | -2 | -1 | 0 | 1        | 2        | 3        | <b>4</b> | 5        |
| Has strong emotional opinions:                                                  | -5          | -4 | -3 | -2 | -1 | 0 | 1        | 2        | 3        | 4        | <b>5</b> |
| Communicating a compelling vision of the future that others want to be part of: | -5          | -4 | -3 | -2 | -1 | 0 | 1        | 2        | 3        | 4        | <b>5</b> |
| Actively contacting people via multiple channels:                               | -5          | -4 | -3 | -2 | -1 | 0 | 1        | 2        | 3        | <b>4</b> | 5        |
| Building openness and excitement:                                               | -5          | -4 | -3 | -2 | -1 | 0 | 1        | 2        | 3        | <b>4</b> | 5        |
| Creating a positive image; inspiring:                                           | -5          | -4 | -3 | -2 | -1 | 0 | 1        | <b>2</b> | 3        | 4        | 5        |
| Give the opportunity to meet people and hear what they have to say:             | -5          | -4 | -3 | -2 | -1 | 0 | 1        | <b>2</b> | 3        | 4        | 5        |
| Being able to stop listening to focus on own thoughts and ideas:                | -5          | -4 | -3 | -2 | -1 | 0 | 1        | <b>2</b> | 3        | 4        | 5        |
| Developing cooperation among people:                                            | -5          | -4 | -3 | -2 | -1 | 0 | 1        | <b>2</b> | 3        | 4        | 5        |
| Emphasising positiveness:                                                       | -5          | -4 | -3 | -2 | -1 | 0 | 1        | <b>2</b> | 3        | 4        | 5        |
| Enthusiastically promoting one's company:                                       | -5          | -4 | -3 | -2 | -1 | 0 | 1        | <b>2</b> | 3        | 4        | 5        |
| Influencing team performance by inspiring to new ideas:                         | -5          | -4 | -3 | -2 | -1 | 0 | 1        | 2        | 3        | 4        | <b>5</b> |
| Handling a variety of different contacts:                                       | -5          | -4 | -3 | -2 | -1 | 0 | 1        | 2        | 3        | 4        | <b>5</b> |
| Actively networking:                                                            | -5          | -4 | -3 | -2 | -1 | 0 | 1        | 2        | <b>3</b> | 4        | 5        |
| Promoting oneself constantly:                                                   | -5          | -4 | -3 | -2 | -1 | 0 | 1        | 2        | 3        | <b>4</b> | 5        |
| Actively promoting new ideas:                                                   | -5          | -4 | -3 | -2 | -1 | 0 | 1        | 2        | 3        | 4        | <b>5</b> |
| Convincing, confident and inspiring performer:                                  | -5          | -4 | -3 | -2 | -1 | 0 | 1        | 2        | 3        | 4        | <b>5</b> |
| Inspired image-selling:                                                         | -5          | -4 | -3 | -2 | -1 | 0 | 1        | 2        | 3        | <b>4</b> | 5        |

**In what way would the typical behaviours of this kind of work suit your profile?**

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#### 4. MY PROFESSIONAL PROFILE - Expressive

In order to inspire your reflection about your professional future, we have indicated below a couple of professional areas that have people with a behavioural profile compatible with the type of work typical of the **EXPRESSIVE** style.

**Note:** Our purpose is to provide a reference and does not limit the potential of human development. Frequently, there are people that have this kind of profile who are acting in these professional areas, however it is possible that a person could invest more energy and, with effort, adapt to the demands of different activities from your natural profile.

##### **BUSINESS ADMINISTRATION**

- \* Tertiary Sector
- \* Customer Service
- \* International Commerce
- \* Hospitality
- \* Logistics
- \* Marketing
- \* Human Resources

