



CAREER PLANNING INSIGHTS

*"He who knows others is learned.
He who knows himself is wise."
—Lao Tse*

John Doe

12-30-2005



INTRODUCTION

Behavioral research suggests that the most effective people are those who understand themselves, both their strengths and weaknesses, so they can develop strategies to meet the demands of their environment.

A person's behavior is a necessary and integral part of who they are. In other words, much of our behavior comes from "nature" (inherent), and much comes from "nurture" (our upbringing). It is the universal language of "how we act," or our observable human behavior.

In this report we are measuring four dimensions of normal behavior. They are:

- how you respond to problems and challenges.
- how you influence others to your point of view.
- how you respond to the pace of the environment.
- how you respond to rules and procedures set by others.

This report analyzes behavioral style; that is, a person's manner of doing things. Is the report 100% true? Yes, no and maybe. We are only measuring behavior. We only report statements from areas of behavior in which tendencies are shown. To improve accuracy, feel free to make notes or edit the report regarding any statement from the report that may or may not apply, but only after checking with friends or colleagues to see if they agree.

*"All people exhibit all four behavioral factors in varying degrees of intensity."
—W.M. Marston*



PERSONAL CHARACTERISTICS

Based on John's responses, the report has selected general statements to provide you with a broad understanding of his work style. These statements identify the basic natural behavior that he brings to the job. That is, if left on his own, these statements identify HOW HE WOULD CHOOSE TO DO THE JOB. Use the general characteristics to gain a better understanding of John's natural behavior.

John may not project a sense of urgency like some people with different behavioral styles. He likes to set his own pace. When others try to rush him, he feels threatened and may balk. He tends to be incisive and analytical. He prefers to help and support others rather than compete against them. John is good at concentrating in order to listen and learn. He is not easily distracted by peripheral activity. Loyalty and being a team player are usually his goals. He is a good, steady, dependable team member. He can be spontaneous and casual in familiar circumstances. The familiar atmosphere allows spontaneity when he is in his comfort zone. He likes a consistent pace in his life, not too fast and not too slow. John tends to build a close relationship with a relatively small group of associates. He strives to maintain the status quo, since he tends to resist change, particularly when it is unexpected or sudden. He wants to be seen as a responsible person, and will avoid behavior that could be seen by others as irresponsible. He is often seen as practical and objective.

John tries to use balanced judgment. He is the person who brings stability to the entire team. When faced with a tough decision, he will seek information and analyze it thoroughly. He is persistent and persevering in his approach to achieving goals. He may



PERSONAL CHARACTERISTICS

tend to fight for his beliefs or those things he feels passionate about. John tends to make decisions based on past experiences. He prefers the "tried and true." He may want to think over major decisions before acting. He must be convinced that actions will produce the desired result. Once he has arrived at a decision, he can be tough-minded and unbending. He has made his decision after gathering much data, and he probably won't want to repeat the process. He prefers to plan his work and work his plan. Others may find it refreshing to have him on their team.

John is not easily triggered or explosive, but he may conceal some grievances because he doesn't always state his feelings. He usually is considerate, compassionate and accepting of others; however, on some occasions can become stubborn. Stubbornness surfaces when his ideals and beliefs are confronted. He likes to know what is expected of him in a working relationship and have the duties and responsibilities of others who will be involved explained. Communication is accomplished best by well-defined avenues. He may guard some information unless he is asked specific questions. He will not willingly share unless he is comfortable with the knowledge he possesses about the topic. John is somewhat reserved with those he doesn't trust or know. After trust has been established, he may be open and candid. He likes having others initiate the conversation. He can then assess the situation and respond



PERSONAL CHARACTERISTICS

accordingly. He can be outgoing at times. Basically introverted, he will "engage" in social conversation when the occasion warrants. He does not enjoy confrontation for confrontation's sake. He feels he can win through patience and resolve.



PERSONAL STRENGTHS

This section of the report identifies the specific talents and behavior John brings to the job. By looking at these statements, one can identify his role in the organization. By identifying John's talent, the organization can develop a system to capitalize on his particular value to the organization and make him an integral part of the team.

- Conscientious and steady.
- Works for a leader and a cause.
- Dependable team player.
- Accurate and intuitive.
- Consistent and steady.
- People-oriented.
- Objective--"The anchor of reality."
- Service-oriented.



BASIC NEEDS

In this section are some needs which must be met in order for John to perform at an optimum level. Some needs can be met by himself, while management must provide for others. It is very difficult for a person to enter a motivational environment when that person's basic management needs have not been fulfilled. John and his counselor should go over the list and identify 3 or 4 statements that are most important to him. This allows John to participate in forming his own personal management plan.

John needs:

- Time to see and test if the plan will work.
- To set professional and family goals.
- A program to encourage creativity and self-worth.
- More confidence in his ability to perform new activities.
- Performance appraisals on a regular basis.
- An exact job description and expectations in writing.
- A feeling of belonging--to know how important he is to the team.
- A work environment without much conflict.
- A manager who prefers quality over quantity.
- Tangible work.
- A manager who delegates in detail.
- The facts in a logical sequence.
- Conditioning prior to change.



