

CAREER NARROW-DOWN REPORT



**CAREER
SOLUTIONS**
Discover Your Direction!

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The chart below is a comparison of jobs generated by your DISC Career Report and careers of interest to you. Careers are ranked in descending order by how well they fit choices you made on your Career Profile, as well as their average income, growth, and demand rates as reported by the U.S. Department of Labor.

WHAT YOU WANT IN A JOB:

U.S.
Median Income: **\$32,140**
(for 2008)

				Median pay for this career is more than the average U.S. worker typically earns.	This job typically requires moderate physical activity.	This job's average workweek is 41-49 hours.	This job can work both indoors and outdoors.	This job often requires moderate interaction with people.
A GREEN SQUARE IN THE COLUMN TO THE RIGHT OF EACH JOB MEANS IT'S YOUR PREFERENCE:				Median pay for this career is about 10% less than what a U.S. worker typically earns.	This job typically requires a lot of physical activity.	This job's average workweek less than 40 hours.	This job is mostly done outdoors.	This job typically requires minimal interaction with people.
A RED SQUARE IN THE COLUMN TO THE RIGHT OF EACH JOB MEANS IT'S NOT WHAT YOU WANT:				Median pay for this career is less than 90% of what a U.S. worker typically earns.	This job typically requires minimal physical activity.	This job's average workweek is 50+ hours.	This job is mostly done indoors.	This job typically requires a lot of interaction with people.
Career	Overall Fit Score	Growth & Demand Score	Income Bracket Score	Median Income	Physical Demands	Overtime Demands	Indoor-Outdoor Environment	Interpersonal Contact
Immigration and Customs Inspectors	12.19	4	2	\$60,910				
Civil engineers	11.73	1.5	2	\$74,600				
Mining and geological engineers, including mining safety engineers	11.24	1	2	\$75,960				
Industrial engineers, including health and safety	10.73	0.5	2	\$72,490				
Appraisers and assessors of real estate	10.15	1	1	\$47,370				
Aerospace engineering and operations technicians	9.29	-1	2	\$92,520				
Materials engineers	8.75	-1.5	2	\$81,820				
Architects, except landscape and naval	8.72	0.5	2	\$70,320				
Biologists	8.68	-0.5	1	\$57,220				
Cost estimators	8.68	1.5	1	\$56,510				
Petroleum engineers	8.34	-2	2	\$108,020				
Sales representatives, wholesale and man., except scientific products	8.16	3	1	\$51,330				
Millwrights (Windmill Repair)	8.14	1	1	\$46,090				
Aerospace engineers	7.79	-0.5	2	\$92,520				

Career	Overall Fit Score	Future Growth & Demand Score	Income Bracket Score	Median Income	Physical Demands	Overtime Demands	Indoor / Outdoor Environment	Interpersonal Contact
First-line supervisors/managers of mechanics, installers, and repairers	7.68	0.5	1	\$57,300				
Police and sheriff's patrol officers	7.66	3.5	1	\$51,410				
Teachers, Elementary school, except special education	7.65	4.5	1	\$49,330				
Municipal fire fighting and prevention supervisors	7.21	1	2	\$67,440				
Landscape architects	7.18	0	1	\$58,960				
Truck drivers, heavy and tractor-trailer	7.12	1	0	\$37,270				
First-line supervisors/managers of police and detectives	6.73	0.5	2	\$75,490				
Detectives and criminal investigators	6.69	0.5	2	\$60,910				
Government inspectors and investigators, property, Equal Opportunity	6.65	-0.5	1	\$48,890				
Property, real estate, and community association managers	6.64	1.5	1	\$46,130				
Security guards	6.57	0.5	-1	\$23,460				
Locomotive engineers and operators	6.15	-2	1	\$48,440				
Fire fighters	6.14	2	1	\$44,260				
Microbiologists	5.70	0.5	2	\$64,350				
Dietitians and nutritionists	5.66	0.5	1	\$50,590				
Payroll and timekeeping clerks	5.61	1.5	0	\$34,810				
Foresters	5.17	-2	1	\$53,750				
Lodging managers	5.14	0	1	\$45,800				
Bartenders	5.06	2	-2	\$17,770				
Sales representatives, services, all other	4.65	-0.5	1	\$49,430				