##### **ARCHITECTURE**

- \* Visual Arts
- \* Visual Communication
- \* Indoors Decor
- \* Landscaping

##### **SOCIAL SCIENCES**

- \* Anthropology
- \* Political Science
- \* Opinion Survey
- \* Sociology

##### **CINEMA AND AUDIO-VISUAL**

- \* Direction & Production

##### **INTERNATIONAL TRADE**

- \* Consulting
- \* International Marketing

##### **DANCING**

- \* Choreography
- \* Shows

##### **DESIGN**

- \* Indoor Decor
- \* Fashion

##### **ECONOMY**

- \* International Commerce

##### **PHYSICAL EDUCATION**

- \* Recreation

##### **NURSING**

- \* Pediatric
- \* Psychiatric

##### **BEAUTY AND COSMETICS**

- \* Body & Facial Aesthetics
- \* Personal Styling

##### **MEDIA STUDIES**

- \* Propagation

##### **PHARMACY**

- \* Cosmetology

- \* Medical Sales

##### **PHILOSOPHY**

- \* Artistic Critical

##### **PHYSICAL THERAPY**

- \* Aesthetics

- \* Equipment Sales

##### **PHONOAUDIOLOGY**

- \* Vocal Performance

##### **PHOTOGRAPHY**

##### **CUISINE**

- \* Product Development

##### **GERONTOLOGY**

- \* Promotion & Social Actions

##### **MANAGEMENT**

- \* Commercial - Sales
- \* Human Resources

##### **HISTORY**

- \* Preservation & Education

##### **HOSPITALITY**

- \* Administration
- \* Events & Business

##### **JOURNALISM**

- \* Business Communication
- \* Edition
- \* Photojournalism
- \* Reporter

##### **LINGUISTICS**

- \* Publishing

##### **MARKETING**

- \* Corporate Communication
- \* Endomarketing
- \* Product / Service Management
- \* Merchandising
- \* Customer Relationship
- \* Trade

##### **MULTIMEDIA**

##### **MUSEOLOGY**

##### **MUSIC**

##### **MUSIC THERAPY**

- \* Clinic & Rehabilitation
- \* Acoustics

##### **NUTRITION**

- \* Catering

- \* Experimental Cooking

- \* Product Development

##### **PEDAGOGY**

- \* Education & Guidance

##### **PSYCHOLOGY**

- \* Clinic
- \* Consumer Behaviour
- \* Education
- \* Sports
- \* Professional Orientation

##### **EDUCATIONAL PSYCHOLOGY**

- \* Clinic
- \* Educational Guidance

##### **ADVERTISING**

- \* Attendance
- \* Creation
- \* Product Management
- \* Marketing
- \* Mldia
- \* Sales Promotion

##### **RADIO & TV**

- \* Direction & Production

##### **INTERNATIONAL RELATIONS**

- \* International Analyst

##### **PUBLIC RELATIONS**

- \* Corporate Communication
- \* Events

##### **SOCIAL SERVICE**

- \* Education

##### **THEATER**

- \* Cultural Production

##### **OCCUPATIONAL THERAPY**

- \* Social Reintegration
- \* Mental Health

##### **TRANSLATOR**

- \* Interpretation
- \* Subtitling
- \* Translation

##### **TOURISM**

- \* Travel Agency
- \* Events
- \* Travel Guide

**Which of these careers / occupations interest you?**

1 \_\_\_\_\_

2 \_\_\_\_\_

3 \_\_\_\_\_

4 \_\_\_\_\_

5 \_\_\_\_\_

#### 4. MY PROFESSIONAL PROFILE - Social

|                                                                  | Non-natural |    |    |    |    |   | Natural |   |   |   |   |
|------------------------------------------------------------------|-------------|----|----|----|----|---|---------|---|---|---|---|
| Helping people to understand the emotions involved:              | -5          | -4 | -3 | -2 | -1 | 0 | 1       | 2 | 3 | 4 | 5 |
| Adjusting your approach with different people:                   | -5          | -4 | -3 | -2 | -1 | 0 | 1       | 2 | 3 | 4 | 5 |
| Considerate and careful:                                         | -5          | -4 | -3 | -2 | -1 | 0 | 1       | 2 | 3 | 4 | 5 |
| Achieving results through and with people:                       | -5          | -4 | -3 | -2 | -1 | 0 | 1       | 2 | 3 | 4 | 5 |
| Participating team member:                                       | -5          | -4 | -3 | -2 | -1 | 0 | 1       | 2 | 3 | 4 | 5 |
| Communication - Friendly and close:                              | -5          | -4 | -3 | -2 | -1 | 0 | 1       | 2 | 3 | 4 | 5 |
| Building lasting relationships with people in the organisation:  | -5          | -4 | -3 | -2 | -1 | 0 | 1       | 2 | 3 | 4 | 5 |
| Polite and repetitive customer contacts:                         | -5          | -4 | -3 | -2 | -1 | 0 | 1       | 2 | 3 | 4 | 5 |
| Create a predictable, familiar and safe environment:             | -5          | -4 | -3 | -2 | -1 | 0 | 1       | 2 | 3 | 4 | 5 |
| Spending the necessary time with a person to support learning:   | -5          | -4 | -3 | -2 | -1 | 0 | 1       | 2 | 3 | 4 | 5 |
| Constant, positive encouragement of people:                      | -5          | -4 | -3 | -2 | -1 | 0 | 1       | 2 | 3 | 4 | 5 |
| Immediately focusing on finding out what support others require: | -5          | -4 | -3 | -2 | -1 | 0 | 1       | 2 | 3 | 4 | 5 |
| Helping and guiding others:                                      | -5          | -4 | -3 | -2 | -1 | 0 | 1       | 2 | 3 | 4 | 5 |
| Maintaining trust by listening to people:                        | -5          | -4 | -3 | -2 | -1 | 0 | 1       | 2 | 3 | 4 | 5 |
| Maintaining cooperation among people:                            | -5          | -4 | -3 | -2 | -1 | 0 | 1       | 2 | 3 | 4 | 5 |
| Being a positive guide and advisor:                              | -5          | -4 | -3 | -2 | -1 | 0 | 1       | 2 | 3 | 4 | 5 |
| Listening to people's needs before making a decision:            | -5          | -4 | -3 | -2 | -1 | 0 | 1       | 2 | 3 | 4 | 5 |
| Reducing conflicts and guiding others:                           | -5          | -4 | -3 | -2 | -1 | 0 | 1       | 2 | 3 | 4 | 5 |
| Consistent and stable customer relations:                        | -5          | -4 | -3 | -2 | -1 | 0 | 1       | 2 | 3 | 4 | 5 |
| Working steadily and closely with people:                        | -5          | -4 | -3 | -2 | -1 | 0 | 1       | 2 | 3 | 4 | 5 |