ADAPTED STYLE

This section gives general information on behavior that John deems necessary to be successful on the job. One should read this section and determine if the behavior described is job related. If the behavior is not job-related, John does not understand the behavior required to be successful in the job.

- Adherence to established guidelines and procedures.
- Consistency of task performance.
- Task focus over people focus.
- Exhibiting patience and good listening skills.
- Being attentive and dependable with detailed work activities.
- Limited or prepared changes in routine.
- Working in a systematic, nondemonstrative manner.
- Making decisions in an objective, unemotional manner.
- Using a disciplined approach.
- Accomplishing tasks without many people contacts.
- Gathering data in a logical, systematic way.
- Freedom from confrontation.



PRESENT WANTS

This section of the report was produced by analyzing John's wants. People are motivated by the things they want, thus: wants that are satisfied no longer motivate. Analyze each statement produced in this section and highlight those that are present "wants."

John wants:

- Logical reasons for change.
- Objectivity.
- Facts and data for making decisions.
- Identification with fellow workers.
- To be a member of a small team.
- Activities he can start and finish.
- An environment where he can ask specific questions--not just "beat around the bush."
- Respect for his quiet manner.
- Safety and security of the situation.
- Tangible evidence of effort.
- An environment where he does not have to show emotions.
- Recognition for loyalty and long service.
- Time to adjust to change.



IDEAL ENVIRONMENT

This section identifies the ideal work environment based on John's basic style. People with limited flexibility will find themselves uncomfortable working in any job not described in this section. A person with flexibility uses intelligence to modify their behavior and can be comfortable in many environments. Use this section to identify specific duties and responsibilities that John enjoys and also those that create frustration.

- Assignments that can be followed through to completion.
- Close relationship with a small group of associates.
- An environment dictated by logic rather than emotion.
- Needs personal attention from his manager and compliments for each assignment well done.
- An environment where he can use his intuitive thinking skills.
- A stable and predictable environment.
- Prefers technical work, specializing in one area.
- Needs an opportunity to deal with people with whom a long-standing relationship has been established.
- Little conflict between people.



CHECKLIST FOR COMMUNICATING

Most people are aware of and sensitive to the ways with which they like to be communicated. Many people find this section to be extremely accurate and important. Read each statement and identify 3 or 4 statements that are most important. Make a list of these and practice using them in your everyday management of John.

Do:

- Watch carefully for possible areas of early disagreement or dissatisfaction.
- Give him time to be thorough, when appropriate.
- Follow through, if you agree.
- Define clearly (preferably in writing) individual contributions.
- Give him time to verify reliability of your actions; be accurate, realistic.
- Patiently draw out personal goals and work with him to help him achieve those goals; listen and be responsive.
- Look for hurt feelings or personal reasons if you disagree.
- Show sincere interest in him as a person. Find areas of common involvement and be candid and open.
- Support his principles; use a thoughtful approach; build your credibility by listing pros and cons to any suggestion you make.
- Provide personal assurances, clear, specific solutions with maximum guarantees.
- Draw up a scheduled approach to implementing action with a step-by-step timetable; assure him that there won't be surprises.
- Provide solid, tangible, practical evidence.



STRENGTHS AND WEAKNESSES

In this area of the report is a listing of strengths and weaknesses without regard to a specific job. Cross out those weaknesses that do not apply. Highlight 1 to 3 weaknesses that are hindering performance and develop an action plan to eliminate or reduce this hindrance.

- STRENGTH - Remains calm during conflict--a team player. POTENTIAL WEAKNESS - May give others a false sense of compliance because he fights passively.
- STRENGTH - Stable and persistent. POTENTIAL WEAKNESS - Be relaxed and contented with things the way they are.
- STRENGTH - Loyal and patient. POTENTIAL WEAKNESS - May not project a sense of urgency.
- STRENGTH - Will work for a cause and a leader. POTENTIAL WEAKNESS - May procrastinate on decisions when in the leadership role.
- STRENGTH - Task-oriented. POTENTIAL WEAKNESS - May bury himself in the task and fail to deal with people problems in a timely fashion.
- STRENGTH - Good listener. POTENTIAL WEAKNESS - May be possessive of information.
- STRENGTH - Predictable and reliable. POTENTIAL WEAKNESS - May be inflexible and resist change.

