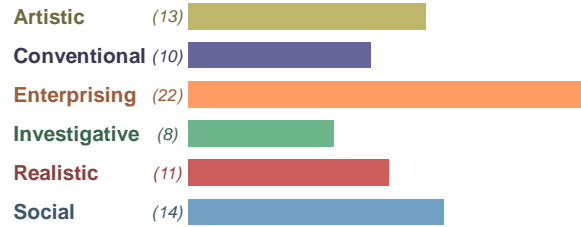


MatchPoint

[E-mail my results](#)

■ Scoring and Results

Your assessment results indicate how similar your interests are to each type. Your personal results are as follows:



The purpose of MatchPoint is to help you focus your interests in a career direction. Clearly, you will not arrive at your destination unless you know who you are and what you want.

Career paths within an organization are typified by these various types.

Typical Organization Chart

President & CEO					
Production & Engineering	Research & Development	Advertising & Promotion	Human Resources	Marketing & Sales	Operations & Finance
production, engineering, transportation, manufacturing, construction, equipment, security	Management Information Systems, systems analysts, programming, science	design, communications, legal, public relations, community relations	training, employee relations, organizational development, staff development	sales management, marketing, market research, analysis	finance, accounting, office management, audit/records, clerical
<i>Realistic</i>	<i>Investigative</i>	<i>Artistic</i>	<i>Social</i>	<i>Enterprising</i>	<i>Conventional</i>

MatchPoint

■ Profiles Overview

Introduction to Profiles

John Holland, a career psychologist, introduced a theory that can be helpful in pinpointing what personal and environmental types can be important indicators in choosing a vocation.

In our culture, most people can be categorized as one of six types: *Realistic, Investigative, Artistic, Social, Enterprising, or Conventional*. Each type is the product of a characteristic interaction among a variety of cultural and personal forces including peers, biological heredity, parents, social class, culture, and the physical environment.

Out of these experiences, a person learns to prefer some activities as opposed to others. Later these activities become strong interests, leading to a special group of competencies. By comparing a person's attitudes with those of each type, we can determine what type one most resembles.

The purpose of MatchPoint is to help you focus your interests in a career direction through the use of a model developed by John Holland. Clearly, you will not arrive at your destination unless you know who you are and what you want.

People search for environments that will let them exercise their skills and abilities, express their attitudes and values, and take on agreeable problems and roles.

Typical Organization Chart

President & CEO					
Production & Engineering	Research & Development	Advertising & Promotion	Human Resources	Marketing & Sales	Operations & Finance
production, engineering, transportation, manufacturing, construction, equipment, security	management information systems, systems analysts, programming, science	design, communications, legal, public relations, community relations	training, employee relations, organizational development, staff development	sales management, marketing, market research, analysis	finance, accounting, office management, audit/records, clerical
<i>Realistic</i>	<i>Investigative</i>	<i>Artistic</i>	<i>Social</i>	<i>Enterprising</i>	<i>Conventional</i>

[Click to go to Profile Type Map](#)

MatchPoint

■ Type Map

All the types are available for your review. As you study the types, note the descriptions that you "identify with" or "fit you". Most people are a combination of two or three types.

Once you have studied all the types and confirmed the types that best describe you, you will be ready to review **MatchPoint** Type Combinations.

Your top two types are:

Enterprising
Social

For a description, click on the types below:

Primary Types:

- **Enterprising**
- **Social**
- **Artistic**
- **Realistic**
- **Conventional**
- **Investigative**

Combination Types ?

For a description, click on the type combinations below:

- **Enterprising and Social**
- **Enterprising and Artistic**
- **Enterprising and Realistic**
- **Enterprising and Conventional**
- **Enterprising and Investigative**
- **Social and Artistic**
- **Social and Realistic**
- **Social and Conventional**
- **Social and Investigative**
- **Artistic and Realistic**
- **Artistic and Conventional**
- **Artistic and Investigative**
- **Realistic and Conventional**
- **Realistic and Investigative**
- **Conventional and Investigative**

After you have reviewed your Types and Combinations, [click here to go to Next Steps](#).

