

WHAT TYPE OF PERSON AM I?

Personality and Careers

WHAT TYPE OF PERSON AM I? PERSONALITY AND CAREERS

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TEACHER'S RESOURCE BOOK

Ellin Holohan

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WHAT TYPE OF PERSON AM I? PERSONALITY AND CAREERS

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Although graduation may be years away, middle school students need to begin thinking about the kind of career they might pursue in the future. Career education is an ongoing process. The sooner young people begin to consider their options, the better prepared they will be for a successful career. For students whose backgrounds don't provide a rich variety of role models and opportunities, an early start is even more critical. At this stage, the focus needs to be on self-knowledge—such as recognizing their own personality and appreciating what that means in terms of work.

Experts in both psychology and career education have spent years looking at personality differences in order to understand how human beings achieve satisfaction in life and in careers. John Holland developed the Holland Hexagon, which shows six distinct types of human personalities. These types identify strikingly different interests, abilities and ways of operating in the world. These differences have great significance as far as career choices are concerned.

In this program, the Holland Hexagon types have been changed to more teen-friendly terms: Doer, Thinker, Creator, Helper, Persuader and Organizer. Each type has its own specific interests, abilities and activities preferences. People do not change into different types over the years; each of us is born with a distinct personality type. It should be noted that people have more than just one personality type—there is often a blend of dominant, secondary and tertiary types. Thus a Doer/Thinker/Persuader will have a very different personality than a Persuader/Organizer/Doer. Very different careers will appeal to these two types. But a Doer/Helper and a Helper/Doer will likely find more overlap in their career interests.

What Type of Person Am I? Personality and Careers provides educators with all the tools they need to begin the career exploration process with their students. The video presents the six personality types and identifies what each one means in simple terms that middle school students can relate to. The program also presents examples of various careers that appeal to these different types of personalities. This Teacher's Resource Book includes a series of quizzes that will help students begin to pin down where they fit into the personality type constellation. Once they discover what their prominent personality type is, they will be able to consider how their skills and preferences relate to future educational goals and career choices.

LEARNING OBJECTIVES

After watching the program *What Type of Person Am I? Personality and Careers* and participating in the class activities included in this Teacher's Resource Book, your students will be able to:

- understand why career exploration is important
- understand how each of our personalities differ in some key ways
- recognize that personality types are all equally valuable
- understand how personality differences relate to career choices
- recognize where they fit into this picture
- begin thinking critically about their future careers

PROGRAM SUMMARY

The program begins with six middle school students fantasizing about future careers. One dreams of becoming a surgeon, another dreams of being a scientist, and yet another a politician—perhaps even President of the United States. These young people tell viewers about themselves: one is good at using tools, another is fascinated with art, and another is a whiz at solving puzzles and enjoys science. The narrators comment on how different each teen is from the others. They explain that these differences are based upon the teens' personalities. The narrators introduce the topic of personality types, how these types manifest themselves, and what they mean for career selection. They name the types: Doer, Thinker, Creator, Helper, Persuader and Organizer.

In the next scene, Mr. Langley explains to his class that they will participate in Community Spirit Day and do a career education project at the same time. Each student will volunteer to work with a committee headed by a member of the community. They will choose a field they think they will enjoy, since part of the project is to begin to understand how different people enjoy different kinds of work, and why. They will interview the chairperson of their committee about his or her career and then present a report to the class.

Ana chooses the Construction Committee because she likes to use tools. The Construction Committee is headed by Mr. Anderson, a carpenter. Troy chooses to help run a chess tournament that is being sponsored by the Games Committee. Dr. Harris, a scientist, heads the committee. Gina signs up for the Entertainment Committee, headed by Mr. Alzamora, an artist. Javier signs up to help Ms. Wang run the First Aid station, Nayda signs up for the Publicity Committee run by Mr. Winters, and Steve signs up for the Business Committee run by Ms. Lanford, an accountant.

Viewers see Ana working with Mr. Anderson as they look at a blueprint and begin sanding wood. She speaks to the camera and tells the viewers how much she enjoys learning to use new tools and going to the hardware store with Mr. Anderson. The narrators explain that Ana is a Doer—someone who likes to stay active and work with her hands. Doers are independent types who enjoy working with things rather than people. The narrators ask viewers to consider whether they are Doers like Ana.

After Troy discusses plans for the tournament with Dr. Harris, he tells the viewers how excited he is to be involved in the chess tournament—both as a planner and a player. The narrators explain that Troy is a Thinker. Thinkers are logical types who like to solve problems and play games that involve strategy like chess. They like to work alone. The narrators ask viewers to consider whether they are Thinkers like Troy.

