Case B: Nancy's Design/Career Funnel

Occupations
International Trade Entrepreneur
Sales/Marketing Manager
Overseas Missionary

Personality

Factors
Detached (30)
Dominant (29)
Adventurous (26)
Innovative (19)

Sub-Factors
Neutral(30) Questioning(30) Objective(29)
Assertive(26) Blunt(20)
Daring(23) Ambitious(21)
Imaginative(22)

Vocational Interests

Supporting
Law/Politics
Communication
Writing
Self-employ

International
Languages
Religious
Management/Sales

Lifestyle
Art
Performing

Skills / Ability

Organizing   Marketing
Analytical   Managing   Interpersonal

Work Environment

Variety   Challenge
Adventure/Risks   Independence

Work Outcome

Leadership   Helping Others
Intellectual Stimulation   Continuing Education

Life Values

Serve God   Family
Integrity   Leisure

4 of 4 Match