**In what way would the typical behaviours of this kind of work suit your profile?**

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#### 4. MY PROFESSIONAL PROFILE - Social

In order to inspire your reflection about your professional future, we have indicated below a couple of professional areas that have people with a behavioural profile compatible with the type of work typical of the **SOCIAL** style.

**Note:** Our purpose is to provide a reference and does not limit the potential of human development. Frequently, there are people that have this kind of profile who are acting in these professional areas, however it is possible that a person could invest more energy and, with effort, adapt to the demands of different activities from your natural profile.

##### **BUSINESS ADMINISTRATION**

- \* Tertiary Sector
- \* Customer Service
- \* International Trade
- \* Quality Management
- \* Hospital
- \* Hospitality
- \* Logistics
- \* Public
- \* Human Resources

##### **AGROBUSINESS**

- \* Consulting

##### **LIBRARY SCIENCE**

##### **SOCIAL SCIENCES**

- \* Anthropology
- \* Political Science
- \* Sociology

##### **INTERNATIONAL TRADE**

- \* Logistics

##### **DIPLOMACY**

##### **LAW**

- \* Public Advocacy
- \* Civil
- \* Consumer
- \* Labour

##### **ECOLOGY**

- \* Education & Research

##### **ECONOMY**

- \* International Trade
- \* Mediation & Arbitration
- \* Public Policy

##### **PHYSICAL EDUCATION**

- \* Special Needs
- \* Recreation

##### **EDUCOMMUNICATION**

- \* Educational Projects

##### **NURSING**

- \* Geriatric
- \* Pediatric
- \* Psychiatric
- \* Public Health

##### **BEAUTY & COSMETICS**

- \* Body & Facial Aesthetics

##### **PHARMACY**

- \* Pharmaceutical Care
- \* Clinical Analysis

##### **PHILOSOPHY**

- \* Academic Research
- \* Education

##### **PHYSICAL THERAPY**

- \* Special Needs
- \* Intensive Care
- \* Traumatology

##### **PHONOAUDIOLOGY**

- \* Diagnosis & Treatment

##### **GERONTOLOGY**

- \* Attendance
- \* Family Support
- \* Consulting

##### **MANAGEMENT**

- \* Human Resources

##### **HISTORY**

- \* Preservation & Education

##### **HOSPITALITY**

- \* Management
- \* Events & Business

##### **JOURNALISM**

- \* Business Communication

##### **LINGUISTICS**

- \* Education

##### **MARKETING**

- \* Corporate communication
- \* Endomarketing
- \* Management Products / Services
- \* Customer Relationship

##### **MUSEOLOGY**

- \* Cultural Action
- \* Conservation

##### **MUSIC THERAPY**

- \* Clinic & Rehabilitation

##### **NATUROLOGY**

- \* Prevention & Treatment

##### **NUTRITION**

- \* Nutrition Control
- \* Clinical Nutrition

##### **OBSTETRICS**

- \* Pre & Post Childbirth

##### **PEDAGOGY**

- \* Education & Guidance

##### **PSYCHOLOGY**

- \* Clinic
- \* Education
- \* Sports
- \* Hospital
- \* Vocational Guidance
- \* Social

##### **EDUCATIONAL PSYCHOLOGY**

- \* Clinic
- \* Educational Guidance

##### **CHIROPRACTIC**

- \* Postural Reeducation

##### **INTERNATIONAL RELATIONS**

- \* International Analyst

##### **PUBLIC RELATIONS**

- \* Customer Service
- \* Ceremonial & Protocol
- \* Corporate Communications
- \* Events
- \* Government Relations