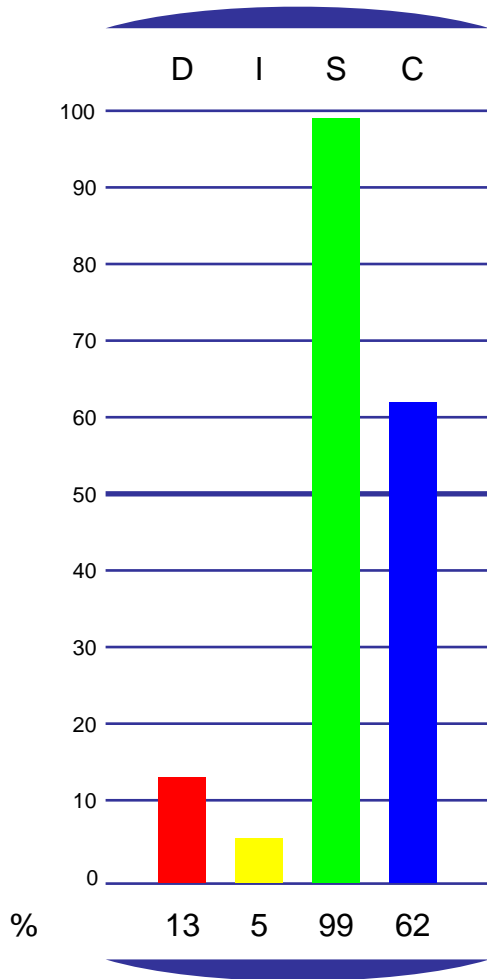


STYLE INSIGHTS™ GRAPHS

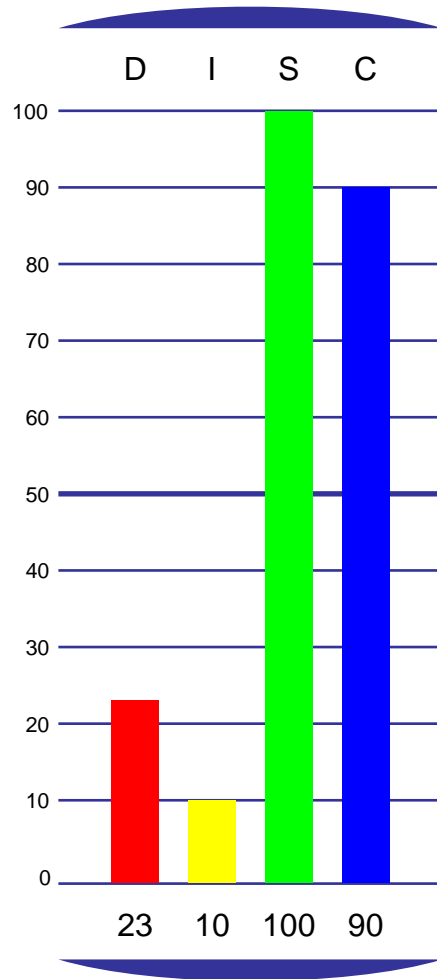
John Doe

12-30-2005

MOST
Graph I
Adapted Style



LEAST
Graph II
Natural Style



Norm 2003



THE SUCCESS INSIGHTS® WHEEL

The Success Insights® Wheel is a powerful tool popularized in Europe. In addition to the text you have received about your behavioral style, the Wheel adds a visual representation that allows you to:

- View your natural behavioral style (circle).
- View your adapted behavioral style (star).
- Note the degree you are adapting your behavior.
- If you filled out the Work Environment Analysis, view the relationship of your behavior to your job.

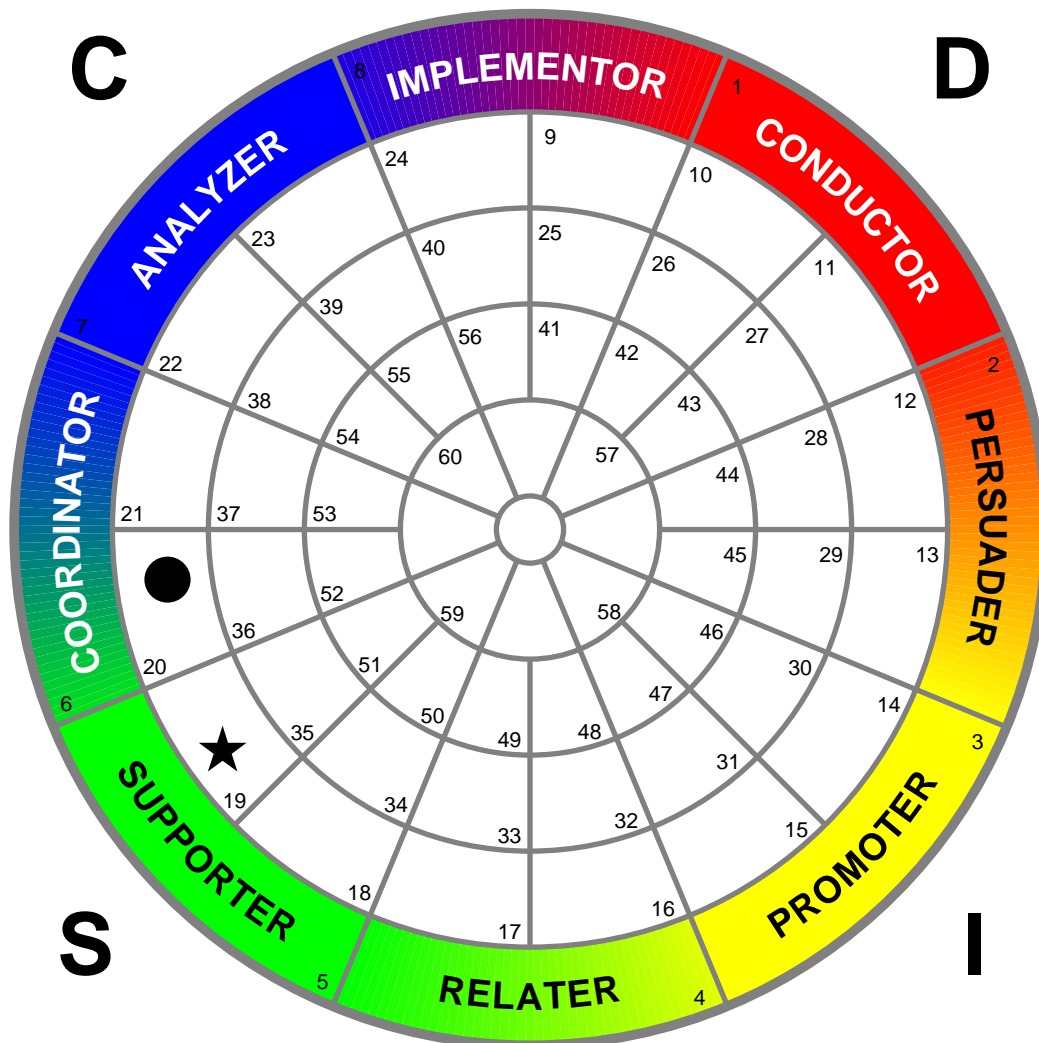
Notice on the next page that your Natural style (circle) and your Adapted style (star) are plotted on the Wheel. If they are plotted in different boxes, then you are adapting your behavior. The further the two plotting points are from each other, the more you are adapting your behavior.

