

CHAPTER
11

DISC and Career Match

Activity: Individual

⌚ 20 MINUTES

Materials: Students will need the activity handout and may also use foundationsU.com (optional).

Objectives: The purpose of this activity is to apply knowledge gained from individual assessment of personality traits and characteristics to various career options.

STANDARD Income and Careers Standard 1:

Explore career options.

- Compare personal skills and interests to various career options.

Procedure

In each box, have students circle each word or phrase that describes a consistent character trait of yours. You should find groupings in 1 or 2 categories. Then turn to the next page for corresponding career areas.

Students may go to foundationsU.com and take the DISC Profile test online or use the following written activity

Dominance (Driver)

Likes Authority
Takes Charge
Controlling
Bold
Decision Maker
Enterprising
Task Oriented
Overlooks Detail
Not Careful of Other's Feelings
Adventurous
Determined
Self-reliant
Independent
Confident
Very Direct

Influencing (Expressive)

Enthusiastic
Visionary
Takes Risks
Spontaneous
Enjoys Change
Group Oriented
Likes Variety
Creative New Ideas
Optimistic
Infectious Laughter
Inspirational
Initiator
Promoter
Can Waste Time
Entertains Others

Steadiness (Amiable)

Calm
Loyal
Nurturing
Dry Humor
Sympathetic
Conscientious
Peace Maker
Enjoys Routine
Understanding
Avoids Conflict
Dislikes Change
Maintains Low Profile
Can Be Slow to Act
Good Listener
Reliable

Compliance (Analytical)

Predictable
Controlled
Perfectionist
Diplomatic
Inquisitive
Accurate
Orderly
Factual
Loves Detail
Conscientious
Reserved
Discerning
Precise
Scheduled
Sensitive

DISC and Career Match (1/2)

Directions

In each box, circle each word or phrase that describes a consistent character trait of yours. You should find groupings in 1 or 2 categories. Then turn to the next page for corresponding career areas.

Dominance (Driver)

Likes Authority
Takes Charge
Controlling
Bold
Decision Maker
Enterprising
Task Oriented
Overlooks Detail
Not Careful of Other's Feelings
Adventurous
Determined
Self-reliant
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Steadiness (Amiable)

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Loyal
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Sympathetic
Conscientious
Peace Maker
Enjoys Routine
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Avoids Conflict
Dislikes Change
Maintains Low Profile
Can Be Slow to Act
Good Listener
Reliable

Compliance (Analytical)

Predictable
Controlled
Perfectionist
Diplomatic
Inquisitive
Accurate
Orderly
Factual
Loves Detail
Conscientious
Reserved
Discerning
Precise
Scheduled
Sensitive

DISC and Career Match (2/2)

Career Matches

Dominance (Driver)

Manufacturer's Representative
Lobbyist
Business Manager
Fire Marshal
Travel Guide
Principal
Fashion Coordinator
Landscape Architect
Sales Agent, Insurance
Production Coordinator
Show Host/Hostess
Manager, Customer Services
Sales Agent, Real Estate
Announcer
Writer
Entrepreneur
Business Owner

Influencing (Expressive)

Training Representative
Clergy Member
Manager, Advertising
Preschool Teacher
Arbitrator
Sales Agent
Administrator, Health Care
Home Economist
Actor/Actress
Reporter
Office Manager
Insurance Sales
Optometrist
Illustrator
Faculty Member
Interior Design

Steadiness (Amiable)

Investigator
Pharmacist
Physical Instructor
Psychologist
Survey Worker
Counselor
Social Worker
Teacher, Secondary School
Correspondence Clerk
Market Research Analyst
Veterinarian
Nurse
Podiatrist
Programmer
Lab Technician
Chiropractor
Librarian

Compliance (Analytical)

Medical Record Technician
Nurse, Licensed Practical
Nurse, General Duty
Secretary
Accountant
Job Analyst
Mail Clerk
Caseworker
Architect
Biochemist
District Ext. Service Agent
Geologist
Physical Assistant
Historian
Environmental Analyst
Airplane Pilot
Painter