##### **COLLECTIVE HEALTH**

##### **EXECUTIVE SECRETARIAT**

##### **SOCIAL SERVICE**

- \* Education
- \* Company
- \* Health

##### **THEOLOGY**

##### **OCCUPATIONAL THERAPY**

- \* Functional Rehabilitation
- \* Social Reintegration
- \* Mental Health

##### **TRANSLATOR**

- \* Interpretation
- \* Subtitling
- \* Translation

##### **TOURISM**

- \* Travel Agency
- \* Events
- \* Travel Guide

**Which of these careers / occupations interest you?**

1

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#### 4. MY PROFESSIONAL PROFILE - Corporate

|                                                       | Non-natural |    |    |    |    | Natural |   |   |   |   |   |
|-------------------------------------------------------|-------------|----|----|----|----|---------|---|---|---|---|---|
| Careful and logical storing of goods :                | -5          | -4 | -3 | -2 | -1 | 0       | 1 | 2 | 3 | 4 | 5 |
| Taking care of one's area of responsibilities:        | -5          | -4 | -3 | -2 | -1 | 0       | 1 | 2 | 3 | 4 | 5 |
| Repetitive duties requiring accuracy:                 | -5          | -4 | -3 | -2 | -1 | 0       | 1 | 2 | 3 | 4 | 5 |
| Attempting to exceed previous quality standards:      | -5          | -4 | -3 | -2 | -1 | 0       | 1 | 2 | 3 | 4 | 5 |
| Long-term concentration on one repetitive task:       | -5          | -4 | -3 | -2 | -1 | 0       | 1 | 2 | 3 | 4 | 5 |
| Consistently developing processes:                    | -5          | -4 | -3 | -2 | -1 | 0       | 1 | 2 | 3 | 4 | 5 |
| Diverse, task-focused interactions with others:       | -5          | -4 | -3 | -2 | -1 | 0       | 1 | 2 | 3 | 4 | 5 |
| Creating administrative systems:                      | -5          | -4 | -3 | -2 | -1 | 0       | 1 | 2 | 3 | 4 | 5 |
| Creating routines:                                    | -5          | -4 | -3 | -2 | -1 | 0       | 1 | 2 | 3 | 4 | 5 |
| Familiarising and guiding others:                     | -5          | -4 | -3 | -2 | -1 | 0       | 1 | 2 | 3 | 4 | 5 |
| Providing guidance in complicated matters:            | -5          | -4 | -3 | -2 | -1 | 0       | 1 | 2 | 3 | 4 | 5 |
| Organising and completing daily activities:           | -5          | -4 | -3 | -2 | -1 | 0       | 1 | 2 | 3 | 4 | 5 |
| Participating in projects requiring accuracy:         | -5          | -4 | -3 | -2 | -1 | 0       | 1 | 2 | 3 | 4 | 5 |
| Systematic planning of activities:                    | -5          | -4 | -3 | -2 | -1 | 0       | 1 | 2 | 3 | 4 | 5 |
| Constructively solving daily routine problems:        | -5          | -4 | -3 | -2 | -1 | 0       | 1 | 2 | 3 | 4 | 5 |
| Repetitive, detailed tasks:                           | -5          | -4 | -3 | -2 | -1 | 0       | 1 | 2 | 3 | 4 | 5 |
| Repetitive duties that require contact with people:   | -5          | -4 | -3 | -2 | -1 | 0       | 1 | 2 | 3 | 4 | 5 |
| Handling many tasks that require contact with people: | -5          | -4 | -3 | -2 | -1 | 0       | 1 | 2 | 3 | 4 | 5 |
| Communicating own special knowledge to others:        | -5          | -4 | -3 | -2 | -1 | 0       | 1 | 2 | 3 | 4 | 5 |
| Selling administrative solutions to others:           | -5          | -4 | -3 | -2 | -1 | 0       | 1 | 2 | 3 | 4 | 5 |

**In what way would the typical behaviours of this kind of work suit your profile?**

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#### 4. MY PROFESSIONAL PROFILE - Corporate

In order to inspire your reflection about your professional future, we have indicated below some professional areas that have people with a behavioural profile compatible with the type of work typical of the **CORPORATE** style.

**Note:** Our purpose is to provide a reference and do not limit the potential of human development. Frequently, there are people that have this kind of profile who are acting in these professional areas, however it is possible that a person could invest more energy and, with effort, adapt to the demands of different activities from your natural profile.