Next, Gina and Mr. Alzamora discuss their plans for face painting at the Community Spirit Day. Mr. Alzamora tells Gina that she can make her own designs. Gina speaks to the camera and tells the viewers how much she loves to paint or do anything connected with art.

The narrators explain that Gina is a Creator. Creators are imaginative types who like to do things in their own way. They enjoy art, music, writing. They like to work with ideas, rather than with people or things. The narrators ask viewers to think about whether they are Creators like Gina. They also advise viewers not to decide anything until all the personality types have been explored.

Javier and Ms. Wang are shown next, discussing the best way to organize the First Aid Station and what Javier's responsibilities will be. He speaks to the camera and shares how interesting it will be for him to actually help out in real medical emergencies. The narrators explain that Javier is a Helper. Helpers are enthusiastic types who like to feel they have a real impact on other people's lives. They are sensitive to the needs of others and prefer working with people, not things or ideas. The narrators ask viewers to consider whether they are Helpers like Javier.

Now Nayda and Mr. Winters discuss her role on the Publicity committee. She volunteers to be in charge of the raffle. She speaks to the camera and talks about how much she enjoys selling things. The narrators explain that Nayda is a Persuader. Persuaders enjoy getting other people to share their ideas and goals. They are natural leaders and successful salespeople. Persuaders prefer working with people and ideas, rather than things. The narrators ask viewers to consider whether they are Persuaders like Nayda.

Steve talks with Ms. Lanford about keeping accurate records of the money taken in and the money spent by the Business committee. She encourages Steve to learn to use a spreadsheet like those that accountants create. Steve speaks to the camera and talks about how he enjoys keeping things organized and running smoothly. He loves to do anything involving money. The narrators explain that Steve is an Organizer. Organizers are neat and detail-oriented. They are good at record keeping and prefer to work with detailed information such as numbers or other kinds of records. The narrators ask viewers to think about whether they are Organizers like Steve. They reassure viewers that it's okay if they are having trouble deciding which type they are. Viewers are told that their personality traits will become clearer as they get older.

In the next section, the narrators explain that people are not just one type, but also have a second and third type which impact personality as well, though not as strongly. This helps explain why there can be overlap in career choice: a Doer may choose police work because it allows her to stay active, while a Thinker may choose police work because his second personality type is a Doer. Different types may also choose the same career for different reasons. A Thinker may like police work because it involves solving crimes.

The narrators explain that while we can work to strengthen certain personality traits, we can never actually change our type—we are born with it. They sum up Part One of the program.

As Part Two of the program begins, the narrators explain that viewers will now explore the connection between the types presented in Part One, and actual careers.

Ana interviews Mr. Anderson, a carpenter, who chose his career because he loves working with wood. He describes a typical workday, which begins early when he goes to pick up supplies. The interview dissolves into the classroom where Ana is presenting her report to the students. She describes how Mr. Anderson is very active and enjoys working outdoors when he gets the chance. Because he loves animals, he had thought about being a veterinarian but chose carpentry instead. When Ana completes her presentation, a list of careers that Doers enjoy is presented onscreen.

As Troy interviews Dr. Harris, we learn that she always loved biology and did well in science in school. She describes losing track of time in her work because of her enthusiasm and dedication. The scene dissolves into the classroom where Troy finishes his presentation. He tells the class that Dr. Harris had thought about being a medical doctor but decided she would enjoy research more. A list of careers for Thinkers is presented onscreen.

Gina is shown interviewing Mr. Alzamora, who loves his work so much he never considered any other career. He is now focusing on sculpture and outdoor installation pieces. The scene dissolves into the classroom where Gina explains how Mr. Alzamora gets government grants for much of his work. He shares a gallery with other artists where they sell their work. When Gina finishes her presentation, a list of careers for Creators is presented.

Javier interviews Ms. Wang next. Ms. Wang started out as an emergency medical technician and eventually was promoted to running the town's ambulance corps. The scene dissolves into the classroom where Javier explains how important it is to Ms. Wang to feel like she is making a difference in people's lives. When Javier finishes his presentation, a list of careers for Helpers is presented onscreen.

Nayda interviews Mr. Winters who has a lot of contact with people in his work in public relations. He takes clients out to dinner several nights a week, and frequently organizes big publicity events. The scene dissolves into the classroom where Nayda continues presenting her report, explaining that Mr. Winters works for himself and makes his own schedule, which he likes. He can work as much as he wants to and his salary depends on how much he decides to work. When Nayda finishes the presentation, a list of careers for Persuaders is presented onscreen.