If you are part of a group or team who also took the behavioral assessment, it would be advantageous to get together, using each person's Wheel, and make a master Wheel that contains each person's Natural and Adapted style. This allows you to quickly see where conflict can occur. You will also be able to identify where communication, understanding and appreciation can be increased.



THE SUCCESS INSIGHTS® WHEEL

John Doe
12-30-2005



Adapted: ★ (19) COORDINATING SUPPORTER
Natural: ● (20) SUPPORTING COORDINATOR

Norm 2003

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WORK ENVIRONMENT

John Doe

12-30-2005



INTRODUCTION

This report compares your ideal and present job. If the ideal job and present job are the same on a factor, only one list of statements will appear. A side by side listing will be printed when they are different. Read, discuss, and clarify to identify the type of behavior you want to use on the job.



DOMINANCE - CHALLENGE

This page of the report lists how the job requires a person to respond to problems and challenges. Scope of authority, power and decisiveness may be key areas. Analyze carefully.

"Present" job behavioral demands are:

1. Some rules and procedures to follow.
2. More emphasis on quality than on efficiency.
3. Adaptability.
4. Leadership by example.
5. Limited scope of activities.
6. Analysis of data before making a decision.
7. Patience.

"Ideal" job behavioral demands are:

1. Calculating the use of power and authority.
2. Responding to problems and challenges.
3. A drive to succeed.
4. Clarification of authority and parameters.
5. Challenging assignments.
6. Independent thinking.
7. Freedom from much detail work.
8. Flexibility.
9. Ability to solve problems and meet challenges.
10. Taking an idea and moving with it, but not beyond the scope of authority.
11. Supporting change.
12. Participating in decision making.



INFLUENCE - CONTACTS

This page of the report lists how the job requires a person to influence others to a way of thinking or doing. Trust, openness, facts and data (oral or written), discussion, and communication are key areas. Analyze carefully.

"Present" job behavioral demands are:

1. Democratic relationships.
2. Earned trust.
3. Friendly work environment.
4. Verbal skills.
5. Being polite and diplomatic.
6. Working with people.
7. Acceptance of new ideas.
8. Coaching and counseling.
9. Participatory management.

"Ideal" job behavioral demands are:

1. Ability to work alone.
2. Earned trust based on experience.
3. Critical analysis of new ideas.
4. Planned use of time.
5. Logical approach to decision making.
6. Limited contact with people.
7. Conservative approach to new activities.
8. Limited projects with time to complete.
9. Analysis of facts and data.
10. Thinking before acting.
11. Analysis of outcome before delegating responsibility.



STEADINESS - CONSISTENCY

This page of the report lists how the job requires a person to deal with activity levels. Change, persistence, consistency, and listening skills are key areas. Analyze carefully.

"Present" and "Ideal" job behavioral demands are:

1. Patience.
2. Ability to listen.
3. Working within the system.
4. Task oriented concentration.
5. Follows through on task.
6. Limited change in work activities.
7. Team participation.
8. Security for self and others.
9. Job description in writing.
10. Consistent performance.
11. Sincere approach to working with people.
12. Friendly environment.



COMPLIANCE - CONSTRAINTS

This page of the report lists how the job requires a person to respond to rules and regulations set by other people. Key areas to consider are rules required to maintain quality, accuracy, and precision. Analyze carefully.

"Present" job behavioral demands are:

1. Awareness and sensitivity to rules and procedures.
2. Practical work.
3. Persistence in getting the job completed.
4. Freedom from direct control and supervision.
5. Expression of new ideas.
6. Limited independence to question procedures.
7. Testing new ideas and procedures.
8. Taking calculated risks.
9. Questioning the status quo.