##### **BUSINESS ADMINISTRATION**

- \* Tertiary Sector
- \* Customer Service
- \* Auditing
- \* International Trade
- \* Controlling
- \* Finance
- \* Quality Management
- \* Contracts Management
- \* Hospital
- \* Hospitality
- \* Logistics
- \* Marketing
- \* Public
- \* Human Resources
- \* Information Systems

##### **ARCHIVOLOGY**

##### **LIBRARY SCIENCE**

##### **BIOCHEMISTRY**

- \* Industrial

##### **COMPUTING SCIENCE**

- \* Systems Development
- \* Support

##### **SCIENCE & TECHNOLOGY**

##### **ACTUARIAL SCIENCE**

- \* Risk Analysis
- \* Auditing
- \* Estimate & Analysis
- \* Savings Plan

##### **ACCOUNTING**

- \* Auditing
- \* Environmental Accounting
- \* Management Accounting
- \* Control & Expertise

##### **SOCIAL SCIENCE**

- \* Political Science
- \* Sociology

##### **INTERNATIONAL TRADE**

- \* Cargo Agency
- \* Quotation
- \* Logistics
- \* International Marketing

##### **DIPLOMACY**

##### **LAW**

- \* Administrative
- \* Civil
- \* Commercial
- \* Contractual
- \* Labour
- \* Tributary

##### **ECONOMY**

- \* Environmental
- \* Auditing
- \* International Trade
- \* Public Policy

##### **NURSING**

- \* Health at Work

##### **ENGINEERING**

- \* Workplace Safety

##### **STATISTICS**

- \* Human Resources

##### **PHARMACY**

- \* Sanitary Vigilance

##### **PHYSICAL THERAPY**

- \* Health at Work

##### **MANAGEMENT**

- \* Environment - Certification
- \* Information - Analysis
- \* Information - Recovery
- \* Human Resources

##### **HISTORY**

- \* Corporate Memory

##### **HOSPITALITY**

- \* Management

##### **JOURNALISM**

- \* Business Communication

##### **LINGUISTICS**

- \* Review
- \* Secretariat

##### **MARKETING**

- \* Corporate Communication
- \* Product Development
- \* Endomarketing
- \* Product / Service Management
- \* Market Research

##### **MUSEOLOGY**

- \* Corporate Memory

- \* Cataloging

##### **PEDAGOGY**

- \* Business
- \* Education & Guidance

##### **PSYCHOLOGY**

- \* Education
- \* Hospital
- \* Vocational Guidance
- \* Organisational
- \* Traffic

##### **EDUCATIONAL PSYCHOLOGY**

- \* Adult Learning

##### **INTERNATIONAL RELATIONS**

- \* International Analyst
- \* International Commerce

##### **PUBLIC RELATIONS**

- \* Customer Service
- \* Communication Channels
- \* Ceremonial & Protocol
- \* Corporate Communication
- \* Events
- \* Strategic Planning
- \* Government Relations

##### **EXECUTIVE SECRETARIAT**

##### **SECURITY**

- \* Corporate
- \* Patrimonial

##### **SOCIAL SERVICE**

- \* Education
- \* Company

##### **INFORMATION SYSTEMS**

- \* Analysis and Development
- \* Information Flow
- \* Information Security
- \* Internet Systems
- \* Intranet Systems
- \* Technical Support

##### **TRANSLATOR**

- \* Interpretation
- \* Subtitling
- \* Translation

**Which of these careers / occupations interest you?**

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#### 4. MY PROFESSIONAL PROFILE - Expert

|                                                                               | Non-natural |    |    |    |    | Natural |   |   |   |   |   |
|-------------------------------------------------------------------------------|-------------|----|----|----|----|---------|---|---|---|---|---|
| Being compliant with regulations and processes:                               | -5          | -4 | -3 | -2 | -1 | 0       | 1 | 2 | 3 | 4 | 5 |
| Critical attitude toward received directions:                                 | -5          | -4 | -3 | -2 | -1 | 0       | 1 | 2 | 3 | 4 | 5 |
| Detailed analysis of problems:                                                | -5          | -4 | -3 | -2 | -1 | 0       | 1 | 2 | 3 | 4 | 5 |
| Systematic analysis of statistics:                                            | -5          | -4 | -3 | -2 | -1 | 0       | 1 | 2 | 3 | 4 | 5 |
| Presenting technical details:                                                 | -5          | -4 | -3 | -2 | -1 | 0       | 1 | 2 | 3 | 4 | 5 |
| Ensuring all details are in place before taking action:                       | -5          | -4 | -3 | -2 | -1 | 0       | 1 | 2 | 3 | 4 | 5 |
| Paying attention to fine details to make sure everything is working properly: | -5          | -4 | -3 | -2 | -1 | 0       | 1 | 2 | 3 | 4 | 5 |
| Evaluating and analysing a range of alternatives before making a decision:    | -5          | -4 | -3 | -2 | -1 | 0       | 1 | 2 | 3 | 4 | 5 |
| Thorough presentation of technical features:                                  | -5          | -4 | -3 | -2 | -1 | 0       | 1 | 2 | 3 | 4 | 5 |
| Reaching perfection by renewing things, systems and methods:                  | -5          | -4 | -3 | -2 | -1 | 0       | 1 | 2 | 3 | 4 | 5 |
| Seeking of new details:                                                       | -5          | -4 | -3 | -2 | -1 | 0       | 1 | 2 | 3 | 4 | 5 |
| Communicating details in a logical way:                                       | -5          | -4 | -3 | -2 | -1 | 0       | 1 | 2 | 3 | 4 | 5 |
| Wanting to proceed logically and calmly:                                      | -5          | -4 | -3 | -2 | -1 | 0       | 1 | 2 | 3 | 4 | 5 |
| Finding new, creative but logical solutions:                                  | -5          | -4 | -3 | -2 | -1 | 0       | 1 | 2 | 3 | 4 | 5 |
| Performing on a completely regulated task:                                    | -5          | -4 | -3 | -2 | -1 | 0       | 1 | 2 | 3 | 4 | 5 |
| Assuring and checking the quality of activities:                              | -5          | -4 | -3 | -2 | -1 | 0       | 1 | 2 | 3 | 4 | 5 |
| Improving product quality:                                                    | -5          | -4 | -3 | -2 | -1 | 0       | 1 | 2 | 3 | 4 | 5 |
| Detailed preparation of directions for others:                                | -5          | -4 | -3 | -2 | -1 | 0       | 1 | 2 | 3 | 4 | 5 |
| Thorough analysis before taking action:                                       | -5          | -4 | -3 | -2 | -1 | 0       | 1 | 2 | 3 | 4 | 5 |
| Trying to connect the details to the big picture:                             | -5          | -4 | -3 | -2 | -1 | 0       | 1 | 2 | 3 | 4 | 5 |

