



## A Computer-aided Careers Assessment

**Psych Demo**  
**05/06/2007**

prepared for

This report contains information which is confidential to Psych Demo and should be disclosed to others only with his permission. The report remains the property of Psych Demo.

The report does not try to tell you what you should do, but instead tries to encourage you to think about what you might enjoy doing. It attempts to highlight your main areas of interest and your strengths and weaknesses. It suggests how these may affect your career choice and tries to encourage you to think about yourself in relation to work.

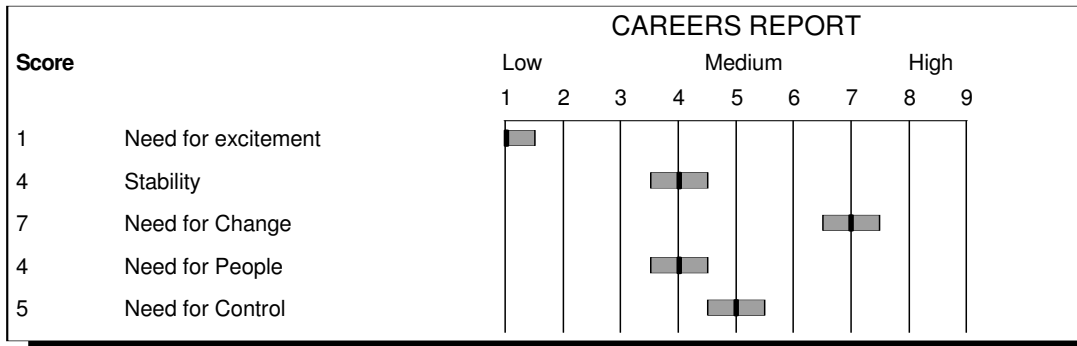
**The best way to use this report is in conjunction with an interview with a careers advisor.**

Having read the report you may wish to follow up some of the career suggestions. There are many books and articles normally available in either your local Training Access Point or Training and Enterprise Council information services and most public libraries also stock careers information. The most appropriate way to use this information is in conjunction with the guidance of a careers advisor.

## CAREERS REPORT

### YOUR PERSONAL WORK PROFILE CHART

Below is a chart of your personal work needs. Most people will be about medium in their needs and your high and low needs are those which set you apart from others around you. The meaning of the chart is explained in words below the chart.



## PERSONAL QUALITIES

### HOW YOU DEAL WITH PEOPLE

You are as assertive as most people and while you generally know your own mind you are unlikely to force your views onto other people. You try to balance getting things done and at the same time be sensitive to other people's feelings. In general, you will not want to upset other people and you will try to avoid conflicts and disagreements when possible. If people are getting in your way however, you may say what you think in order to get your own way. You will generally try to avoid criticising other people, but you will criticise their work if you think it is necessary. While you may not be very interested in management, you should be happy to manage others if you are in an area of work which interests you. As a result, you may not want to look for a job which gives you management responsibilities, but you should not avoid a job you are interested in simply because it involves managing other people.

You are a little less sociable and outgoing than most people and will tend to prefer working on your own, rather than being part of a team. You do not have a very strong need for other people's company and you have a less than average need to belong to a group. Despite this, you are not shy and you are not likely to actively avoid people. While you do not usually make the first move when getting to know new people, once you have broken the ice you will be quite warm and friendly. Although people would not describe you as a loner, you may prefer to spend time alone if you are given the choice. As a result, you are likely not to enjoy a job which involves continually meeting new people, and will possibly prefer to work with a small group of people you can get to know well.

### YOUR THINKING STYLE

Some people might say that you lack self-control and self-discipline. You like to take things as they come, acting on the spur of the moment. You may at times be fairly impulsive and as a result you do not tend to plan ahead. In fact, you might even think that planning ahead takes the fun out of things. You may not enjoy a job where you have to closely follow set rules and procedures and where there is little chance for you to use your own initiative. You do not have a strong sense of duty and you may

find it difficult to see very boring or repetitive tasks through to the end. When you get involved in things which require attending to fine detail you may be prone to make careless mistakes. You are not a very traditional or conservative person and you will tend to question authority and accepted ideas more than most people of your age.