"Ideal" job behavioral demands are:

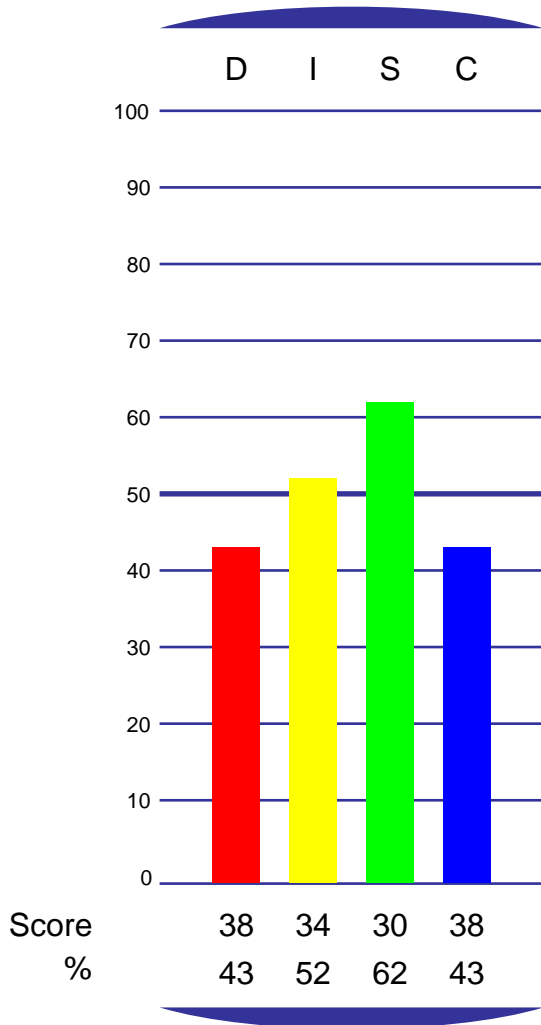
1. Rules and procedures.
2. Quality control.
3. Systematic approach to work.
4. Thinking before acting.
5. Analysis of facts and data.
6. Clarification of responsibility and authority.
7. Clean work station.
8. Disciplined use of time.
9. Balanced judgment.
10. Clarification of data.