**In what way would the typical behaviours of this kind of work suit your profile?**

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## 4. MY PROFESSIONAL PROFILE - Expert

In order to inspire your reflection about your professional future, we have indicated below a couple of professional areas that have people with a behavioural profile compatible with the type of work typical of the **EXPERT** style.

**Note:** Our purpose is to provide a reference and does not limit the potential of human development. Frequently, there are people that have this kind of profile who are acting in these professional areas, however it is possible that a person could invest more energy and, with effort, adapt to demands of different activities from your natural profile.

### **BUSINESS ADMINISTRATION**

- \* Auditing
- \* International Trade
- \* Controlling
- \* Finance
- \* Quality Management
- \* Contracts Management
- \* Logistics
- \* Public
- \* Information Systems

### **AGROBUSINESS**

- \* Product Development

### **AGRONOMY**

- \* Development & Improvement

### **ARCHAEOLOGY**

- \* Research

### **ARCHITECTURE**

- \* Edification & Construction
- \* Industrial

### **ASTRONOMY**

### **LIBRARY SCIENCE**

### **BIOMEDICINE**

- \* Clinical Analysis
- \* Research & Testing

### **BIOCHEMISTRY**

- \* Industrial
- \* Research

### **COMPUTING SCIENCE**

- \* Systems Development
- \* Support

### **SCIENCE & TECHNOLOGY**

### **FOOD TECHNOLOGY SCIENCE**

- \* Quality Control
- \* Research & Development

### **ACTUARIAL SCIENCE**

- \* Risk Analysis
- \* Auditing
- \* Estimate & Analysis
- \* Savings Plan

### **ACCOUNTING**

- \* Auditing
- \* Environmental Accounting
- \* Managerial Accounting

- \* Control & Expertise

### **INTERNATIONAL TRADE**

- \* Quotation
- \* Logistics

### **DESIGN**

- \* Industrial Design
- \* Product Design

### **LAW**

- \* Civil
- \* Magistracy
- \* Tributary

### **ECONOMY**

- \* Auditing
- \* Financial Market
- \* Economic Indicators

### **NURSING**

- \* Clinical Research

### **ENGINEERING**

- \* Aeronautics
- \* Food
- \* Civil
- \* Computing
- \* Control & Automation
- \* Electric
- \* Electronic
- \* Material
- \* Mechanics
- \* Mines
- \* Nuclear
- \* Chemistry
- \* Workplace Safety
- \* Systems
- \* TeleCommunication

### **STATISTICS**

- \* Research & Finance

### **PHARMACY**

- \* Clinical Analysis
- \* Medication Sales
- \* Sanitary Vigilance

### **PHYSICS**

- \* Acoustics
- \* Material Development
- \* Instrumentation

- \* Nuclear

### **CUISINE**

- \* Food Safety

### **GEOPHYSICAL**

- \* Environmental
- \* Research

### **GEOLOGY**

- \* Mineralogy
- \* Palenteology

### **MANAGEMENT**

- \* Environment - Certification
- \* Information - Analysis

### **MARKETING**

- \* Product Development
- \* Technical Product Management
- \* Market Research

### **MATHEMATICS**

- \* Applied
- \* Education
- \* Modelling

### **MEDICINE**

- \* Surgery
- \* Medical Clinic
- \* Research

### **METEOROLOGY**

- \* Instrumentation

### **OCEANOGRAPHY**

- \* Research & Modelling

### **ODONTOLOGY**

- \* Clinic & Surgery

### **CHEMISTRY**

- \* Product Development
- \* Forensic
- \* Industrial
- \* Research

### **INFORMATION SYSTEMS**

- \* Analysis & Development
- \* Project Management
- \* Modelling
- \* Information Security
- \* Internet Systems
- \* Technical Support