Steve interviews Ms. Lanford who enjoys her nine-to-five schedule at a big accounting firm. She helps set up small businesses, and does their tax work. The scene dissolves into the classroom where Steve explains that Ms. Lanford has to put in a great deal of overtime

during tax season, but she doesn't mind because her company gives her a big bonus. When Steve finishes the presentation, a list of careers for Organizers is presented onscreen.

The narrators wrap up the program reiterating the important connection between personality and career. They encourage the audience to think about which type they are: a Doer, Thinker, Creator, Helper, Persuader or Organizer.

STUDENT ACTIVITIES

Name: _____

Pre/Post Test

Decide whether the following statements are true or false.

1. TRUE or FALSE: Experts tell us that money is the most important thing when it comes to having a satisfying career. _____
2. TRUE or FALSE: Personality is directly related to the kinds of careers people enjoy most. _____
3. TRUE or FALSE: Experts say that people are born with one of six distinct personality types. _____
4. TRUE or FALSE: You can change your personality type if you try hard enough. _____
5. TRUE or FALSE: You only have one personality type that affects career choice. _____
6. TRUE or FALSE: Most people enjoy the same kind of work. _____
7. TRUE or FALSE: Choosing a career is a complicated process. _____
8. TRUE or FALSE: It may not be easy to tell which personality type you fit into when you're young. _____
9. TRUE or FALSE: No one likes to have to do work outdoors when it's cold. _____
10. TRUE or FALSE: Different personality types sometimes like the same work. _____
11. TRUE or FALSE: Once you pick a career, you have to stick with it. _____
12. TRUE or FALSE: Only people who make a lot of money really enjoy their jobs. _____

The Answer Key for this activity appears on the next page.

Name: _____

Answer Key

- | | | |
|-----|--|-------|
| 1. | TRUE or FALSE: Experts tell us that money is the most important thing when it comes to having a satisfying career. | FALSE |
| 2. | TRUE or FALSE: Personality is directly related to the kinds of careers people enjoy most. | TRUE |
| 3. | TRUE or FALSE: Experts say that people are born with one of six distinct personality types. | TRUE |
| 4. | TRUE or FALSE: You can change your personality type if you try hard enough. | FALSE |
| 5. | TRUE or FALSE: You only have one personality type that affects career choice. | FALSE |
| 6. | TRUE or FALSE: Most people enjoy the same kind of work. | FALSE |
| 7. | TRUE or FALSE: Choosing a career is a complicated process. | TRUE |
| 8. | TRUE or FALSE: It may not be easy to tell which personality type you fit into when you're young. | TRUE |
| 9. | TRUE or FALSE: No one likes to have to do work outdoors when it's cold. | FALSE |
| 10. | TRUE or FALSE: Different personality types sometimes like the same work. | TRUE |
| 11. | TRUE or FALSE: Once you pick a career, you have to stick with it. | FALSE |
| 12. | TRUE or FALSE: Only people who make a lot of money really enjoy their jobs. | FALSE |

Name: _____

The following quizzes are not intended to give you an absolute answer, but only to suggest which personality type you most closely fit into. More precise tests can be taken to clarify which personality type you are. A career counselor or guidance counselor can give these tests. Also, if you score the same on more than one test, this is important information. It means that you share interests and abilities with several personality types, and would most likely be interested in the careers they match up with.

Am I a Doer?

Take the following quiz to see if you are a Doer.

	YES	NO
1. Do you like to stay physically active most of the time?		
2. Do you like to work with your hands?		
3. Are you an independent type of person?		
4. Do you enjoy the outdoors even if the weather isn't great?		
5. Do you like to cook?		
6. Are you athletic?		
7. Do you consider yourself easy-going?		
8. Do you dislike getting dressed up for special occasions?		
9. Do you dislike trying to come up with an idea for a school project?		
10. Do others say you're reliable, someone they can count on?		
Total:		

If you have six or more "yes" answers, you may be a Doer. Don't decide until you have taken the quiz for each type.

When you have taken the quizzes for all six personality types, you may begin the *Who Am I?* activity to decide which personality type(s) you match most closely.

This activity is continued on the next page.

Name: _____

Am I a Creator?

Take the following quiz to see if you are a Creator.

