

# Now that you've been offered the job do you really want it?

## Matching the work environment to your strengths

PERSONAL STYLE SCALE		25	CLEAR	35	MIDRANGE	45	55	65	CLEAR	75	STD SCORE
<b>Work Style</b>	Prefers working alone; enjoys data, ideas, or things; reserved						53				53
<b>Learning Environment</b>	Prefers practical learning environments; learns by doing; prefers short-term training to achieve a specific goal or skill						55				55
<b>Leadership Style</b>	Is not comfortable taking charge of others; prefers to do the job rather than direct others; may lead by example rather than by giving directions						55				55
<b>Risk Taking</b>	Dislikes risk taking; likes quiet activities; prefers to play it safe; makes careful decisions						55				55
<b>Team Orientation</b>	Prefers accomplishing tasks independently; enjoys role as independent contributor; likes to solve problems on one's own						43				43

### Career Development Process

#### IDENTIFYING STRENGTHS:

- |                     |                  |                   |                 |
|---------------------|------------------|-------------------|-----------------|
| Organizer           | Decisiveness     | Action-Oriented   | Analytical      |
| Follow-through      | Maintain Systems | Problem-Solver    | Adaptability    |
| Technical Expertise | Risk Taker       | Crisis Management | Ability to Sell |
| Enthusiasm          | Developer        | Build Consensus   | People Skills   |
| Persuasive          | Motivating       | Encouraging       | Negotiating     |
| Imaginative         | Purposeful       | Creative          | Visionary       |
| Planning            | Achieving        | Activating        | Competitive     |
| Connecting          | Contextual       | Deliberative      | Discipline      |
| Empathy             | Fairness         | Strategic         | Focused         |
| Futuristic          | Harmonizing      | Ideation          | Inclusive       |
| Individual          | Input            | Intellectual      | Learner         |
| Maximizing          | Positivity       | Relational        | Responsible     |
| Restorative         | Self-Assured     | Other: _____      | Other: _____    |

HOW CAN YOUR STRENGTHS HELP IN ACHIEVING YOUR CAREER?

## Career Exploration Activity: My Preferences at Work

Read below and (✓) the boxes beside the phrases that most accurately describe you.

### Direction of Energy

#### Extraversion (E)

- I like to talk over each step of my career search.
- I will best discover what I really want by discussing things with others.

#### Introversion (I)

- I want to think about my career options carefully on my own.
- I will announce my career decision after Solitary reflection.

### Gathering Information

#### Sensing (S)

- I am most interested in the facts of the job: salary, benefits, location.
- I want a good job now.

#### Intuition (N)

- I am more interested in the job's potential than in current realities.
- I want to get on a good career path.

### Making Decisions

#### Thinking (T)

- My career decision must be made by logical analysis
- I will rationally consider all the alternatives to make the right choice

#### Feeling (F)

- My career choice will reflect what (or who) I most important at this time.
- I must consider how my career decision affect me and my significant others.

### Dealing with the Outer World

#### Judging (J)

- I plan to achieve my goal in 6 mths.
- My career goal is the endpoint on a calibrated time line

#### Perceiving (P)

- I wonder where I'll be in 6 mths
- My career goal is the starting point on a flexible time line.

<b>EXTRAVERSION</b> Initiating    Expressive Gregarious    Active Enthusiastic	<b>INTROVERSION</b> Receiving    Contained Intimate    Reflective Quiet
<b>SENSING</b> Concrete    Realistic Practical    Experiential Traditional	<b>INTUITION</b> Abstract    Imaginative Conceptual    Theoretical Original
<b>THINKING</b> Logical    Reasonable Questioning    Critical Tough	<b>FEELING</b> Empathetic    Compassionate Accommodating    Accepting Tender
<b>JUDGING</b> Systematic    Planful Early Starting    Scheduled Methodical	<b>PERCEIVING</b> Casual    Open-Ended Pressure-Prompted Spontaneous    Emergent

Circle your preference for each section. Then find the people with your similar preference and brainstorm on the type of work activities you find enjoyable. After 2 minutes, find your group with the same preference for the next section and so on.

PREFERENCE	ENJOYABLE ACTIVITIES
1. Extraversion / Introversion	
2. Sensing / Intuition	
3. Thinking / Feeling	
4. Judging / Perceiving	

List 5 key questions you want to know before you accept the offer:

---

---

---

---

---

# MIND THE MATTERS & TBBJ SMART SERIES



Please join Robin Lavitch, M.A., C.P.C., founder of Surpass Your Goal and the Tampa Bay Business Journal for a working lunch on July 17<sup>th</sup> from 11:30-1 PM.



*MIND The Matters* is a highly interactive and experiential workshop that will change how you view the world. The four behavioral styles: **Motivator**, **Investigator**, **Nurturer**, and **Director** each have strengths and challenges in handling change. In this series, you will learn how to identify the styles by appearance and body language within seconds to motivate and inspire all the styles to **embrace change and minimize resistance**.

#### AGENDA:

11-11:30 AM  
Mingle and find  
Seats

11:30-12:30 PM  
Program and  
Lunch

12:30 – 1 PM  
Questions

#### THE WORKSHOP WILL FOCUS ON:

- **Managing change in the workplace**
- **Improving communication between colleagues and clients**
- **Referral generation strategies to increase sales**

WORKSHOP INCLUDES:  
printed materials,  
lunch and attendee list



When: July 17<sup>th</sup>  
Where: Capital Grill  
International Plaza

CLE: ½ credits

Cost: \$35

*Must RSVP to attend  
Deadline by July 15th*

Contact: Jennifer Bentson at  
[jbentson@bizjournals.com](mailto:jbentson@bizjournals.com)

Or visit online:  
[www.bizjournald.com/tamabay/calendar/](http://www.bizjournald.com/tamabay/calendar/)



[www.SURPASSYOURGOAL.COM](http://www.SURPASSYOURGOAL.COM)

FORMERLY 

Contact: Jennifer Bentson  
813-342-2464  
[jbentson@bizjournals.com](mailto:jbentson@bizjournals.com)