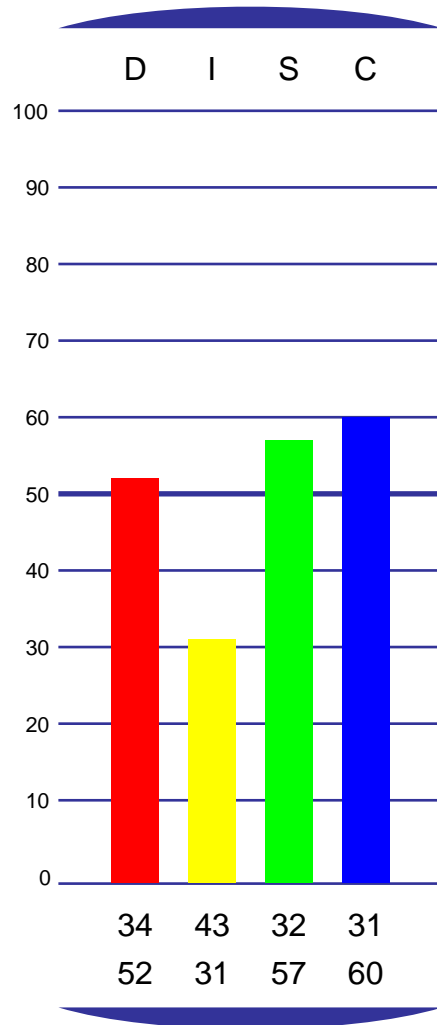
WORK ENVIRONMENT™

John Doe

Work Environment
PRESENT
John Doe



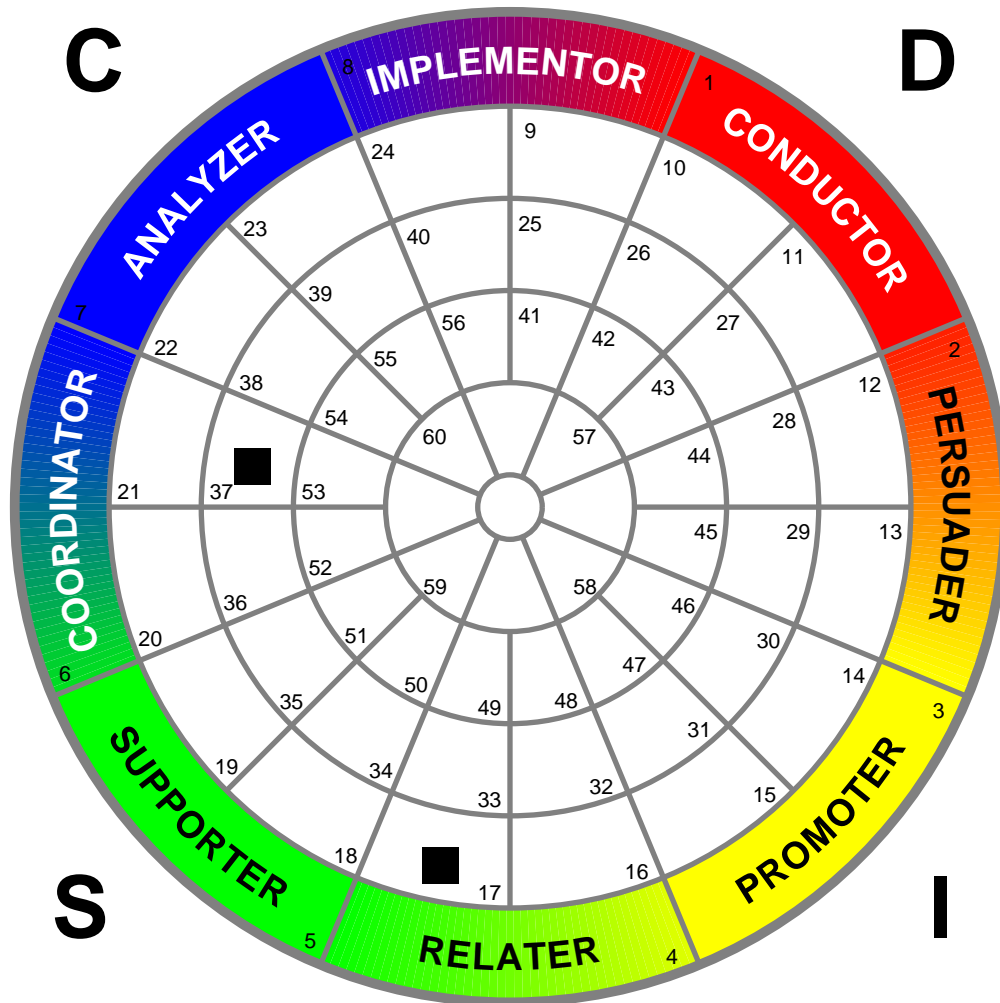
Work Environment
IDEAL
John Doe





THE SUCCESS INSIGHTS® WHEEL

John Doe
12-30-2005



Present Work Environment: ■ (17) SUPPORTING RELATER
Ideal Work Environment: ■ (37) ANALYZING COORDINATOR (FLEXIBLE)



JOB INDICATOR

John Doe

12-30-2005



INTRODUCTION

Today's workplace is in constant change and careers are evolving to keep pace. It will not be unusual for people to change careers 4-5 times during their working lives. Furthermore, research indicates that over 50% of working people hold jobs that do not utilize their natural talents, so are neither fully motivated nor satisfied with their work.

Given these realities, it becomes more important than ever for people to be prepared to make informed career decisions based on a solid understanding of their own behavioral styles and your natural talents. With increased understanding of the talents you bring to the workplace, you can maximize your ability to succeed and achieve career satisfaction in a changing environment.

The following Job Indicator section of TTI's Successful Career Planning report has been designed to stretch your imagination and give you ideas. The message is: "Your options are many." This section will present a listing of jobs that can provide a suitable match to your natural behavioral style, as identified earlier in this report. Review these potential jobs and decide which of them appeal to your individual preferences, values and lifestyle. Remember, they are designed to stretch your imagination and give you ideas!

The career listings presented in this section are derived from the latest issue of The Occupational Information Network (O*NET) database, developed for the US Department of Labor by the National O*NET Consortium. You will find a wealth of related career information for your continued research at the following websites: <http://online.onetcenter.org> and the US Dept. of Labor, Employment & Training Administration: <http://www.doleta.gov/programs/onet>.

NAME : John Doe

EDUCATION : High School

CODE	OCCUPATION
49-3021.00	Automotive Body and Related Repairers
49-3023.01	Automotive Master Mechanics
51-3011.01	Bakers, Bread and Pastry
39-5011.00	Barbers
43-3021.02	Billing, Cost, and Rate Clerks
47-2021.00	Brickmasons and Blockmasons
53-3021.00	Bus Drivers, Transit and Intercity
51-3021.00	Butchers and Meat Cutters
47-2031.03	Carpenter Assemblers and Repairers
47-2051.00	Cement Masons and Concrete Finishers
35-3021.00	Combined Food Preparation and Serving Workers, Including Fast Food
49-2022.03	Communication Equipment Mechanics, Installers, and Repairers
47-2031.01	Construction Carpenters
35-2014.00	Cooks, Restaurant
33-3012.00	Correctional Officers and Jailers
43-5021.00	Couriers and Messengers
53-7021.00	Crane and Tower Operators
43-9021.00	Data Entry Keyers
43-5032.00	Dispatchers, Except Police, Fire, and Ambulance
29-2041.00	Emergency Medical Technicians and Paramedics
11-9012.00	Farmers and Ranchers
43-4071.00	File Clerks
47-1011.01	First-Line Supervisors and Manager/Supervisors- Construction Trades Workers
51-4022.00	Forging Machine Setters, Operators, and Tenders, Metal and Plastic
53-7062.03	Freight, Stock, and Material Movers, Hand
53-7071.01	Gas Pumping Station Operators
47-5081.00	Helpers--Extraction Workers
53-7051.00	Industrial Truck and Tractor Operators
37-2011.00	Janitors and Cleaners, Except Maids and Housekeeping Cleaners
37-3011.00	Landscaping and Groundskeeping Workers
51-6011.03	Laundry and Drycleaning Machine Operators and Tenders, Except Pressing
43-4121.00	Library Assistants, Clerical
49-9094.00	Locksmiths and Safe Repairers
43-9051.02	Mail Clerks, Except Mail Machine Operators and Postal Service
39-5092.00	Manicurists and Pedicurists
39-2021.00	Nonfarm Animal Caretakers
51-4011.01	Numerical Control Machine Tool Operators and Tenders, Metal and Plastic
31-1012.00	Nursing Aides, Orderlies, and Attendants
43-9061.00	Office Clerks, General
47-2142.00	Paperhangers
41-2022.00	Parts Salespersons
37-2021.00	Pest Control Workers
31-2022.00	Physical Therapist Aides
47-2161.00	Plasterers and Stucco Masons