	YES	NO
1. Do you like to draw, paint or make sculptures?		
2. Do you like to do things your own way and not follow instructions?		
3. Do you play an instrument?		
4. Do you have your own style of clothes?		
5. Do you like to create your own unique space/decorate your room?		
6. Do you write a journal or blog?		
7. Do you disregard rules more than other kids do?		
8. Do you dislike having to do what everyone else is doing?		
9. Do you dislike routine, day after day?		
10. Do others say you are imaginative or original?		
Total:		

If you have six or more “yes” answers, you may be a Creator. Don’t decide until you have taken the quiz for each type.

When you have taken the quizzes for all six personality types, you may begin the *Who Am I?* activity to decide which personality type(s) you match most closely.

This activity is continued on the next page.

Name: _____

Am I a Helper?

Take the following quiz to see if you are a Helper.

	YES	NO
1. Do you like to work with other students on group projects?		
2. Do you enjoy helping out whenever you get the chance?		
3. Do you usually think about how other people feel?		
4. Do you want to work to make the world a better place?		
5. Do you do volunteer work?		
6. Would you stop to help someone who is lost?		
7. Do you like to hear what other people are thinking about?		
8. Do you dislike working alone on a project?		
9. Does it bother you when others are unkind, even to someone you don't know?		
10. Do others say that you are sensitive or kind-hearted?		
Total:		

If you have six or more “yes” answers, you may be a Helper. Don’t decide until you have taken the quiz for each type.

When you have taken the quizzes for all six personality types, you may begin the *Who Am I?* activity to decide which personality type(s) you match most closely.

This activity is continued on the next page.

Name: _____

Am I a Persuader?

Take the following quiz to see if you are a Persuader.

	YES	NO
1. Do you like to get others to agree with your ideas?		
2. Do you like to get involved in lots of activities?		
3. Are you good at starting things up, like clubs or other activities?		
4. Are you involved in student government?		
5. Do you write a blog to convince others to share your ideas?		
6. Do you like to be the center of attention in class?		
7. Would you try out for a school play?		
8. Does it bother you when someone disagrees with you?		
9. Do you dislike having to stay behind the scenes?		
10. Do others say you're a natural leader?		
Total:		

If you have six or more “yes” answers, you may be a Persuader. Don’t decide until you have taken the quiz for each type.

When you have taken the quizzes for all six personality types, you may begin the *Who Am I?* activity to decide which personality type(s) you match most closely.

This activity is continued on the next page.

Name: _____

WHICH TYPE AM I?

Am I an Organizer?

Take the following quiz to see if you are an Organizer.

	YES	NO
1. Do you like to work with numbers or other detailed information?		
2. Do you like to keep things organized and neat?		
3. Do you have a stamp, coin or other collection?		
4. Do you take really good care of your possessions?		
5. Do you like routines and schedules?		
6. Do you like to have clear, firm rules?		
7. Do you like to look neat in your appearance?		
8. Do you dislike being late for something?		
9. Do you dislike it when things get chaotic?		
10. Do others say every project needs someone like you?		
Total:		

If you have six or more “yes” answers, you may be an Organizer. Don’t decide until you have taken the quiz for each type.

When you have taken the quizzes for all six personality types, you may begin the *Who Am I?* activity to decide which personality type(s) you match most closely.

Name: _____

There are six distinct personality types that enjoy different kinds of careers. Draw a line connecting the personality type in the first column to a career in the second column that you think that type would enjoy.

Personality Type

Career

Doer

Politician

Doctor

Accountant

Thinker

Mechanic

Creator

Mathematician

Helper

Dancer

Psychologist

Persuader

Information Technology Engineer

Hair Stylist

Organizer

Labor Organizer

Firefighter

Librarian

The Answer Key for this activity appears on the next page.

Name: _____

PART ONE

For the next week, spend time every day thinking about a different career you might want to pursue when you finish school. For each day write the career, why you think you would like it, and how much education you think you'll need. If you don't know how much education is required, go on the Internet and research it, or ask an adult such as your teacher or parent.

	Career	Why I would like it	How much education is needed
Sunday			
Monday			
Tuesday			
Wednesday			
Thursday			
Friday			
Saturday			

This activity is continued on the next page.

Name: _____

PART TWO

Of the seven careers listed in Part One, which are your top three favorites? How do they relate to your personality type? For example, if a top favorite is Teacher, and you are a Helper, you might write:

I'd like to be a teacher someday because as a Helper I would get to have a lot of contact with children and be able to help them with their problems.

Top 3 Favorites

#1 Favorite:

#2 Favorite:

#3 Favorite:

Name: _____

PART ONE

Place an A in front of the statement if you agree with it, and a D if you disagree with it. Be prepared to assess what your answers say about you.

