

Case Study B (Nancy Design / Career Funnel

Occupations

1. Talent Directors

Audition and interview performers to select most appropriate talent for parts in stage, television, radio, or motion picture productions

2. Social and Community Service Managers

Plan, direct, or coordinate the activities of a social service program or community outreach organization. Oversee the program or organization's budget and policies regarding participant involvement, program requirements, and benefits. Work may involve directing social workers, counselors, or probation officers.

3. Human Resources Managers

Plan, direct, or coordinate human resources activities and staff of an organization.

4. Chief Executives

Determine and formulate policies and provide overall direction of companies or private and public sector organizations within guidelines set up by a board of directors or similar governing body. Plan, direct, or coordinate operational activities at the highest level of management with the help of subordinate executives and staff managers.

Personality

1. **Dominant** - bold, self-reliant, results-oriented, and naturally want to take the lead.
2. **Extroverted** - outgoing and a natural people person who likes meeting strangers; you are enthusiastic and good at networking.
3. **Detached** - tough-minded and good at making objective decisions, sometimes impatient, and you like to keep things moving
4. **Adventurous** - ambitious and competitive and you are attracted by a challenge

Vocational

Interest

1. International
2. Religious
3. Management Sales
4. Artistic

Skills / Ability

5. Artistic
6. Organizing
7. Marketing
8. Analytical

Work Environment

1. Variety
2. Challenge
3. Adventure/Risks
4. Independence

Work Outcome

1. Leadership
2. Helping Others
3. Intellectual stimulation
4. Continuing education

Life Values

1. Serve God
2. Family
3. Integrity
4. Leisure

4 of 4 Match