**CHAPTER 4**

**Activity:**

**DISC and Career Match** (1/2)

Name_______________________________________ Date_____________________________

**Objective**

The purpose of this activity is to apply knowledge gained from individual assessment of personality traits and characteristics to various career options.

**Directions**

In each box, circle each word or phrase that describes a consistent character trait of yours. You should find groupings in 1 or 2 categories. Then turn to the next page for corresponding career areas.

<table>
<thead>
<tr>
<th>Dominance (Driver)</th>
<th>Influencing (Expressive)Enthusiastic</th>
</tr>
</thead>
<tbody>
<tr>
<td>Likes Authority</td>
<td>Visionary</td>
</tr>
<tr>
<td>Takes Charge</td>
<td>Takes Risks</td>
</tr>
<tr>
<td>Controlling</td>
<td>Spontaneous</td>
</tr>
<tr>
<td>Bold</td>
<td>Enjoys Change</td>
</tr>
<tr>
<td>Decision Maker</td>
<td>Group Oriented</td>
</tr>
<tr>
<td>Enterprising</td>
<td>Likes Variety</td>
</tr>
<tr>
<td>Task Oriented</td>
<td>Creative New Ideas</td>
</tr>
<tr>
<td>Overlooks Detail</td>
<td>Optimistic</td>
</tr>
<tr>
<td>Not Careful of Other’s Feelings</td>
<td>Infectious Laughter</td>
</tr>
<tr>
<td>Adventurous</td>
<td>Inspirational</td>
</tr>
<tr>
<td>Determined</td>
<td>Initiator</td>
</tr>
<tr>
<td>Self-reliant</td>
<td>Promoter</td>
</tr>
<tr>
<td>Independent</td>
<td>Can Waste Time</td>
</tr>
<tr>
<td>Confident</td>
<td>Entertains Others</td>
</tr>
<tr>
<td>Very Direct</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Steadiness (Amiable)</th>
<th>Compliance (Analytical)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Calm</td>
<td>Predictable</td>
</tr>
<tr>
<td>Loyal</td>
<td>Controlled</td>
</tr>
<tr>
<td>Nurturing</td>
<td>Perfectionist</td>
</tr>
<tr>
<td>Dry Humor</td>
<td>Diplomatic</td>
</tr>
<tr>
<td>Sympathetic</td>
<td>Inquisitive</td>
</tr>
<tr>
<td>Conscientious</td>
<td>Accurate</td>
</tr>
<tr>
<td>Peace Maker</td>
<td>Orderly</td>
</tr>
<tr>
<td>Enjoys Routine</td>
<td>Factual</td>
</tr>
<tr>
<td>Understanding</td>
<td>Loves Detail</td>
</tr>
<tr>
<td>Avoids Conflict</td>
<td>Conscientious</td>
</tr>
<tr>
<td>Dislikes Change</td>
<td>Reserved</td>
</tr>
<tr>
<td>Maintains Low Profile</td>
<td>Discerning</td>
</tr>
<tr>
<td>Can Be Slow to Act</td>
<td>Precise</td>
</tr>
<tr>
<td>Good Listener</td>
<td>Scheduled</td>
</tr>
<tr>
<td>Reliable</td>
<td>Sensitive</td>
</tr>
</tbody>
</table>

**CHAPTER 4: COLLEGE STUDENT ESSENTIALS**

**FOUNDATIONS IN PERSONAL FINANCE COLLEGE EDITION**
In the boxes below are some of the careers that line up with the personal characteristics you checked on the previous page. These are broad categories, but will give you an idea of what would be most fitting for you. This is not a complete list, but will give you an idea of how types of jobs use the same personal skills.

**Dominance (Driver)**
- Manufacturer’s Representative
- Lobbyist
- Business Manager
- Fire Marshal
- Travel Guide
- Principal
- Fashion Coordinator
- Landscape Architect
- Sales Agent, Insurance
- Production Coordinator
- Show Host/Hostess
- Manager, Customer Services
- Sales Agent, Real Estate
- Announcer
- Writer
- Entrepreneur
- Business Owner

**Influencing (Expressive)**
- Training Representative
- Clergy Member
- Manager, Advertising
- Preschool Teacher
- Arbitrator
- Sales Agent
- Administrator, Health Care
- Home Economist
- Actor/Actress
- Reporter
- Office Manager
- Insurance Sales
- Optometrist
- Illustrator
- Faculty Member
- Interior Design

**Steadiness (Amiable)**
- Investigator
- Pharmacist
- Physical Instructor
- Psychologist
- Survey Worker
- Counselor
- Social Worker
- Teacher, Secondary School
- Correspondence Clerk
- Market Research Analyst
- Veterinarian
- Nurse
- Podiatrist
- Programmer
- Lab Technician
- Chiropractor
- Librarian

**Compliance (Analytical)**
- Medical Record Technician
- Nurse, Licensed Practical
- Nurse, General Duty
- Secretary
- Accountant
- Job Analyst
- Mail Clerk
- Caseworker
- Architect
- Biochemist
- District Ext. Service Agent
- Geologist
- Physical Assistant
- Historian
- Environmental Analyst
- Airplane Pilot
- Painter