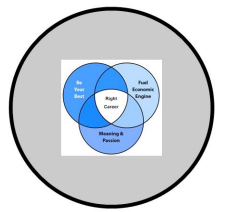


# “Right Career” Insights

Whole Person



## Begin at the End Exercise

*Social Work Environment:* I work in a collaborative and open social environment, the company is small and therefore I am able to know most of the employees at the company.

*Physical Work Environment:* My Company has two stores, one in the East Village catering to younger women and another store in the Upper East Side, catering to older women.

*Personal Relationship:* I married my husband at age 28. We are both athletic and enjoy working out and keeping fit. He also works in the city and enjoys his job.

*Live:* We rent a great apartment in NYC in the East Village. My husband and I are considering a move to the suburbs or a move to California since we do not want to raise a family in the city.

*Commute:* Since we live in NYC, we both take the subway to work.

*Car:* Since we take the subway to work we only need one car. It is also very hard to park cars in the East Village. We have a nice hybrid SUV.

*Fun:* NYC is a great place for a couple and we take advantage of it. We go to Broadway shows, go out to restaurants and clubs. We take weekend trips to other East Coast cities since both of us went to school on the East Coast and have friends here. We try to take one overseas vacation each year and last year we went to Australia.

*Parenting:* We both hope to have our first child before I am 32, then the next one at 34, and the last one at 36.

*Extended Family:* I am still close to my Dad, my brother and my stepfamily; I see them at least twice a year for the holidays. My husband has a large family that I am close to as well.

*Friends:* I'm still friends with my closest friends from high school as well as my closest friend from college. I have made other good friends in the city whom I have met through work and athletics.

*Health:* I belong to a fitness gym in NYC. I have run at least one marathon and one half marathon; I work out five times a week, which ranges from kick boxing, to running, to strengthening, to yoga and to Pilates.

# “Right Career” Insights

Whole Person

## Personality Exercise

My official Myers-Briggs Type Indicator assessment is an ENFJ

- **E** (Extraversion): I focus on the outer world of people and activity
  - o Clarity is **Moderate**
- **N** (Intuition): I take in information from patterns and the big picture and focus on future possibilities
  - o Clarity is **Slight**
- **F** (Feeling): I make decisions based on values and subjective evaluation of people-centered concerns
  - o Clarity is **Moderate**
- **J** (Judging): I like a planned and organized approach, plus I want to have things settled
  - o Clarity is **Clear**

## General Description

- 1) “Maintaining harmony relationships is a lifelong goal and a natural skill”
  - a. I feel like this pertains to me because I have maintained relationships with my friends who I have known since I was five. I also tend to make sure that my friendships with them are going well because I truly value friends as part of my life.
  - b. As I get older and become an adult, it has become apparent that my new friendships I have formed at college also need to remain harmonious, as well as my relationships with members of my family.
- 2) “Gift for understanding other’s people’s feelings and are driven to make others happy.”
  - a. I can always sense when someone is feeling down or is uncomfortable with a situation. I can also always sense the mood in the room and I am also good at interpreting people’s body language.
  - b. I am the happiest when other people around me are happy because I can feed off their energy.
- 3) “Warm, compassionate and friendly, naturally empathetic, are able to anticipate other’s needs, especially emotional ones.”
  - a. I am good at reading when my friend is down and can even come to understand what they need to do to feel better before they even know.
  - b. I describe my self as warm, compassionate, and friendly and I treasure these traits of mine with all my heart.
- 4) “Blessed with rare gift of making personal connections, pride themselves on being able to make people feel good”
  - a. I always make sure my friends are happy and I am able to make friends with people easily. I can also hold conversations with strangers and am good at making people feel comfortable and appreciated.
- 5) Highly productive, organized, have a lot of energy”

# **“Right Career” Insights**

## **Whole Person**

- a. I always have a lot of energy and am always finding ways to accomplish tasks as fast as possible.
- 6) “Go to great lengths to avoid offending others”
  - a. This is probably one of my weaknesses because at times I don’t let tell one of my friends if something they did bothers me because I don’t like confrontation.
- 7) “Tend to be very sensitive and take things personally”
  - a. This is also one of my weaknesses because I can get very upset very easily over small things. I am offended when I hear if someone doesn’t really like me and tend to overreact to things a lot.
- 8) “Idealize relationships, deeply disappointed when people let them down”
  - a. I tend to become sad when people do not seem to give me the same amount of attention, time, and compassion that I give them. I also become agitated when people do not show the same respect for me that I do for them.

