

# Attitude Ingredients for Job/life Fulfillment

## Theoretical

**Identifiers** - Problem-solving, analytical thinking, analytical reasoning, curiosity, continuing education, solving complex problems, seminars, training, ability to become an expert, ability to display expertise to others and be seen as an expert, identifying, differentiating, discovering, systematizing, using the intellect, identifying truth and untruth, objectivity in all areas, rejects faith and subjectivity, drawing conclusions, focusing on research, applying the facts, applying cognitive ability.

**Dissatisfies / Stressors** – not wanting to learn, not interested in personal and mental achievement, not interested in gathering all the information, does not take the time to gather all the facts, those not well trained, don't understand or want the latest information on something, those who don't continuously challenge themselves.

**Has difficulty relating with people who** – Are low Theoretical. Who do not gather all the facts, who do not show interest in furthering their knowledge base, who don't strive for perfection, who don't want all the information, who don't go to college, who don't read or finish books, who don't challenge themselves to know more, who don't broaden their information base on job related subjects.

**Possible jobs** – Professor, Researcher, Engineer, Programmer, Scientist, Pyrotechnic, Investigator, Lawyer, Oceanographer, Paleontologist, Botanist, Anthropologist, Journalist, Physicist, Biochemist.

**TV shows watched** – The learning channel, Discovery Science channel, History channel.

Shows – The new detectives, Discoveries in forensic science, The profiler, Ancient secrets of Egypt, How things work, Modern marvels, Nova, Ancient wonders, Trauma - life in the ER, Robot wars.

**Magazines** – Science Digest, Discovery Magazine, Astronomy, Air and space, Popular Mechanics, Popular Science, Prehistoric Times, Pharmaceutical Technology, Scientific American, Sky and Telescope, Today's Chemist at Work, PC World.

**Ideal vacation** – A trip to Boston to follow Paul Revere's Trip to the Old North Church, Bunker Hill, and Faneuil Hall, where the declaration was signed. Take in the famous Boston Museum of Science and travel 35 miles south to Plymouth Plantation and Mayflower Port. Learn about the early settlers and even see their graves. Take in Pilgrim Museum and see artifacts from the Mayflower, which include chairs,

books, signed documents and the like. Then go over to the Cranberry House and learn how the cranberry is harvested and made into all kinds of products.

## **Economic**

**Identifiers** – return on investment of time/money, win-win situations, bonuses, incentives, entrepreneurial, efficiency, practicality, capitalism, usefulness, results oriented, no waste, maximizes, pay proportionate to effort, surpassing others in attainment of wealth, possible selfishness, creative application of time and money, possible workaholic.

**Dissatisfies / Stressors** – no return on time/money, lose-win situations, not practical, time wasters, no incentive, waste money and time, no investments, giving away money and time with no return, being stupid with money and time.

**Has difficulty relating with people who** – Are low Utilitarian. Who waste money for no reason, who are content with a low or moderate income when they could receive higher wages, who are not efficient, who are not practical, who give away money, who pay high interest on loans when they could pay them off.

**Possible jobs** – sales professional, car dealership owner, restaurant owner, insurance sales, stockbroker, multi level marketing, entrepreneur, real estate developer, commercial real estate sales. Plastic Surgeon.

**TV shows watched** – The money show, Lifestyles of the rich and famous, the apprentice, Let's Make a Deal, Monster House, .

**Magazines** – Money, Entrepreneur, Fortune, Consumer Guide, Forbes, Home Business Magazine, Fast Company, Limousine Digest, Multichannel Merchant, Oil and Gas Investor, Selling Power, Smart Money, Consumer Reports.

**Ideal vacation** – A total package deal. Fly into Miami, take a cruise to the Bahamas, scuba dive, horse back ride on the beach, eat on the ship, sit by the pool on the ship, be entertained on the ship, fly back home; and all for \$1,400.00 per person.

## **Aesthetic**

**Identifiers** – beauty, harmony, the finer things in life, balance in all areas, seminars that allow for personal growth, enhancement of personal well-being, self growth, healing with color, form, beauty in the environment, mountains and streams, self actualization, subjective experiences, creative expression, understands feelings of self and others, appreciates impressions, art, self help training and seminars, auras, energy, wholeness, natural medicine, whole foods, balance in body/mind/spirit, love, peace, personal contentment, protection of the environment, protection of natural resources, subjective feelings, texture, mystical.

**Dissatisfies / Stressors**– objective truth, plain, ugly, dull, bland, boring, harmful to the environment, not in style, don't recycle, harmful to body/mind/spirit, mismatching colors, chaotic environments, disarrayed, no personal growth, don't exorcize and take care of the body, mind or spirit,

**Has difficulty relating with people who** – Are low Aesthetic. Who do not appreciate beautiful surroundings, who do not care about natural resources and make jokes about the environment, who do not appreciate art, who don't like plays, who don't like the finer things in life, who don't continue to grow in mind, body and spirit.

**Possible jobs** – psychic healer, herbalist, artist, actor, motivational speaker, interior designer, health food storeowner, holistic person, hypnotist, magician, playwright, photographer for National Geographic, park ranger, fine furniture maker, sculptor, faux finisher, spiritual advisor.

**TV shows watched** – Extreme Makeover, National Geographic Specials, While You Were Out, The Cooking Show, Trading Spaces, This Old House, What Not To Wear, The Creative Craft Cove, Painting With Bob Wiles, Discovery Health.