**Which of these careers / occupations interest you?**

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#### 4. MY PROFESSIONAL PROFILE - Practical

|                                                                                   | Non-natural |    |    |    |    | Natural |   |   |   |   |   |
|-----------------------------------------------------------------------------------|-------------|----|----|----|----|---------|---|---|---|---|---|
| Wants to take action without being sure of the best thing to do:                  | -5          | -4 | -3 | -2 | -1 | 0       | 1 | 2 | 3 | 4 | 5 |
| Taking action without existing solution models:                                   | -5          | -4 | -3 | -2 | -1 | 0       | 1 | 2 | 3 | 4 | 5 |
| Careful improving of skills:                                                      | -5          | -4 | -3 | -2 | -1 | 0       | 1 | 2 | 3 | 4 | 5 |
| Communicating the goal and how details relate to it:                              | -5          | -4 | -3 | -2 | -1 | 0       | 1 | 2 | 3 | 4 | 5 |
| Clear and fact-based:                                                             | -5          | -4 | -3 | -2 | -1 | 0       | 1 | 2 | 3 | 4 | 5 |
| Focusing only on goals, facts and details:                                        | -5          | -4 | -3 | -2 | -1 | 0       | 1 | 2 | 3 | 4 | 5 |
| Connecting data with goal and learning what needs to be done next:                | -5          | -4 | -3 | -2 | -1 | 0       | 1 | 2 | 3 | 4 | 5 |
| Acting independently with no instructions:                                        | -5          | -4 | -3 | -2 | -1 | 0       | 1 | 2 | 3 | 4 | 5 |
| Managing logistics:                                                               | -5          | -4 | -3 | -2 | -1 | 0       | 1 | 2 | 3 | 4 | 5 |
| Developing product ideas - Technical Products:                                    | -5          | -4 | -3 | -2 | -1 | 0       | 1 | 2 | 3 | 4 | 5 |
| Developing new operative processes for oneself:                                   | -5          | -4 | -3 | -2 | -1 | 0       | 1 | 2 | 3 | 4 | 5 |
| Developing new systems independently:                                             | -5          | -4 | -3 | -2 | -1 | 0       | 1 | 2 | 3 | 4 | 5 |
| Designing extensive solutions:                                                    | -5          | -4 | -3 | -2 | -1 | 0       | 1 | 2 | 3 | 4 | 5 |
| Being flexible in adapting to changes and setbacks:                               | -5          | -4 | -3 | -2 | -1 | 0       | 1 | 2 | 3 | 4 | 5 |
| Being the scorer:                                                                 | -5          | -4 | -3 | -2 | -1 | 0       | 1 | 2 | 3 | 4 | 5 |
| Maintaining production processes:                                                 | -5          | -4 | -3 | -2 | -1 | 0       | 1 | 2 | 3 | 4 | 5 |
| Keeping goal-oriented focus when performing own tasks:                            | -5          | -4 | -3 | -2 | -1 | 0       | 1 | 2 | 3 | 4 | 5 |
| Monitoring the execution of action plans and taking immediate action when needed: | -5          | -4 | -3 | -2 | -1 | 0       | 1 | 2 | 3 | 4 | 5 |
| Seeing the end result/goal in the big picture:                                    | -5          | -4 | -3 | -2 | -1 | 0       | 1 | 2 | 3 | 4 | 5 |
| Creating resources with the help of outsiders:                                    | -5          | -4 | -3 | -2 | -1 | 0       | 1 | 2 | 3 | 4 | 5 |

**In what way would the typical behaviours of this kind of work suit your profile?**

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#### 4. MY PROFESSIONAL PROFILE - Practical

In order to inspire your reflection about your professional future, we have indicated below a couple of professional areas that have people with a behavioural profile compatible with the type of work typical of the **PRACTICAL** style.

**Note:** Our purpose is to provide a reference and does not limit the potential of human development. Frequently, there are people that have this kind of profile and are acting in these professional areas, however it is possible that a person could invest more energy and, with effort, adapt to demands and different activities from your natural profile.