MatchPoint

■ Profiles Type Details



Social and Enterprising/S-E and E-S

Percent of males: 21.3; Percent of females: 12.0

The S-E and E-S types aspire to manage or own service-oriented businesses or work in nonprofit settings. While they place a high value on meeting people's needs, they are also interested in the bottom line. They tend to have good interpersonal skills and can "sell themselves" and their services to others. They prefer to work with people rather than products or technical information. These types enjoy persuading, motivating and leading people.

S-E and E-S types may not accomplish all their goals if they neglect the financial aspects of their organization. They tend to be overly optimistic and believe only the best about people and activities. These types may also have difficulty when it comes to making tough business decisions such as reductions in staff or expenses.

Social-Enterprising

The S-E types may enjoy working for non-profit organizations where they can spend time helping others rather than managing them. They generally do not like competition. They prefer deciding how to spend money rather than raising it. Scout leaders, recreational leaders, and school administrators, etc., are likely to be in this category.

Enterprising-Social

The E-S types may be competitive and are likely to be involved in profit-making businesses. They enjoy power, making decisions, and earning money. At times they may be seen as uncaring because their business interests may be more important to them than their concern for other people. Managers of hotels, restaurants, service organizations, and resorts, etc. are likely to be in this category.

[Click here to see a list of Typical Career Choices](#)



Typical Enterprising-Social Career Choices

Job Title	DOL Job Code
Adult Education Teacher	099.227-030
Arbitrator	169.107-010
Budget Officer	161.117-010
Business Manager, College or University (education)	186.117-010
Chief Librarian	100.127-010
Child Development Specialist	195.227-018
City Manager	188.117-114
Community Worker	195.367-018
Dean of Students	090.117-018
Dietitian, Consultant	077.127-018
Director of Guidance in Public School	045.117-010
Director, Counseling Director, Vocational Counseling	045.107-018
Director, Human Services (nonprofit organization)	187.167-214
Director, Industrial Relations Vice President, Industrial Relations Director Employee Relations	166.117-010
Director, Media Marketing (radio-TV broad)	163.117-022
Director, Projects Project Manager	189.117-030
Director, Quality Assurance Director, Product Assurance	189.117-042
Employee Relations Manager	166.117-014
Employment Interviewer	166.267-010
Executive Chef	187.161-010
Faculty Member, College or University	090.227-010
Family Caseworker	195.107-018
Financial Institution President	186.117-054

Historian	052.067-022
Hotel Manager	187.167-122
Industrial Organizational Psychologist	045.107-030
Insurance, Attorney	110.117-014
Labor Standards Director	188.117-066
Librarian	100.127-014
Library Director	100.117-010
Loan Officer	186.267-018
Manager, Compensation Manager, Benefits Wage and Salary Administrator	166.167-022
Manager, Department Store (retail trade)	185.117-010
Manager, Human Resources Manager, Personnel	166.117-018
Manager, Labor Relations	166.167-034
Manager, Office Manager, Administrative Services	169.167-034
Manager, Property (real estate)	186.167-046
Managing Newspaper Editor	132.017-010
Nurse Supervisor	075.167-010
Park Naturalist	049.127-010
Political Scientist	051.067-010
Professional Scout	153.117-018
Real Estate Agent	186.117-058
Recreation Leader	195.227-014
Research Director	052.167-010
Restaurant Manager	185.137-010
Sales Agent, Business Services	251.357-010
School Principal	099.117-018

School Psychologist	045.107-034
Special Education Director	094.167-014
Superintendent of School	099.117-022
Superintendent, Transportation (any industry) Manager, Transportation	184.167-226
Training	166.227-010
Trust Officer Trust Administrator	186.117-074

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