**Magazines** – Artist Magazine, Art in America, Expression, Filmmaker, Juxtapoz, Surface, Body and Soul, Alternative Medicine, Fitness, Flex, Family Energy, Mac World, O – Oprah Magazine.

**Ideal vacation** – A trip to the mountains of Vermont during peak season to view the leaves. Stay in a cabin and hike during the day; canoe down the 7-mile river with a packed lunch and star gaze at night.

## **Altruistic**

**Identifiers** – Helping other people, eliminate pain and suffering, empathy for the underdog, part of a mission or cause, it's all about the people, people oriented vs. profit oriented, championing worthy causes, selflessness, generosity with little or no return, lose/win relations, worthy global causes, betterment of humanity.

**Dissatisfies / Stressors** – too much emphasis on bottom line results, takers, people who don't volunteer, don't donate blood, don't give to charity, and don't adopt pets and children.

**Has difficulty relating with people who** – Are low Social. Who don't give to the local blood drive, who don't donate to the local Habitat for Humanity project, who don't help out at the local food bank, who don't spend themselves on people in need.

**Possible jobs** – Red Cross, nurse, Social Services, Hospice, Care Giver, Animal control officer, policeman or woman, HUD.

**TV shows watched** – Mash, ER, Animal Cops, Oprah, Dr. Phil, Trauma, Extreme Makeover (a show where they take a person who is unfortunately homely and make them beautiful and everybody cries), Emergency 911, Justice files, Touched by an Angel.

**Magazines** – Reader's Digest, Guide Post, News and World Report.

**Ideal vacation** – Missions/Humanitarian trip to Indonesia. A family chooses to donate time to help a small community in a tsunami-ravaged area for 8 days.

## **Individualistic**

**Identifiers** - need to be separate from everyone else in the group and stand out as unique in kind and quality. These people need to be the “red penny” within the jar of pennies. These out of the box thinkers tend to be innovative, unique, and in *need* of personal autonomy and definition.

**Dissatisfies / Stressors** – People who are boring, people who don't like their ideas, people who want more definition than they do, people who compete for the spotlight, people who take credit for their ideas and unique accomplishments, and people who do not notice their clever ways of doing things.

**Has difficulty relating with people who** – Are low Influence and high Steady. People who are seen and not heard and who will not appreciate their creative uniqueness.

**Possible jobs** – Designers, Speakers, Creators of any kind such as creative programming, artists, Musicians, Poets, and anything in need of creative flair.

**TV shows watched** – HGTV, How It's Made, Downton Abbey, Discovery Channel, etc.

**Magazines** – Dwell, Home and garden, Architectural Digest, Omni, etc..

**Ideal vacation** – Anything creative such as boat tours, high towers, mountainous, science related.

## **Power**

**Identifiers** - need to be in control of own destiny, must be victorious, winner, sports, competitive, opportunity for advancement, must be seen as a leader, public

recognition, rewards, empowered, power to carry out orders, authority equal to responsibility, material possessions equal to or greater than responsibility, position, respecting authority, forms personal relationships to advance position, demands respect for personal gains, assertive, must direct and control others and self, must advance quickly.

**Dissatisfies / Stressors** – people who aren't winners, people who don't like sports, not competitive, followers, drop outs, people who don't control their destiny, but let others control it. Indecisive, people who are satisfied with status quo, people who are afraid to lead.

**Has difficulty relating with people who** – Are low Individualistic. Who don't control their own destinies, who don't show leadership, who don't compete at work, who don't like sports, who don't try to achieve more, who don't assert themselves, who don't advance quickly at their job.

**Possible jobs** – New car sales, top gun, sales manager, military career, President of the United States.

**TV shows watched** – The apprentice, Fear Factor, Monday Night Football, Survivor, LA Law, Baseball, Boxing, King of the Jungle (competitive reality show).

**Magazines** – CMO, American Spectator, Against the Current, Context, Business Week, NewsMax Magazine, Sports Illustrated, Golf Digest, Fortune, Entrepreneur, Advantage, ESPN the Magazine.

**Ideal vacation** – This person has put together a trip to Greece during the Olympics. They will travel through Greece and have tickets to the track and field events on Wednesday and Thursday.

## **Regulatory**

**Identifiers** - Part of a system of thinking/living, order, cause or mission, set of beliefs consistent with personal beliefs, ethics, integrity filled environment, politics, religion, civic leader, living and applying principles, converting others to your system, spiritual, rules to live by, rules for others to live by.

**Dissatisfies / Stressors** – divorcees, single parents, critical thinkers, objective thinkers, people who think differently than them, people in opposition to their beliefs, people without a cause, criminals, new age thinking, non-church goers.

**Has difficulty relating with people who** – Are low Traditional. Who don't go to church regularly, who don't have strong political views, who don't have a system or context for living, who don't obey the rules, who don't have a cause, who don't have

or make ethical decisions, who cheat on tests and taxes, who drive without a driver's license.

**Possible jobs** – Minister, police man or woman, military officer, high school

**TV shows watched** – The Catholic Channel, 700 Club, Highway to Heaven, Touched by an Angel, Larry King Live, LA Law, Judging Amy, Dr. Phil, Judge Judy, The People's Court, America's Most Wanted.

**Magazines** – Christian Parenting, Charisma, Time, Newsweek, Guideposts, National Catholic Register, Discipleship Journal, End time, Faith and Family, New Man.

**Ideal vacation** – 5 days at Disney World.