- ___ *I have to have a job that pays a lot of money.*
- ___ *I'm too young to worry about my career now.*
- ___ *I want to go to college.*
- ___ *My parents can choose my career.*
- ___ *I know now what I want to be.*
- ___ *Most adults don't like their jobs.*
- ___ *Work is not supposed to be fun.*
- ___ *When I finish school I'll just take any job that's available.*
- ___ *I want to work with people.*
- ___ *I want to work independently.*
- ___ *I want to be in charge (the boss).*
- ___ *I want an easy job.*
- ___ *Men and women are not good at the same kind of work.*

The last statement is controversial and would make a good topic for debate. Form two sides (pro and con) with your classmates and debate it. Two students can volunteer to participate as debaters on each side. The rest of the class can take notes on which arguments impress them. When the debate ends, the class can discuss which points made the most sense and which ones were really weak. Then the class can vote "yes" or "no" on the statement itself and see what the prevailing view is.

PART TWO

Assess your answers to the other statements and think about what they say about you. Then answer the following questions about your personality.

- | | | |
|-------------------------------------|---------|--------|
| Are you ambitious? | Yes ___ | No ___ |
| Are you a hard worker? | Yes ___ | No ___ |
| Are you independent? | Yes ___ | No ___ |
| Are you goal-oriented? | Yes ___ | No ___ |
| Are you interested in having power? | Yes ___ | No ___ |

This activity is continued on the next page.

Name: _____

List the kind of jobs you think people who are hard-working, ambitious, independent, goal-oriented or power-seeking would like and give a reason.

Some jobs hard-working people would like:

_____ because _____
_____ because _____
_____ because _____

Some jobs ambitious people would like:

_____ because _____
_____ because _____
_____ because _____

Some jobs independent people would like:

_____ because _____
_____ because _____
_____ because _____

Some jobs goal-oriented people would like:

_____ because _____
_____ because _____
_____ because _____

Some jobs power-seeking people would like:

_____ because _____
_____ because _____
_____ because _____

Name: _____

According to personality theory, different personality types may enjoy the same work but for different reasons. People are individuals and can't be categorized or put into boxes with neat little labels. So different types may enjoy the same kind of work, but it is because it satisfies very different needs or interests.

Example: Doers may enjoy teaching kindergarten because the job is very active physically and they get very involved in making things with the children (arts and crafts etc.) But Helpers may enjoy the same job because they enjoy working with children and are sensitive to their needs.

The following occupations may appeal to the same personality type but for different reasons. Think about the types (use the Fact Sheets as a reference) and give a reason why both types might enjoy the same work, based on personality theory.