Background Color Key

White career background means it was suggested by DISC behavioral career assessment

Grey career background means it was suggested by Career Solutions

Black career background means it was of interest to the client

CAREER

Narrow-Down

Methodology:

Overall Fit Score

is the sum of each job's scores in Future Need, Growth, Demand, Income, and the client's Environmental preferences. Careers with the highest score offer the best overall opportunities and fit based on the client's indicated preferences.

Future Growth & Demand Score

is based on U.S. Department of Labor growth, need, and unemployment projections through the year 2014: Careers growing much faster than average (1 points), faster than average (.5 point), about as fast as average (0 points), slower than average (-.5 point), or declining (-1 points). Projected Unemployment rates are scored similarly. Future Need is credited twice as much, on a 2 to -2 scale. One point is also added for careers classified as "In Demand" by the BLS. The sum of these four criteria are totaled in this column.

Income Score

is based on each career's median income placement in a bracketed range of (+2, 1, 0, -1, -2) for very high, high, average, low and very low income. The job's median income is then divided by the average median income (2005) for a full time worker in the United States over 25 years old and multiplied by 0.1, Both products are then added to the Overall Fit Score.

Environmental Preferences (Physical - Interpersonal)

are factored into the Overall Fit Score by assigning points based on relative fit in each area:
Good Fit = 2 points (Green), Close Fit = 1 point (Yellow), Poor Fit = 0 points (Red)

Sources of Information : Bureau of Labor Statistics - U.S. Dept. of Labor, Occupational Outlook Handbook, 08-09 Edition - O*NET projections to 2014

Career Descriptions for Narrow-Down Report

Careers descriptions are listed in the ranked order they appear in this report.

Immigration and Customs Inspectors investigate and inspect persons, common carriers, goods, and merchandise, arriving in or departing from the United States or between states to detect violations of immigration and customs laws and regulations.

Civil Engineers design and supervise the construction of roads, buildings, airports, tunnels, dams, bridges, and water supply and sewage systems. They must consider many factors in the design process, from the construction costs and expected lifetime of a project to government regulations and potential environmental hazards such as earthquakes. Civil engineering, considered one of the oldest engineering disciplines, encompasses many specialties. The major specialties are structural, water resources, construction, environmental, transportation, and geotechnical engineering. Many civil engineers hold supervisory or administrative positions, from supervisor of a construction site to city engineer. Others may work in design, construction, research, and teaching.

Mining and Geological Engineers, find, extract, and prepare coal, metals, and minerals for use by manufacturing industries and utilities. They design open-pit and underground mines, supervise the construction of mine shafts and tunnels in underground operations, and devise methods for transporting minerals to processing plants. Mining engineers are responsible for the safe, economical, and environmentally sound operation of mines. With increased emphasis on protecting the environment, many mining engineers work to solve problems related to land reclamation and water and air pollution. Mining safety engineers use their knowledge of mine design and practices to ensure the safety of workers and to comply with State and Federal safety regulations.

Industrial Safety and Health Engineers plan, implement, and coordinate safety programs, requiring application of engineering principles and technology, to prevent or correct unsafe environmental working conditions. They investigate industrial accidents, injuries, or occupational diseases to determine causes and preventive measures as well as report or review findings from accident investigations, facilities inspections, or environmental testing.