NAME : John Doe

EDUCATION : High School

CODE	OCCUPATION
47-2152.02	Plumbers
43-5052.00	Postal Service Mail Carriers
43-3061.00	Procurement Clerks
51-9198.01	Production Laborers
51-9199.99	Production Workers, All Other
53-4099.99	Rail Transportation Workers, All Other
43-4181.02	Reservation and Transportation Ticket Agents
41-2031.00	Retail Salespersons
47-2181.00	Roofers
43-6014.00	Secretaries, Except Legal, Medical, and Executive
53-6031.00	Service Station Attendants
51-6031.02	Sewing Machine Operators, Non-Garment
47-2211.00	Sheet Metal Workers
43-5071.00	Shipping, Receiving, and Traffic Clerks
51-6052.01	Shop and Alteration Tailors
47-2221.00	Structural Iron and Steel Workers
43-2011.00	Switchboard Operators, Including Answering Service
49-9052.00	Telecommunications Line Installers and Repairers
37-3013.00	Tree Trimmers and Pruners
53-3033.00	Truck Drivers, Light or Delivery Services
51-6093.00	Upholsterers
35-3031.00	Waiters and Waitresses
51-4121.02	Welders and Cutters
43-9022.00	Word Processors and Typists



JOB INDICATOR

John Doe

12-30-2005



INTRODUCTION

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NAME : John Doe

EDUCATION : A.A. or B.A.

CODE	OCCUPATION
13-2011.01	Accountants
53-2021.00	Air Traffic Controllers
49-3011.01	Airframe-and-Power-Plant Mechanics
53-2011.00	Airline Pilots, Copilots, and Flight Engineers
19-1011.00	Animal Scientists
19-3091.01	Anthropologists
17-1011.00	Architects, Except Landscape and Naval
19-2011.00	Astronomers
19-2021.00	Atmospheric and Space Scientists
13-2011.02	Auditors
49-3021.00	Automotive Body and Related Repairers
49-3023.01	Automotive Master Mechanics
51-3011.01	Bakers, Bread and Pastry
39-5011.00	Barbers
19-1021.01	Biochemists
19-1020.01	Biologists
43-3031.00	Bookkeeping, Accounting, and Auditing Clerks
27-4012.00	Broadcast Technicians
49-3031.00	Bus and Truck Mechanics and Diesel Engine Specialists
17-3023.02	Calibration and Instrumentation Technicians
51-5022.04	Camera Operators
29-2031.00	Cardiovascular Technologists and Technicians
49-2022.01	Central Office and PBX Installers and Repairers
19-4031.00	Chemical Technicians
19-2031.00	Chemists
53-2012.00	Commercial Pilots
49-2022.03	Communication Equipment Mechanics, Installers, and Repairers
43-9011.00	Computer Operators
15-1051.00	Computer Systems Analysts
47-4099.99	Construction and Related Workers, All Other
47-2031.01	Construction Carpenters
51-6052.02	Custom Tailors
51-9081.00	Dental Laboratory Technicians
51-2022.00	Electrical and Electronic Equipment Assemblers
51-9061.04	Electrical and Electronic Inspectors and Testers
49-2094.00	Electrical and Electronics Repairers, Commercial and Industrial Equipment
47-2111.00	Electricians
49-2097.00	Electronic Home Entertainment Equipment Installers and Repairers
39-4011.00	Embalmers
29-2041.00	Emergency Medical Technicians and Paramedics
47-1011.01	First-Line Supervisors and Manager/Supervisors- Construction Trades Workers
49-9031.02	Gas Appliance Repairers
19-3092.00	Geographers
39-5012.00	Hairdressers, Hairstylists, and Cosmetologists

NAME : John Doe

EDUCATION : A.A. or B.A.