1. Doer/Thinker: *Mechanic*

2. Helper/Creator: *Art Therapist*

3. Persuader/Helper: *Politician*

4. Doer/Thinker: *Electrician*

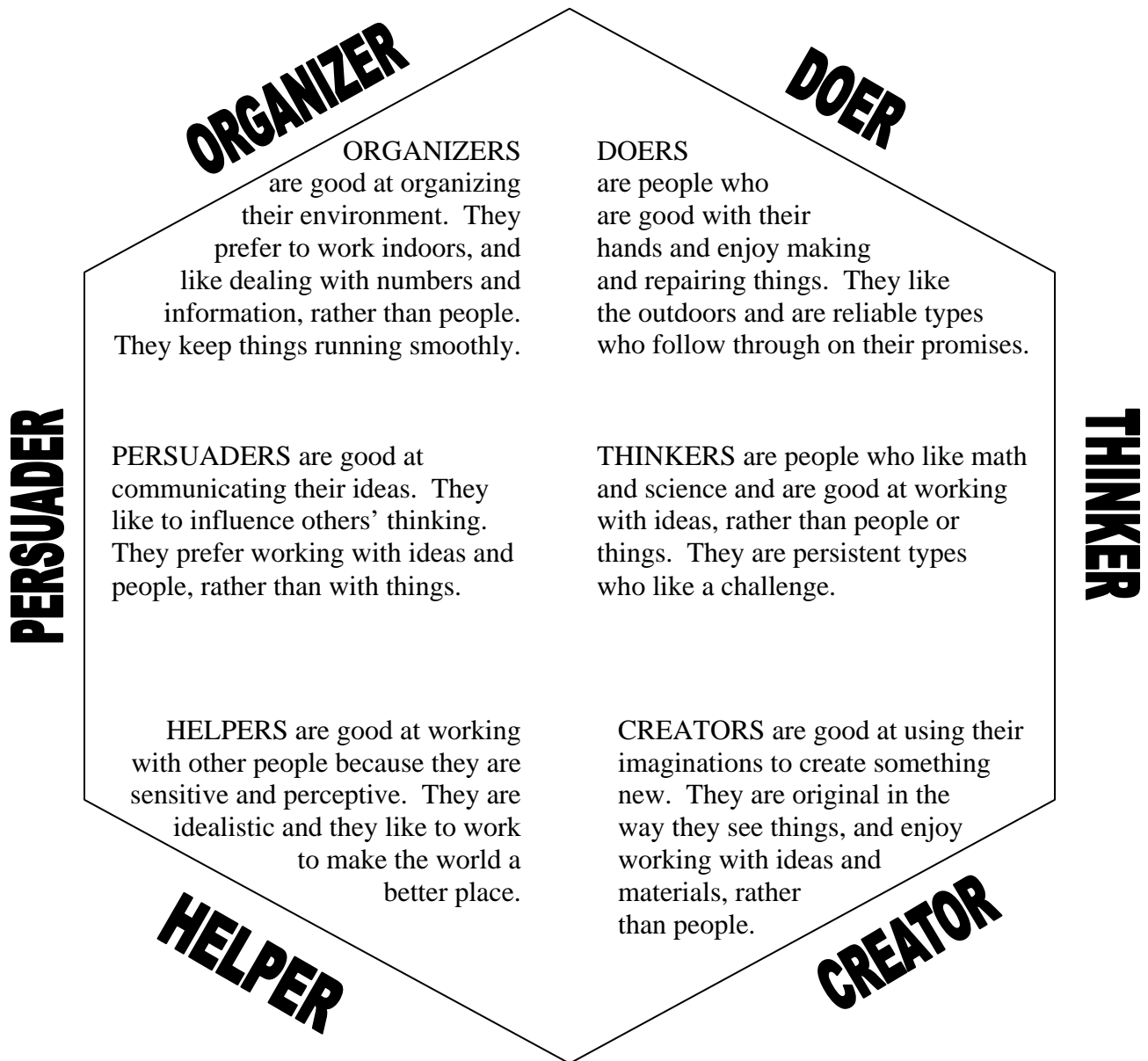
5. Organizer/Thinker: *Librarian*

FACT SHEETS

Name: _____

PERSONALITY TYPES HEXAGON

Experts tell us that there are six different personality types who are good at and interested in different activities. This has to do with the way they think and see the world. What type you are has a profound effect on the kind of career you would be happy pursuing someday. Here are the six basic types with brief descriptions.



Name: _____

The program explains a theory of personality and careers which maintains that there are six distinct personality types. The first type is called a Doer. Doers are people who are good at using their hands to make and fix things. Here are some facts about Doers:

1. Doers like to be physically active.
2. Doers are often athletic.
3. Doers would rather play a sport than watch one on TV.
4. Doers are down-to-earth and practical.
5. Doers are good with tools.
6. Doers like to work with their hands.
7. Doers are outdoors types.
8. Doers are realistic, the opposite of dreamers.
9. Doers are independent.
10. Doers are self-reliant.
11. Doers are reliable; others count on them.
12. Doers go for a casual look in clothes.
13. Doers prefer facts to ideas.
14. Doers don't like to sit still for long.
15. Doers sometimes have trouble concentrating for long periods.

Here are some careers that Doers enjoy:

- | | |
|--------------------------------|--------------------|
| ➤ police officer | ➤ firefighter |
| ➤ construction project manager | ➤ plumber |
| ➤ mechanic | ➤ carpenter |
| ➤ elementary teacher | ➤ personal trainer |
| ➤ landscaper | ➤ truck driver |
| ➤ surveyor | ➤ chef |
| ➤ coach | ➤ electrician |

Name: _____

The program explains a theory of personality and careers which maintains that there are six distinct personality types. The second type is called a Thinker. Thinkers tend to be intellectual. Here are some facts about Thinkers:

1. Thinkers like math and science.
2. Thinkers enjoy games with strategy like chess.
3. Thinkers learn easily and do well in academics.
4. Thinkers like to explore ideas.
5. Thinkers like to read.
6. Thinkers are logical in their approach to problems.
7. Thinkers like riddles.
8. Thinkers can sit and concentrate for a long time to solve a problem.
9. Thinkers are calm and laid-back.
10. Thinkers like an organized approach to problem-solving.
11. Thinkers tend to be non-conformists.
12. Thinkers don't worry so much about being liked by others.
13. Thinkers enjoy working alone.
14. Thinkers don't like to be interrupted when they're working on something.
15. Thinkers sometimes have trouble being aware of other peoples' feelings.