Appraisers and Assessors of real estate estimate the value of real property for a variety of purposes, such as to assess property tax, to determine a sales price, or to determine the amount of a mortgage that might be granted on a property. They may be called on to determine the value of any type of real estate, ranging from farmland to a major shopping center, although they often specialize in appraising or assessing only a certain type of real estate such as residential buildings or commercial properties. Assessors determine the value of all properties in a locality for property tax purposes whereas appraisers appraise properties one at a time for a variety of purposes, such as to determine what a good sale price would be for a home or to settle an estate or aid in a divorce settlement.

Aerospace Engineering and Operations Technicians construct, test, and maintain aircraft and space vehicles. They may calibrate test equipment and determine causes of equipment malfunctions. Using computer and communications systems, aerospace engineering and operations technicians often record and interpret test data. Many engineering technicians assist engineers and scientists, especially in research and development. Others work in quality control, inspecting products and processes, conducting tests, or collecting data. In manufacturing, they may assist in product design, development, or production.

Materials engineers are involved in the development, processing, and testing of the materials used to create a range of products, from computer chips and television screens to golf clubs and snow skis. They work with metals, ceramics, plastics, semiconductors, and composites to create new materials that meet certain mechanical, electrical, and chemical requirements. They also are involved in selecting materials for new applications. Materials engineers have developed the ability to create and then study materials at an atomic level, using advanced processes to replicate the characteristics of materials and their components with computers. Most materials engineers specialize in a particular material. For example, metallurgical engineers specialize in metals such as steel, and ceramic engineers develop ceramic materials and the processes for making ceramic materials into useful products such as glassware or fiber optic communication lines.

Architects are licensed professionals trained in the art and science of building design—transform these needs into concepts and then develop the concepts into images and plans of buildings that can be constructed by others. Architects design the overall aesthetic and look of buildings and other structures, but the design of a building involves far more than its appearance. Buildings also must be functional, safe, and economical and must suit the needs of the people who use them. Architects consider all these factors when they design buildings and other structures. Their duties require specific skills—designing, engineering, managing, supervising, and communicating with clients and builders.

Biological Scientists study living organisms and their relationship to their environment. They research problems dealing with life processes and living organisms. Most specialize in some area of biology, such as zoology (the study of animals) or microbiology (the study of microscopic organisms). Many biological scientists work in research and development. Some conduct basic research to advance knowledge of living organisms, including viruses, bacteria, and other infectious agents. Basic biological research continues to provide the building blocks necessary to develop solutions to human health problems and to preserve and repair the natural environment. Biological scientists mostly work independently in private industry, university, or government laboratories, often exploring new areas of research or expanding on specialized research started in graduate school.

Cost estimators develop the cost information that business owners or managers need to make a bid for a contract or to decide whether a proposed new product will be profitable. They also determine which endeavors are making a profit. Regardless of the industry in which they work, estimators compile and analyze data on all of the factors that can influence costs—such as materials, labor, location, and special machinery requirements, including computer hardware and software. Job duties vary widely depending on the type and size of the project.

Petroleum Engineers devise methods to improve oil and gas well production and determine the need for new or modified tool designs. Oversee drilling and offer technical advice to achieve economical and satisfactory progress.

Sales Representatives for manufacturers demonstrate their products and advise clients on how using these products can reduce costs and increase sales. They market their company's products to manufacturers, wholesale and retail establishments, construction contractors, government agencies, and other institutions. Sales representatives spend much of their time traveling to and visiting with prospective buyers and current clients. During a sales call, they discuss the client's needs and suggest how their merchandise or services can meet those needs. They may show samples or catalogs that describe items their company stocks and inform customers about prices, availability, and ways in which their products can save money and boost productivity.

Millwrights install, replace, dismantle, and repair machinery and heavy equipment used in power generation, including wind power, hydroelectric dams, and natural gas turbines, and in manufacturing plants, construction sites, and mining operations.