##### **BUSINESS ADMINISTRATION**

- \* Sports
- \* Contract Management
- \* Hospitality
- \* Logistics
- \* Production
- \* Public
- \* Rural

##### **AGROBUSINESS**

- \* Management
- \* Sales

##### **AGRONOMY**

- \* Environmental Handling

##### **ARCHAEOLOGY**

- \* Exploration

##### **ARCHITECTURE**

- \* Building & Construction
- \* Industrial
- \* Landscaping
- \* Urbanism

##### **FOOD TECHNOLOGY SCIENCE**

- \* Logistics
- \* Production

##### **AERONAUTICAL SCIENCES**

- \* Airport Management
- \* Piloting

##### **INTERNATIONAL TRADE**

- \* Cargo Agency
- \* Quotation
- \* Logistics

##### **ECONOMY**

- \* Agroindustrial
- \* Environmental
- \* Public Policy

##### **PHYSICAL EDUCATION**

- \* Sport Performance
- \* Physical Fitness

##### **NURSING**

- \* Rescue & Saving

##### **ENGINEERING**

- \* Agricultural
- \* Food
- \* Environmental

- \* Civil
- \* Computation
- \* Control & Automation
- \* Electrical
- \* Electronic
- \* Forest
- \* Material
- \* Mechanic
- \* Metallurgical
- \* Mines
- \* Naval
- \* Nuclear
- \* Production
- \* Chemistry
- \* Workplace Safety
- \* Systems
- \* Telecommunication
- \* Textile

##### **CONSTRUCTION**

- \* Plumbing
- \* Electrical
- \* Capentry
- \* Joinery
- \* Engineer

##### **PHYSICAL THERAPY**

- \* Equipment Sales
- \* Traumatology

##### **CUISINE**

- \* Chef
- \* Consulting
- \* Business Management

##### **GEOPHYSICAL**

- \* Construction
- \* Oil

##### **GEOGRAPHY**

- \* Cartography
- \* Agricultural Planning
- \* Urban Planning
- \* Transport

##### **GEOLOGY**

- \* Geological Engineering

##### **MANAGEMENT**

- \* Environmental

- \* Commercial - Sales
- \* Business

##### **HOSPITALITY**

- \* Management
- \* Enterprise

##### **JOURNALISM**

- \* Reporter

##### **MARKETING**

- \* Consulting
- \* Sports
- \* Product Management
- \* Sales Intelligence

##### **MEDICINE**

- \* Medical Clinic
- \* Hospital Management
- \* Emergency Room

##### **VETERINARY MEDICINE**

- \* Clinic
- \* Industrial Products

##### **METEOROLOGY**

- \* AgroMeteorology

##### **NUTRITION**

- \* Service Management
- \* Food Production

##### **OCEANOGRAPHY**

- \* Resource Management

##### **CHEMISTRY**

- \* Environmental
- \* Industrial

##### **RADIO & TV**

- \* Direction & Production

##### **SECURITY**

- \* Corporate
- \* Patrimonial

##### **INFORMATION SYSTEMS**

- \* Project Management
- \* I.T. Management
- \* Technical Support

##### **TOURISM**

- \* Travel Agency
- \* Travel Guide

##### **ANIMAL SCIENCE**

**Which of these careers / occupations interest you?**

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## 5. MY FUTURE



Consider all the issues and reflections made throughout this guide so you can consolidate your ideas and chart the path towards your professional future. Keep in mind your personal profile, your strengths and vulnerabilities, as well as what conditions are motivating or not, types of work in which would likely be easy for you to do, your areas of interest and learning style so you can develop the necessary skills to work with success in your career.

**Remember that the professional profile shows your level of development in certain occupational categories, but in theory everyone has the potential for development, it is important to know in what ways you will require greater effort to adapt to the professional demands.**

Everyone is powered by a self constructed future image, so the professional setting is a very important step in your life. Take your time for the conclusions to come and sustain a base of the future that you are going to build.

Select **2 or 3 careers / occupations options** that are in your best interest. Think about the day-to-day work, activities and tasks that you will perform in the future and not only a course or educational programme.

**Career / Occupation - Option #1:**

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**My motivation to work in this career / occupation:**

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**My strengths that I have to succeed in this career / occupation:**

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**My areas of personal development to help me succeed in this career / occupation:**

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## 5. MY FUTURE

**Career / Occupation - Option #2:**

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**My motivation to work in this career / occupation:**

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**My strengths to succeed in this career / occupation:**

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**My areas of personal development to help me succeed in this career / occupation:**

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**Career / Occupation - Option #3:**

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**My motivation to work in this career / occupation:**

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**My strengths that I have to succeed in this career / occupation:**

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**My areas of personal development to help me succeed in this career / occupation:**

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## 5. MY FUTURE

To further your knowledge about your **career / occupation options**, search for more information:

- How is the job market?
- Which professionals in this area could help you better understand your selected career / occupation?
- What is the average salary of professionals working in this area?
- What is the measure of success for professionals in this area?
- What training / course will be required?
- How long will it take?
- What is the cost?
- What is the educational curriculum?
- Which institutions provide such training?
- Any other issues ....

**Describe below what your action plan will be to build your future:**

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