Here are some careers that Thinkers enjoy:

- | | |
|---------------------|-------------------------------------|
| ➤ mathematician | ➤ scientist |
| ➤ engineer | ➤ medical researcher |
| ➤ pathologist | ➤ police detective |
| ➤ college professor | ➤ anthropologist |
| ➤ electrician | ➤ computer programmer |
| ➤ architect | ➤ information technology specialist |
| ➤ financial analyst | |

Name: _____

The program explains a theory of personality and careers which maintains that there are six distinct personality types. The third type is called a Creator. Creators like to work independently. Here are some facts about Creator types:

1. Creators like music, art, and literature.
2. Creators like to do things in their own way.
3. Creators are good at coming up with original ideas.
4. Creators like to work on their own.
5. Creators are playful in their approach to problem solving.
6. Creators are non-conformists.
7. Creators don't worry about being popular.
8. Creator can be very funny.
9. Creators come up with unusual solutions to problems.
10. Creators tend to be ahead of their time.
11. Creators like to read.
12. Creators are casual about following rules.
13. Creators don't like strict schedules.
14. Creators don't like routine.
15. Creators can have trouble fitting in with the crowd.

Here are some careers that Creators enjoy:

- | | |
|----------------------|------------------|
| ➤ artist | ➤ musician |
| ➤ writer | ➤ poet |
| ➤ dancer | ➤ make-up artist |
| ➤ hairstylist | ➤ set designer |
| ➤ interior decorator | ➤ art teacher |
| ➤ graphic designer | ➤ photographer |
| ➤ choreographer | ➤ composer |

Name: _____

The program explains a theory of personality and careers which maintains that there are six distinct personality types. The fourth type is called a Helper. Here are some facts about Helpers:

1. Helpers like to pitch in when there's a job to do.
2. Helpers are very sensitive to other people's feelings and needs.
3. Helpers are idealistic.
4. Helpers like to work to make the world a better place.
5. Helpers are enthusiastic.
6. Helpers like to take care of other people, including children.
7. Helpers are trustworthy.
8. Helpers are kind to others as a rule.
9. Helpers like to work in a group, or be part of a team.
10. Helpers are often emotional.
11. Helpers tend to be patient with others.
12. Helpers like to teach other people things.
13. Helpers are willing to open up and make contact with others.
14. Helpers don't like being alone a lot.
15. Helpers can have trouble working independently.

Here are some careers that Helpers enjoy:

- | | |
|-------------------------------|--------------------------------|
| ➤ teacher | ➤ social worker |
| ➤ police officer | ➤ healthcare worker |
| ➤ childcare worker | ➤ physical therapist |
| ➤ nurse | ➤ doctor |
| ➤ customer service specialist | ➤ emergency medical technician |

Name: _____

The program explains a theory of personality and careers which maintains that there are six distinct personality types. The fifth type is called a Persuader. Here are some facts about Persuaders:

1. Persuaders are outgoing and like to be in charge.
2. Persuaders are people-oriented.
3. Persuaders like to get involved in lots of different activities.
4. Persuaders like to run for student government.
5. Persuaders love to be in the limelight.
6. Persuaders are observant of other people.
7. Persuaders are trendsetters.
8. Persuaders love new styles in fashion.
9. Persuaders can get other people to agree with their ideas.
10. Persuaders are energetic and work very hard.
11. Persuaders are good at getting things started (parties, clubs, activities).
12. Persuaders tend to become dedicated to causes.
13. Persuaders can be very intense emotionally.
14. Persuaders can be demanding to work with.
15. Persuaders can have trouble being realistic in their expectations.

Here are some careers that Persuaders enjoy:

- | | |
|-----------------------|--------------------------|
| ➤ politician | ➤ public relations agent |
| ➤ actor | ➤ sportscaster |
| ➤ salesperson | ➤ college president |
| ➤ fundraiser | ➤ hospital administrator |
| ➤ corporate executive | ➤ restaurant owner |
| ➤ entrepreneur | ➤ publisher |

Name: _____

The program explains a theory of personality and careers which maintains that there are six distinct personality types. The sixth type is called an Organizer. Organizers are good at organizing information such as files. Here are some facts about Organizers:

1. Organizers like a neat, organized environment.
2. Organizers like routine and structure on a daily basis.
3. Organizers are cautious about getting involved in things.
4. Organizers like to work behind the scenes.
5. Organizers are very trustworthy, and do what they promise.
6. Organizers are good at keeping track of things.
7. Organizers like to collect things like stamps and coins.
8. Organizers are low-key, unemotional types.
9. Organizers are good at following instructions.
10. Organizers are good team players.
11. Organizers always look neat and well groomed.
12. Organizers take a methodical approach to problem solving.
13. Organizers are good with details.
14. Organizers will often take on the tedious work no one else wants to do.
15. Organizers can have trouble being flexible or spontaneous.