Aerospace engineers design, develop, and test aircraft, spacecraft, and missiles and supervise the manufacture of these products. Those who work with aircraft are called aeronautical engineers, and those working specifically with spacecraft are astronautical engineers. Aerospace engineers develop new technologies for use in aviation, defense systems, and space exploration, often specializing in areas such as structural design, guidance, navigation and control, instrumentation and communication, or production methods. They also may specialize in a particular type of aerospace product, such as commercial aircraft, military fighter jets, helicopters, spacecraft, or missiles and rockets, and may become experts in aerodynamics, thermodynamics, celestial mechanics, propulsion, acoustics, or guidance and control systems.

First-line supervisors/managers of mechanics, installers, and repairers supervise and coordinate the activities of mechanics, installers, and repairers. Excludes team or work leaders.

Uniformed police officers have general law enforcement duties, including maintaining regular patrols and responding to calls for service. They may direct traffic at the scene of an accident, investigate a burglary, or give first aid to an accident victim. In large police departments, officers usually are assigned to a specific type of duty. Many urban police agencies are involved in community policing—a practice in which an officer builds relationships with the citizens of local neighborhoods and mobilizes the public to help fight crime.

Teach pupils in public or private schools at the elementary level basic academic, social, and other formative skills.

Municipal Fire Fighting and Prevention Supervisors supervise fire fighters who control and extinguish municipal fires, protect life and property, and conduct rescue efforts.

Landscape Architects work for many types of organizations—from real estate development firms starting new projects to municipalities constructing airports or parks—and they often are involved with the development of a site from its conception. Working with architects, surveyors, and engineers, landscape architects help determine the best arrangement of roads and buildings. They also collaborate with environmental scientists, foresters, and other professionals to find the best way to conserve or restore natural resources. Once these decisions are made, landscape architects create detailed plans indicating new topography, vegetation, walkways, and other landscaping details, such as fountains and decorative features.

Truck Drivers, Heavy and Tractor-Trailer drive a tractor-trailer combination or a truck with a capacity of at least 26,000 GVW, to transport and deliver goods, livestock, or materials in liquid, loose, or packaged form. May be required to unload truck. May require use of automated routing equipment. Requires commercial drivers' license.

First-Line Supervisors/Managers of Police and Detectives supervise and coordinate activities of members of police force. Tasks include explaining police operations to subordinates and assist them in performing their job duties as well as informing personnel of changes in regulations and policies, implications of new or amended laws, and new techniques of police work. They also supervise and coordinate the investigation of criminal cases, offering guidance and expertise to investigators, and ensuring that procedures are conducted in accordance with laws and regulations. investigate and resolve personnel problems within organization and charges of misconduct against staff, train staff in proper police work procedures, maintain logs, prepare reports, and direct the preparation, handling, and maintenance of departmental records, monitor and evaluate the job performance of subordinates, and authorize promotions and transfers, direct collection, preparation, and handling of evidence and personal property of prisoners, develop, implement and revise departmental policies and procedures, and may conduct raids and order detention of witnesses and suspects for questioning.

Detectives are plainclothes investigators who gather facts and collect evidence for criminal cases. Some are assigned to interagency task forces to combat specific types of crime. They conduct interviews, examine records, observe the activities of suspects, and participate in raids or arrests. Detectives and State and Federal agents and inspectors usually specialize in investigating one of a wide variety of violations, such as homicide or fraud. They are assigned cases on a rotating basis and work on them until an arrest and conviction occurs or until the case is dropped.

Government Property Inspectors and Investigators Investigate or inspect government property to ensure compliance with contract agreements and government regulations. Equal Opportunity Representatives and Officers monitor and evaluate compliance with equal opportunity laws, guidelines, and policies to ensure that employment practices and contracting arrangements give equal opportunity without regard to race, religion, color, national origin, sex, age, or disability. Both collect, identify, evaluate, and preserve case evidence, examine records, reports, and documents in order to establish facts and detect discrepancies. They also inspect government-owned equipment and materials in the possession of private contractors, in order to ensure compliance with contracts and regulations and to prevent misuse, inspect manufactured or processed products to ensure compliance with contract specifications and legal requirements, as well as locate and interview plaintiffs, witnesses, or representatives of business or government in order to gather facts relevant to inspections or alleged violations.