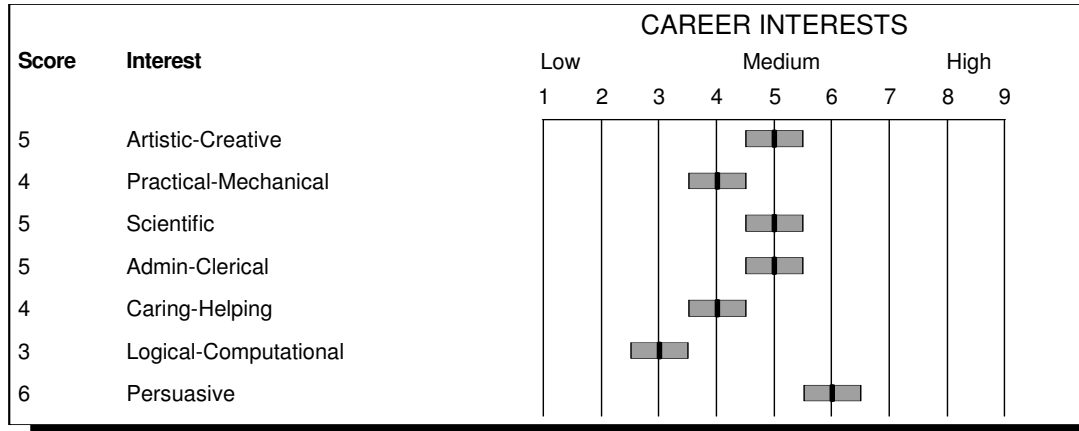
You greatly dislike taking risks and other people will see you as a very cautious person. You will think that taking chances is not a very sensible thing to do and you will prefer to work slowly towards a goal rather than take a risk in order to try to get there quickly. You will almost always prefer the 'safe' option and will want safety and stability in everything you do. This will include your career choice where secure jobs, preferably in a large organisation with a clearly defined career structure, will attract you. As a result being self-employed, working for a small company or working in a job where you do not have regular work to do will probably not interest you.

### **YOUR COPING STYLE**

You are slightly less calm and able to control your feelings than most people. As such you may tend to be a little moody and touchy at times. You are a little more temperamental and emotional than some people and you may sometimes be easily upset by other people's thoughtless comments. You are relatively sensitive to other people's opinions of you and you may be a little more easily hurt than most people. As a result you may have some difficulty accepting criticism, even if it is well meant. You may be inclined to worry and at times you may feel anxious or tense about things which would not worry other people. As a result you may at times doubt your own abilities and worry a little about possible failure.

## YOUR CAREER PROFILE CHART

Below is a chart of your career interests. Most people have scores around the middle so it is the high and the low interests which tells us about how you differ from the 'average' person.



## YOUR CAREER INTERESTS

### ARTISTIC/CREATIVE

#### Activities involving creative/artistic skills

Being moderately interested in creative, artistic activities you may possibly have some interest in art, drama and other cultural pursuits. Having an artistic sense which is no more or less than most you will probably appreciate art and good design, and have a good sense of artistic taste. You may be motivated to use this interest in a career, but should bear in mind that ability as well as interest is critical for success in this area of work. However, as your level of interest in artistic/creative activities is of an average level it may be possible that the artistic content of other less directly related occupations would interest you. It may be possible that you have not considered the more practical applications of potential creative talent within occupations outside of art and design. In today's modern office, workers using facilities such as desk top publishing have scope for creativity in their work.

### PRACTICAL/MECHANICAL

#### Activities involving engineering, machine tools, the use of machinery and other practical occupations.

Having a fairly low level of interest in practical and mechanical types of work you are probably not likely to enjoy working with your hands. You will probably show little interest in how things work and you are unlikely to enjoy mending household electrical appliances, bicycles etc. This of course implies that you are not likely to be interested in crafts, trades in the building industry, or engineering. A large number of less directly related occupations have practical elements. You may wish to consider whether your fairly low level of interest is more associated with construction/engineering, or whether your apparent disinterest would apply to other less manual or physically demanding jobs which may require working with your hands. It is possible that you have some interest in working with your hands otherwise your interest score would possibly have been lower.

### SCIENTIFIC

**Activities involving the understanding of natural and physical sciences**

You show a moderate level of interest in scientific careers and may not be very interested to learn about physics, chemistry or biology based topics. Because of your moderate interest in the natural sciences you are fairly unlikely to consider laboratory work, chemical engineering, metallurgy, medicine etc. when looking for a career. You may possibly not show a great deal of enthusiasm for science in general.

**ADMINISTRATIVE/CLERICAL**

**Activities involving administration and well established procedures.**

You show a moderate level of interest in clerical/administrative work and you possibly may not enjoy a job which involves a lot of office work. As a result such jobs as bank clerk, librarian, secretary, typist etc. may not be of interest to you. You may not enjoy working at a desk for long periods and you will possibly want to avoid long periods of repetitive work of a paper and pencil or keyboard kind. Because of an average level of interest it may be worth considering the administrative content of jobs in your areas of high interest. A large number of jobs have some clerical duties attached to them but you are likely to be quite happy to carry out these minor tasks if they are connected to your interests.

**CARING/HELPING**

**Activities centred on helping and caring for others.**

You show little interest in careers which involve caring for people such as teaching, nursing, social work etc. While you may well be interested in people you may not be highly motivated to help them as part of a job. It may be that you have not considered the caring aspects of other jobs such as hospital porter, hairdressing and indeed any job with customer contact. You have possibly related the questions to direct nursing type jobs and may be quite happy to deal with people in your areas of interest.

