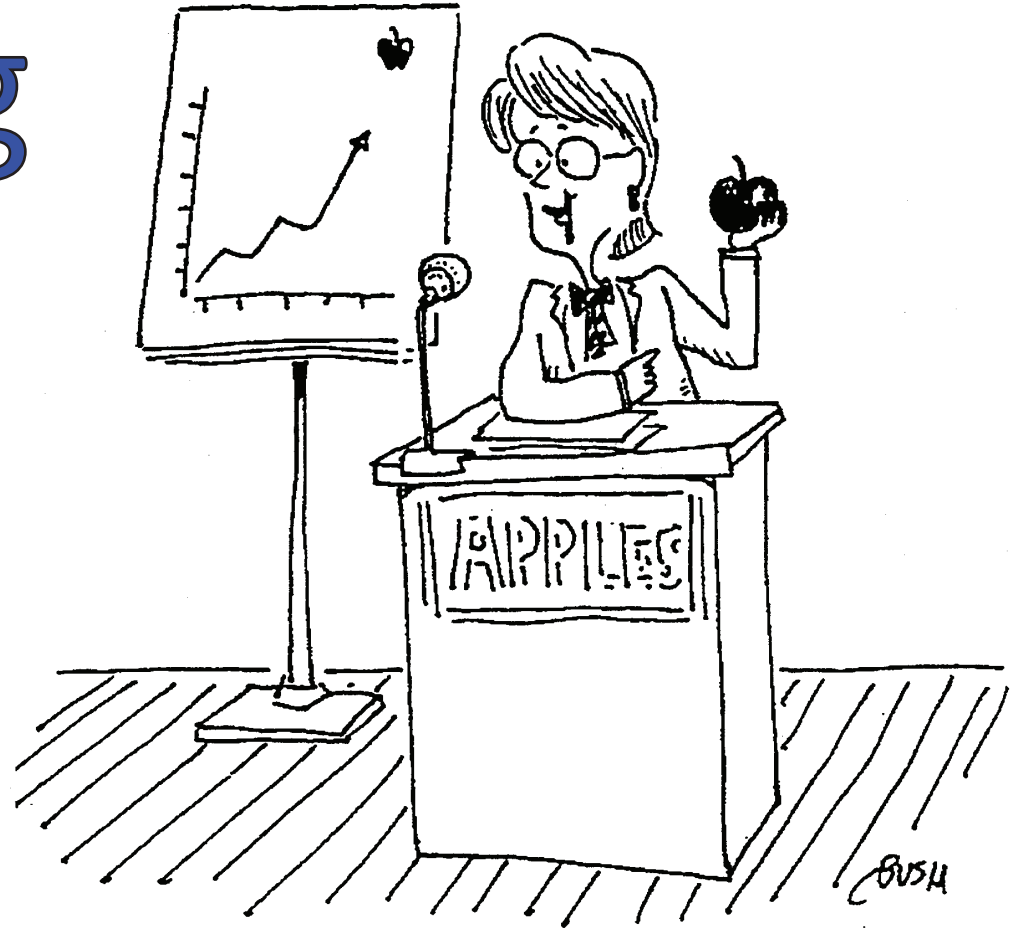


# Enterprising

**Enterprising** people like to work with people – influencing, persuading or performing, or leading or managing for organizational goals or for economic gain.

## **I am *Enterprising* if:**

- I like to lead and persuade people, and to sell things or ideas.
- Compared to persons my age, I am good at leading people and selling things or ideas.
- I value success in politics, leadership, or business.
- I am energetic, ambitious, and sociable.



**Enterprising** people use their verbal skills to persuade rather than support others. They also value and pursue prestige and status.

# Enterprising

## The “Persuaders”

### Personality:

- Adventurous
- Leadership
- Persuasive
- Value political & economic matters

### Work Environments:

- Managerial roles in organizations
- Business driven
- Entrepreneurial
- Rewards monetary gains & achievements

### Sample Occupations:

- Agents and Business Managers of Artists, Performers, and Athletes (ESA)
- Computer and Information Systems Managers (ECI)
- Construction Managers (ERC)
- Credit Counselors (ESC)
- Education Administrators (ECI)
- Financial Examiners (ESC)
- Human Resources Managers (ESC)
- Industrial Engineers (EIR)
- Insurance Sales Agents (ESC)
- Judges and Magistrates (ES)
- Lawyers (ECI)
- Loan Officers (ESC)
- Medical and Health Services Managers (ESI)
- Meeting, Convention, and Event Planners (ECS)
- Morticians, Undertakers, and Funeral Directors (ESC)
- Paralegals and Legal Assistants (ECS)
- Property, Real Estate, and Community Association Managers (EC)
- Public Relations Specialists (EAS)
- Purchasing Managers (ECS)
- Sales Managers (EC)
- Securities, Commodities, and Financial Services Sales Agents (ECS)