Here are some careers that Organizers enjoy:

- | | |
|------------------------------|---------------------------|
| ➤ accountant | ➤ librarian |
| ➤ medical records technician | ➤ radiological technician |
| ➤ lab assistant | ➤ financial analyst |
| ➤ banker | ➤ mortgage broker |
| ➤ office manager | ➤ bookkeeper |
| ➤ administrative assistant | ➤ civil service employee |

Name: _____

**CAREERS FOR THE
SIX PERSONALITY TYPES**

Here's a quick list of the careers that are commonly chosen by different personality types.

DOERS	<ul style="list-style-type: none"> ➤ Carpenter ➤ Coach ➤ Electrician ➤ Truck Driver ➤ Landscaper ➤ Personal Trainer ➤ Police Officer 	<ul style="list-style-type: none"> ➤ Chef ➤ Surveyor ➤ Elementary Teacher ➤ Firefighter ➤ Mechanic ➤ Plumber ➤ Construction Project Manager
THINKERS	<ul style="list-style-type: none"> ➤ Chemist ➤ Anthropologist ➤ Computer Programmer ➤ Architect ➤ Medical researcher 	<ul style="list-style-type: none"> ➤ Physicist ➤ Mathematician ➤ College Professor ➤ Electrical Engineer ➤ Police Detective
CREATORS	<ul style="list-style-type: none"> ➤ Musician ➤ Film Director ➤ Make-up Artist ➤ Set Designer ➤ Interior Decorator 	<ul style="list-style-type: none"> ➤ Novelist ➤ Graphic Designer ➤ Art Teacher ➤ Hair Stylist
HELPERS	<ul style="list-style-type: none"> ➤ Nurse ➤ Teacher ➤ Hotel Clerk ➤ Psychologist ➤ Policeman 	<ul style="list-style-type: none"> ➤ Doctor ➤ Social Worker ➤ Art Therapist ➤ Personal Trainer ➤ Day-Care Worker
PERSUADERS	<ul style="list-style-type: none"> ➤ Politician ➤ Hospital Administrator ➤ Actor ➤ Salesperson ➤ Restaurant Owner 	<ul style="list-style-type: none"> ➤ College President ➤ Teacher ➤ Sportscaster ➤ Corporate Executive ➤ Entrepreneur
ORGANIZERS	<ul style="list-style-type: none"> ➤ Librarian ➤ Systems Analyst ➤ Administrative Assistant ➤ Civil Service Employee ➤ Bookkeeper ➤ Information Technology Specialist 	<ul style="list-style-type: none"> ➤ Banker ➤ Medical Records Technician ➤ Building Inspector ➤ Small Business owner ➤ Personal Assistant ➤ Paralegal

Name: _____

Bolles, Richard Nelson, and C. Christen. What Color Is Your Parachute? For Teens. Ten Speed Press, Toronto, 2006.

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Love, C. Francis. Career Exploration in Middle School. Family and Consumer Sciences Educational Association, 1997.

Morrison, Gary R. Your Kids: Their Future. Mass Market Paperback, 1999.

Internet Sites for Teens

www.aboriginemundi.com/personalitytest/

www.ipl.org

www.kidzworld.com

www.mesalibrary.org/teens/reallife/career.asp

www.champaign.org/teens/afterhighschool.html

www.nkol.org/StreamingFutures/

www.lbpl.org/kidsnteens_teenonly.htm

www.careerplanning.about.com

Name: _____

OTHER PROGRAMS
FROM HUMAN RELATIONS MEDIA

<i>Finding the Perfect Job: How to Succeed in the Job Hunt</i>	video/print or DVD/print
<i>Stash That Cash: Budgeting, Saving and Investing for Teens</i>	video/print or DVD/print
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<i>I Can't Do My Homework: Why?</i>	video/print or DVD/print
<i>Business Ethics on the Job</i>	video/print or DVD/print
<i>Curriculum in a Box: Careers and Vocations</i>	10 videos/DVDs plus extensive print curriculum

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