**LOGICAL/COMPUTATIONAL**

**Activities involving problem solving and analytical skills.**

You show little interest in careers which involve working with numbers and problem solving. It is very likely that mathematics and computer studies hold little appeal for you and an effort will be made to keep clear of those jobs which seem to require these skills. Such work might include accounting and accounts clerk, engineering and computing. Although computing may not interest you, other areas such as word processing may be of interest if your clerical/administrative interest is fairly high. A large number of jobs involve working with numbers including shop work, engineering, administration etc., therefore you should consider the numerical content of jobs which may appeal to you.

**PERSUASIVE**

**Activities involving persuasive skills and the control of others**

Persuasive skills are important in most supervisory and management positions and are vital in most direct or in-direct selling situations. Education levels and/or experience may be important in supervisory and management positions including senior sales positions. Although managerial and supervisory staff may be required to have specialist product knowledge they will also need to possess the necessary personal skills. Taking responsibility for and co-ordinating a team of fellow workers

requires the appropriate level of persuasiveness in order to successfully maximise productivity. For a large number of positions in the retail and distribution area, personality and presentation are important factors. Most of the large retail organisations and some smaller ones offer a variety of intensive training programmes for all levels. Persuasiveness is a vital component of most business dealings.

In selling situations, persuasiveness applied appropriately will increase the chance of obtaining a successful outcome. Individuals with low persuasive skills tend to become disheartened when faced with refusals, either in telephone or face-to-face sales situations. A good example of effective persuasive skills is the market trader who attracts large crowds with his/her unique sales banter. Another example is the extremely smooth and polished car salesperson with his/her highly technical sales skills. The sales and marketing world can involve long hours, including evening and weekend work. A great amount of time may be spent travelling, or away from home. Sales representatives are usually judged on results and salaries are often linked to targets and deadlines.

You are as interested as most people in work which involves selling and convincing individuals or groups of the benefits of your particular product or service. Having a moderate interest in this area, you may find it relatively easy to convince people around to your point of view. While an occupation which primarily involves selling may not appeal to you, many jobs which include this area may be worth considering i.e. retail work, travel agency, sales support etc.

## **SUGGESTIONS FOR VOCATIONAL EXPLORATION**

Below is a list of jobs which are linked to your career interests. If you look at all the jobs listed there should be at least some which you will wish to follow up, and find out more about.

*This list is based on your highest career interest:*

### **High Skill Requirement**

Barrister  
Legal Executive  
Recruitment Consultant  
Sales Executive  
Media Executive (advertising)  
Retail Manager  
Public Relations Executive  
Personnel Executive  
Hotel Manager  
Publican/Bar Manager

### **Moderate-High Skill Requirement**

Sales Manager  
Account Executive (advertising)  
Retail Manager  
Public Relations Officer  
Personnel Executive Recruitment Consultant  
Hotel Manager  
Insurance Broker  
Sales Man/Woman  
Publican/Bar Manager

### **Moderate Skill Requirement**

Retail Manager  
Public Relations Officer  
Personnel Officer  
Sales Man/Woman  
Retail Assistant  
Store Demonstrator  
Telesales Operative  
Private Employment Agency Consultant/Interviewer  
Tour Courier/Site Representative  
Publican/Bar Tender

### **Low-Moderate Skill Requirement**

Personnel Assistant  
Sales Man/Woman  
Retail Assistant  
Store Demonstrator  
Telesales  
Private Employment Agency Interviewer  
Shelf Filler

Bus Driver/Conductor  
Tour Courier/Site Representative  
Bar Man/Woman

*This list is based on a combination of your top two interests:*

**High Skill Requirement**

Teaching (Science Subjects)  
Conservation scientist  
Medical Representative

**Moderate-High Skill Requirement**

Medical Representative  
Technical Sales Representative

**Moderate Skill Requirement**

Medical Representative  
Technical Sales Representative

**Low-Moderate Skill Requirement**

*This list is based on your second highest interest:*

**High Skill Requirement**

Teacher (Science subjects)  
Research Scientist  
Chemist  
Forensic Scientist  
Pathologist  
Microbiologist  
Medical Physicist  
Environmental Scientist  
Ecologist  
Veterinary Scientist  
Pharmacist  
Meteorologist  
Geologist  
Oceanographer

**Moderate-High Skill Requirement**

Scientific Officer (Civil Service)  
Microbiologist  
Medical Physicist  
Laboratory technician  
Environmental Scientist  
Public Health Officer  
Physiotherapist



Dietitian  
Teacher (Science subjects)  
Laboratory technician  
Medical Physics Technician  
Radiographer

**Moderate Skill Requirement**

Laboratory technician  
Medical Physics Technician  
Radiographer

**Low-Moderate Skill Requirement**

You have expressed an interest in careers in the Scientific/Analytical area. However, this field requires specialised aptitudes which are not reflected in your scores. You may wish to consider the careers listed below.

End of report.