CODE	OCCUPATION
49-9021.01	Heating and Air Conditioning Mechanics
17-3026.00	Industrial Engineering Technicians
51-9071.01	Jewelers
29-2061.00	Licensed Practical and Licensed Vocational Nurses
19-4099.99	Life, Physical, and Social Science Technicians, All Other
51-4041.00	Machinists
49-9042.00	Maintenance and Repair Workers, General
15-2021.00	Mathematicians
17-3013.00	Mechanical Drafters
17-3027.00	Mechanical Engineering Technicians
17-2141.00	Mechanical Engineers
51-9061.02	Mechanical Inspectors
29-2012.00	Medical and Clinical Laboratory Technicians
29-2011.00	Medical and Clinical Laboratory Technologists
31-9092.00	Medical Assistants
29-2071.00	Medical Records and Health Information Technicians
19-1042.00	Medical Scientists, Except Epidemiologists
43-6013.00	Medical Secretaries
31-9094.00	Medical Transcriptionists
39-2021.00	Nonfarm Animal Caretakers
19-4051.01	Nuclear Equipment Operation Technicians
19-4051.02	Nuclear Monitoring Technicians
31-1012.00	Nursing Aides, Orderlies, and Attendants
43-9199.99	Office and Administrative Support Workers, All Other
49-2011.03	Office Machine and Cash Register Servicers
51-5023.02	Offset Lithographic Press Setters and Set-Up Operators
47-2073.02	Operating Engineers
15-2031.00	Operations Research Analysts
49-3053.00	Outdoor Power Equipment and Other Small Engine Mechanics
47-2141.00	Painters, Construction and Maintenance
41-2022.00	Parts Salespersons
39-9099.99	Personal Care and Service Workers, All Other
51-8093.02	Petroleum Refinery and Control Panel Operators
51-5022.03	Photoengravers
51-9131.02	Photographic Reproduction Technicians
29-1123.00	Physical Therapists
29-1071.00	Physician Assistants
47-2152.01	Pipe Fitters
51-9083.01	Precision Lens Grinders and Polishers
43-9081.00	Proofreaders and Copy Markers
49-2021.00	Radio Mechanics
29-1125.00	Recreational Therapists
29-1111.00	Registered Nurses
41-2031.00	Retail Salespersons

NAME : John Doe

EDUCATION : A.A. or B.A.

CODE	OCCUPATION
41-3031.01	Sales Agents, Securities and Commodities
19-3041.00	Sociologists
19-1031.01	Soil Conservationists
51-8021.02	Stationary Engineers
15-2041.00	Statisticians
29-2055.00	Surgical Technologists
51-4111.00	Tool and Die Makers
49-9064.00	Watch Repairers
51-4121.02	Welders and Cutters



JOB INDICATOR

John Doe

12-30-2005



INTRODUCTION

Today's workplace is in constant change and careers are evolving to keep pace. It will not be unusual for people to change careers 4-5 times during their working lives. Furthermore, research indicates that over 50% of working people hold jobs that do not utilize their natural talents, so are neither fully motivated nor satisfied with their work.

Given these realities, it becomes more important than ever for people to be prepared to make informed career decisions based on a solid understanding of their own behavioral styles and your natural talents. With increased understanding of the talents you bring to the workplace, you can maximize your ability to succeed and achieve career satisfaction in a changing environment.

The following Job Indicator section of TTI's Successful Career Planning report has been designed to stretch your imagination and give you ideas. The message is: "Your options are many." This section will present a listing of jobs that can provide a suitable match to your natural behavioral style, as identified earlier in this report. Review these potential jobs and decide which of them appeal to your individual preferences, values and lifestyle. Remember, they are designed to stretch your imagination and give you ideas!

The career listings presented in this section are derived from the latest issue of The Occupational Information Network (O*NET) database, developed for the US Department of Labor by the National O*NET Consortium. You will find a wealth of related career information for your continued research at the following websites: <http://online.onetcenter.org> and the US Dept. of Labor, Employment & Training Administration: <http://www.doleta.gov/programs/onet>.

NAME : John Doe

EDUCATION : B.A. Plus

CODE	OCCUPATION
13-2011.01	Accountants
53-2021.00	Air Traffic Controllers
53-2011.00	Airline Pilots, Copilots, and Flight Engineers
19-1011.00	Animal Scientists
19-3091.01	Anthropologists
17-1011.00	Architects, Except Landscape and Naval
19-2011.00	Astronomers
19-2021.00	Atmospheric and Space Scientists
19-1021.01	Biochemists
19-1020.01	Biologists
43-3031.00	Bookkeeping, Accounting, and Auditing Clerks
27-4012.00	Broadcast Technicians
29-1011.00	Chiropractors
15-1051.00	Computer Systems Analysts
29-1021.00	Dentists, General
17-3029.99	Engineering Technicians, Except Drafters, All Other
17-2081.00	Environmental Engineers
19-2042.01	Geologists
19-3032.00	Industrial-Organizational Psychologists
15-2021.00	Mathematicians
17-3027.00	Mechanical Engineering Technicians
17-2141.00	Mechanical Engineers
19-1042.00	Medical Scientists, Except Epidemiologists
43-9199.99	Office and Administrative Support Workers, All Other
29-1041.00	Optometrists
29-1069.99	Physicians and Surgeons, All Other
19-2012.00	Physicists
19-1013.01	Plant Scientists
29-1081.00	Podiatrists
19-3039.99	Psychologists, All Other
21-1015.00	Rehabilitation Counselors
41-3031.01	Sales Agents, Securities and Commodities
29-1067.00	Surgeons
29-1131.00	Veterinarians
19-1023.00	Zoologists and Wildlife Biologists