**The *secret to success* for an ENFJ is learning to:** “Slow down, relinquish some control, and take things less personally.”

### **Slow Down:**

I need to slow down at times and sit back and think about the bigger picture. Sometimes I rush into things too fast and then I end up making errors. If I can slow down, I will be better prepared and things will be done more efficiently and better.

### **Relinquish some control:**

I like things to go the way I planned them to be and can become irritated if things don’t happen as I planned. I also like things to be done a certain way and I need to learn to let other people do things the way they want to do them as well. If I let others help me out, then I won’t be as stressed and can put more energy into a fewer things so that those things turn out better.

### **Take things less personally:**

I need to take things less personally, especially when it comes to constructive criticism. In the work world the way I can improve is by asking for constructive criticism from my peers. Also, if I am working with a difficult person, I need to realize that they might not have the same empathetic attitude I have because that is just not who they are.

# “Right Career” Insights

Whole Person

## Interests Exercise

### - Strong Theme & MBTI Type Insights

- Enterprising and ENFJ = Collaborative Persuaders
  - Like to persuade others, but not in a head on sales approach, rather by working with them.
- Enterprising work environments
  - Says I like a fast paced environment which I do because I always like to be doing things
  - Says business oriented – true because I am not really interested in non profit world
- ENFJs at work
  - “Make decisions that promote consensus and harmony”
    - true, I like to get everyone on the same page
- Enterprising and ENFJ individuals often like....
  - “goal directed decisiveness”
    - like to have goals in order to work faster/effectively
  - “project orientation that benefits others”
    - like to help people
- The report says “You may be appreciated for you ability to:”
  - “Encourage open discussion of ideas” – I am good at getting discussions going and including other people
  - “Facilitate consensus when making decisions” – I try to involve everyone
  - “Contribute a future orientation to decision making” – not as good at this
  - “Bring a different outlook that combines imagination and innovation with efficiency and productivity” – I am very creative

It also says “some enterprising work environments may seem to focus on the organization rather than the individual, which doesn’t align with your concern for human development and innovation.” – I really value personal relationships so it would be hard for me to work in that environment.

It also says “At times you may be viewed by others as soft or as one who lacks focus on the bottom line.” – I will have to adapt to the business world, figuring out how to turn my strength in personal relationships into business strength as well.

# **“Right Career” Insights**

Whole Person

## **- Personal Style & MBTI Preferences Insights**

- Work style + ENFJ:
  - Enjoy work that offers opportunities to collaborate with others
    - Like to work in a friendly social environment
  - Want to socialize during and after work, have a busy social life unrelated to work
    - Always like being around people
    - Feed off people’s energy
- Learning style (they have my Learning style wrong)
- Leadership style + ENFJ:
  - Choose when and where to express my ideas
    - Good at sensing tone in room
  - Prefer a cooperative work environment that lets you choose when to take charge
    - Don’t like confrontation, but can get people to cooperate
- Risk taking + ENFJ:
  - Comfortable in positions that provide stability
    - Always like to have a plan
  - Want your job to consistently and reliably offer opportunities for you to help others
    - Helping others is one of my strengths and it will help me succeed
- Team orientation + ENFJ
  - Enjoy lots of contact with others and working as part of a team
    - Collaborate on team goals/problem solving/goal setting
  - Be willing to share the recognition for group efforts
    - I have done that in college group efforts and it helps with future group efforts

# **“Right Career” Insights**

Whole Person

## **- Good Match to Start Your Career Insights**

- Two good options
  - Public Relations
  - Advertising
- **Box 1 Questions**
  - Is this a cooperative environment that is open to new ideas focusing on people’s best interests? - YES
  - Is this an environment in which interacting with people and motivating others is rewarded? - YES
  - Will I be required to focus on precise facts and details, or to spend more time on bottom-line practicality than I like? – NO

If you answered, “yes” to the first two questions, you are probably considering a career or occupation that is a good fit for your ENFJ preferences. The third question is a heads-up: Work often includes tasks that are not very appealing. But it is important that such tasks don’t take up the majority of your work time.

- **Box 2 Questions**
  - Is this work environment more fast paced and profit oriented than reflective and idea driven? - YES
  - Would I spend more time managing projects and selling products than solving abstract problems? - YES
  - Would this job allow me to be ambitious, persuasive, and entrepreneurial? - YES

If you answered “no” to any of these questions, try to find a work environment that is a closer fit with your Enterprising Theme.