Property, Real Estate, and Community Association Managers plan, direct, or coordinate selling, buying, leasing, or governance activities of commercial, industrial, or residential real estate properties.

Security guards, also called security officers, patrol and inspect property to protect against fire, theft, vandalism, terrorism, and illegal activity. These workers protect their employer's investment, enforce laws on the property, and deter criminal activity and other problems. They use radio and telephone communications to call for assistance from police, fire, or emergency medical services as the situation dictates. Security guards write comprehensive reports outlining their observations and activities during their assigned shift. They also may interview witnesses or victims, prepare case reports, and testify in court.

Locomotive engineers are among the most experienced and skilled workers on the railroad. They operate large trains carrying cargo and passengers between stations. Most engineers run diesel-electric locomotives, although a few operate locomotives powered electrically.

Fire fighters help protect the public against these dangers by responding to fires and a variety of other emergencies. In addition to putting out fires, they are frequently the first emergency personnel at the scene of a traffic accident or medical emergency and may be called upon to treat injuries or perform other vital functions.

Microbiologists investigate the growth, structure, development, and other characteristics of microscopic organisms, such as bacteria, algae, or fungi. Includes medical microbiologists who study the relationship between organisms and disease or the effects of antibiotics on microorganisms.

Dietitians and nutritionists plan food and nutrition programs and supervise the preparation and serving of meals. They help to prevent and treat illnesses by promoting healthy eating habits and recommending dietary modifications, such as the use of less salt for those with high blood pressure or the reduction of fat and sugar intake for those who are overweight. Dietitians manage food service systems for institutions such as hospitals and schools, promote sound eating habits through education, and conduct research. Major areas of practice include clinical, community, management, and consultant dietetics.

Payroll and Timekeeping Clerks compile and post employee time and payroll data. May compute employees' time worked, production, and commission. May compute and post wages and deductions. May prepare paychecks.

Foresters manage forested lands for a variety of purposes. Those in private industry may manage company-owned forest land or procure timber from private landowners. Company forests usually are managed to produce a sustainable supply of wood for company mills. Procurement foresters contact local forest owners and gain permission to take inventory of the type, amount, and location of all standing timber on the property, a process known as timber cruising. These foresters then appraise the timber's worth, negotiate its purchase, and draw up a contract for procurement, and subcontract with loggers. Throughout the process, foresters maintain close contact with the subcontractor's workers and the landowner to ensure that the work meets the landowner's requirements, as well as Federal, State, and local environmental specifications.

Lodging Managers are responsible for keeping their establishments efficient and profitable. In a small establishment with a limited staff, the manager may oversee all aspects of operations. However, large hotels may employ hundreds of workers, and the general manager usually is aided by a number of assistant managers assigned to the various departments of the operation. In hotels of every size, managerial duties vary significantly by job title. In full-service hotels, lodging managers help their guests have a pleasant stay by providing many of the comforts of home, including cable television, fitness equipment, and voice mail, as well as specialized services such as health spas. For business travelers, lodging managers often schedule available meeting rooms and electronic equipment, including slide projectors and fax machines.

Bartenders mix and serve drinks to patrons, directly or through waitstaff.

Sales Representatives for services demonstrate their products and advise clients on how using these products can reduce costs and increase sales. They market their company's products to individuals, manufacturers, wholesale and retail establishments, construction contractors, government agencies, and other institutions. Sales representatives spend much of their time traveling to and visiting with prospective buyers and current clients. During a sales call, they discuss the client's needs and suggest how their merchandise or services can meet those needs. They may show samples or catalogs that describe items their company stocks and inform customers about prices, availability, and ways in which their products can save money and boost productivity.
