



# ENTERPRISING

*Public Speaking, Law, Politics, Merchandising, Sales, Management*

<b>*Personality</b> <i>Who Am I?</i>	<b>*Values and Aptitudes</b> <i>What Gives Me Satisfaction?</i>	<b>*Work Environment</b> <i>Where Can I Work?</i>
<ul style="list-style-type: none"> <li>-Adventurous</li> <li>-Ambitious</li> <li>-Articulate</li> <li>-Assertive</li> <li>-Charismatic</li> <li>-Competitive</li> <li>-Dynamic</li> <li>-Enthusiastic</li> <li>-Impulsive</li> <li>-Independent</li> <li>-Persuasive</li> <li>-Leader</li> <li>-Self-confident</li> <li>-Sociable</li> </ul>	<ul style="list-style-type: none"> <li>-Leading committees, groups, organizations &amp; companies</li> <li>-Taking initiative and solving problems</li> <li>-Utilizing verbal skills to persuade and sell</li> <li>-Public speaking, giving presentations &amp; writing</li> <li>-Achieving power, status &amp; material possessions</li> <li>-Applying language &amp; interpersonal communications skills</li> <li>-Political maneuvering &amp; economic achievement</li> <li>-Using mathematical ability</li> <li>-Leadership and development skills</li> <li>-Managing &amp; influencing people and projects</li> <li>-Political involvement</li> <li>-Involvement in high risk or competitive activities</li> </ul>	<ul style="list-style-type: none"> <li>-Businesses/corporations</li> <li>-Colleges &amp; universities</li> <li>-Entrepreneurial enterprises</li> <li>-Federal &amp; state agencies</li> <li>-Financial institutions</li> <li>-Hotels &amp; resorts</li> <li>-Industrial &amp; manufacturing firms</li> <li>-Insurance agencies</li> <li>-Law offices &amp; courtrooms</li> <li>-Political &amp; economic arenas</li> <li>-Real Estate agencies</li> <li>-Retail or wholesale firms</li> <li>-Stockbrokerages</li> </ul>

<b>+Possible Occupations</b> <i>What can I do?</i>	<b>+Possible CSU, Chico Majors</b> <i>Where do I begin?</i>
<ul style="list-style-type: none"> <li>• Actor/Actress</li> <li>• Administrator</li> <li>• Agribusiness Manager</li> <li>• Architectural Project Manager</li> <li>• Attorney/Judge</li> <li>• Banker</li> <li>• Business Manager</li> <li>• Buyer</li> <li>• Chief Executive Officer</li> <li>• Coach</li> <li>• College Dean/Provost</li> <li>• Columnist</li> <li>• Consultant</li> <li>• Contract Specialist</li> <li>• Controller</li> <li>• Copy Writer</li> <li>• Credit Analyst</li> <li>• Dental Hygienist</li> <li>• Economist</li> <li>• Entrepreneur</li> <li>• Financial Planner</li> <li>• Flight Attendant</li> <li>• Fund Raiser</li> <li>• Government Official</li> <li>• Grant Writer</li> <li>• Hospital Administrator</li> <li>• Hotel Manager</li> <li>• Human Resource Manager</li> <li>• Industrial Engineer</li> <li>• Industrial Relations Director</li> <li>• Insurance Adjuster</li> <li>• Interior Designer</li> <li>• Lawyer</li> <li>• Labor Relations Specialist</li> <li>• Literary Agent</li> <li>• Lobbyist</li> <li>• Manager</li> <li>• Market Analyst</li> <li>• Marketing Promoter</li> <li>• Negotiator</li> <li>• Non-Profit Director</li> <li>• Politician</li> <li>• President/VP higher education</li> <li>• Principal</li> <li>• Public Relations</li> <li>• Purchasing Agent</li> <li>• Radio/TV Announcer</li> <li>• Realtor</li> <li>• Recruiter</li> <li>• Restaurateur</li> <li>• Sales Rep.</li> <li>• Sports Agent</li> <li>• Stage Mgr.</li> <li>• Stockbroker</li> <li>• Systems Analyst</li> <li>• Travel Agent</li> <li>• Wholesaler</li> </ul>	<ul style="list-style-type: none"> <li><b>Agricultural Business</b></li> <li><b>Business Administration</b> <i>-Marketing</i> <i>-Management</i></li> <li><b>Communication Studies</b></li> <li><b>Construction Management</b></li> <li><b>Criminal Justice</b></li> <li><b>Economics</b></li> <li><b>English</b></li> <li><b>Journalism</b></li> <li><b>Health Sciences</b></li> <li><b>Instructional Design &amp; Tech.</b></li> <li><b>International Relations</b></li> <li><b>Kinesiology</b></li> <li><b>Multicultural &amp; Gender Studies</b></li> <li><b>Nutrition and Food Sciences</b></li> <li><b>Physical Education</b></li> <li><b>Political Science</b></li> <li><b>Public Administration</b></li> <li><b>Recreation Administration</b> <i>-Resort Management</i> <i>Special Events &amp; Tourism</i></li> <li><b>Social Science</b></li> <li><b>Theater Arts</b></li> </ul>

+Gottfredson, G., & Holland, J. (1989), Dictionary of Holland Occupational Codes. Psychological Assessment Resources, Inc.

\*Holland, J., (1985), Making Vocational Choices A Theory of Vocational Personalities & Work Environments. Prentice-Hall, Inc.