## **- Overall Strong & Meyers-Briggs Insights**

- Fast paced environment
- Work with other people
- Learn to promote others
- Know marketing strategy
- Identify audiences

# **“Right Career” Insights**

Whole Person

## **Autobiography Exercise**

Ancestors:

- my mom and dad worked very hard throughout their lives
- my dad works very hard to be a good father and to support me and my brother in my endeavors

Elementary School:

- being able to have friends in kindergarten who I am still good friends know shows me I value long lasting friendships
- playing competitive soccer in 4<sup>th</sup> grade was life changing for me, still play it today in college

Middle School:

- having to make new friends all over again helped me gain new social skills
- starting business in 7<sup>th</sup> grade made me want to go into business world
- going to a more competitive soccer team in 6<sup>th</sup> grade helped me develop into a even better soccer player, taught me that hard work and dedication pay off
- mother's death after 8<sup>th</sup> grade graduation was difficult for me, had to get through it emotionally and physically

High School:

- working hard to get good grades taught me value of hard work and dedication
- playing on a competitive team without my usual friends was hard, but showed me that sometimes that you have to give up some things to attain others
- when my dad met another woman and we merged out families that was challenging
- doing journalism and soccer in high school was time consuming, but it allowed me to do both my creative and athletic talents

College:

- went to a school that was not well known, a potential risk but I took it
- all the way on the east coast, only see my family and friends about three times in the school year, but that makes me more independent
- being able to play college level soccer provides me support from the 23 other girls on my team
- majoring in psychology shows my passion for things that interest me, minoring in business shows that I am still practical as well

# **“Right Career” Insights**

## **Whole Person**

In general:

- I am a social person
  - o For example, making friends in kindergarten who I am still friends with now, having to make new friends in middle school, reconnect with old friends in high school and completely new friends in college shows that I am good at making friends and establishing relationships
- I am a hard worker:
  - o School, athletics, journalism has shown me this
- I am passionate:
  - o About my family, friends, soccer, and school
  - o But I chose what to be passionate about
- I am good at having a balanced life
  - o Between athletics (physical well being), friends and family (emotional well being) and school (mental well being)

I realized the major academic transitions have been the hardest for me. I went to an all girls middle school where I had to make new friends and I was only around girls was hard for me to adapt too. Similarity, when I went to my large public high school, I had to transition back to being in a co-ed environment that wasn't as creative or free as my small private all girls' middle school. I was lucky to find a great group of girls who I love with all my heart.

Both transitions helped me prepare for the biggest one yet, moving all the way to the east coast for college where I only see my family and home friends every few months. It is very different on the east coast and I learned that you have to be outgoing if you want to make friends and meet people.

While these transitions have been difficult, they have helped me attain traits that I am most proud of today (my outgoing personality, optimistic attitude, being able to adapt to a new environment).



# **“Right Career” Insights**

Whole Person

## **Accomplishments Exercise**

### **Academics:**

Elementary School:

- overcame reading disabilities and became a good reader

Middle School:

- became attracted to writing which lead me to do journalism in high school
- passionate about reading and writing

College:

- experimenting with all different kinds of courses (e.g. history, international development, communication and culture and business management) to find what my major was going to be
- Being able to dedicate myself to a psychology major that I find really interesting and am really passionate about will enable me to obtain better grades.

### **Career:**

Middle School:

- doing business program made me realize that I would like business and I should pursue that as a career

High School:

- doing journalism made me see that I was a natural writer and I could pursue that as a career. This has also showed me that I could do business/journalism combined by working at a magazine in NYC

College:

- Deciding to be a psychology major/business mgmt minor will prepare me for social side of business.
- Going abroad second semester and doing the London business internship program will prepare for the “real world”.

# **“Right Career” Insights**

Whole Person

## **Social:**

Elementary School:

- made best friends, whom I am still friends with today. This shows that I can maintain friendships over a long period of time

Middle School:

- going to an all girls private school was a very different experience for me.
- had to make new friends and work/learn in all female environment
- playing soccer with two friends, brought me closer to them

High School:

- transitioning back to a coed public high school was not difficult for me since I kept in touch with a lot of my friends
- established a group of six best girl friends who I am still best friends with today
- playing on a different soccer club team than my friends challenged me to branch out and make new friends. It also taught me you sometimes have to make decisions that are just based on being with your friends.

College:

- playing on the varsity soccer team has enabled me to make a good group of girlfriends (25 other girls)
- made great friends freshman and sophomore year, hope to make more each year
- have a best friend

# **“Right Career” Insights**

Whole Person

**Strengths Exercise**

**Skills Exercise**

**Stories Exercise**

**Drivers Exercise**

**How to Measure Your Life Exercise**

**Economic Engine Exercise**