

Enterprising—The “Persuaders”

People who like to work with people, influencing, persuading, performing, leading or managing for organizational goals or economic gain.

ARE YOU?

Self-confident
Assertive
Sociable
Persuasive
Enthusiastic
Energetic
Adventurous
Popular
Impulsive
Ambitious
Inquisitive
Agreeable
Talkative
Extroverted
Spontaneous
Optimistic

CAN YOU?

Initiate Projects
Convince People to Do Things Your Way
Sell Things or Promote Ideas
Give Talks or Speeches
Organize Activities

LIKE TO

Make Decisions Affecting Others
Be Elected to Office
Win a Leadership or Sales Award
Start Your Own Business or Service
Campaign Politically
Meet Important People
Have Power or Status

HOBBIES

Discussing Politics
Reading Business Journals
Watching the Stock Market
Attending Meetings & Conferences
Selling Products
Leading Campus of Community Organizations

CAREER POSSIBILITIES (Holland Code)

Advertising Executive (ESA)	Emergency Medical Technician (ESI)	Manufacturer's Rep. (ESA)
Advertising Sales Rep. (ESR)	Financial Planner (ESR)	Office Manager (ESR)
Automobile Sales Worker (ESR)	Flight Attendant (ESA)	Public Relations Rep.
(EAS)		
Barber/Hairdresser (ESR)	Food Service Manager (ESI)	Real Estate Agent (ESR)
Bartender (ERC)	Foreign Service Officer (ESA)	Real Estate Manager (ESR)
Benefits Manager (ESA)	Funeral Director (ESR)	Reservations Agent (ESC)
Branch Manager (ESA)	Health Care Executive (ECR)	Restaurant Manager (EAS)
Buyer (ESA)	Hotel Manager (ESR)	Retail Sales Person (ESR)
Claims Adjuster (ESR)	Housekeeper (ESR)	Retail Store Manager (ESR)
Computer Operator (ESI)	Industrial Engineer (EIR)	Sales Manager (ESA)
Cook/Chef (ESR)	Insurance Agent (ECS)	Sales Representative (ERS)
Credit Analyst (EAS)	Insurance Manager (ESC)	Social Service Director (ESA)
Credit Manager (ERS)	Interpreter (ESA)	Stockbroker (ESI)
Dental Assistant (E)	Journalism (EAS)	Tax Accountant (ECS)
Educational—Training Manager (EIS)	Lawyer/Attorney (ESA)	Traffic Manager (ESC)
Educational Administrator (ESA)	Lobbyist (ESA)	Travel Agent (ECS)
		Urban Planner (ESI)