People who like to work with data, have clerical or numerical ability, carry out tasks in detail or follow-through on others’ instructions.

- Accountants
- Bookkeepers
- Data Processors
- Paralegals
- Engineers*
- Woodworkers
- Drafters
- Electricians
- Actuaries
- Computer Operators
- Medical Records Technicians
- Insurance Adjusters/

**REALISTIC**
The “Do-ers”

People who have athletic or mechanical abilities, prefer to work with objects, machines, tools, plants, animals or to be outdoors.

- Mechanics
- Carpenters
- Radiologic Technologists
- Corrections/Police Officers
- Physicians
- Medical Lab Technologists
- Computer Programmers
- Management Consultants
- Engineers*
- Software Engineers
- College Professors
- Engineers*
- Psychologists
- Management Consultants

**INVESTIGATIVE**
The “Thinkers”

People who like to observe, learn, investigate, analyze, evaluate or solve problems.

- Physicians
- Psychologists
- Software Engineers
- Engineers*
- Management Consultants
- College Professors
- Physicians
- Psychologists
- Management Consultants
- College Professors

**CONVENTIONAL**
The “Organizers”

People who like to work with data, have clerical or numerical ability, carry out tasks in detail or follow-through on others’ instructions.

**ENTERPRISING**
The “Persuaders”

People who like to work with people, influencing, persuading, performing, leading or managing for organizational goals or economic gain.

- Real Estate Agents
- Travel Agents
- Financial Planners
- Managers/CEOs*
- Politicians
- Food Service Managers
- Sales Representatives
- Bartenders
- Stockbrokers
- Counselors*
- Ministers/Chaplains
- Social Workers
- Speech Pathologists
- Human Resources
- Teachers
- Dieticians
- Trainers
- Nurses

**ARTISTIC**
The “Creators”

People who have artistic, innovating or intuitional abilities and like to work in unstructured settings using their imagination and creativity.

- Advertising Executives
- Architects
- Copywriters
- Landscape Architects
- Museum Curators
- Graphic Designers
- Technical Writers
- Journalists
- Dancers
- Actors/Actresses
- Attorneys
- Librarians
- Writers/Editors
- Translators

**SOCIAL**
The “Helpers”

People who like to work with people to enlighten, help, train or cure them, or are skilled with words.

- Real Estate Agents
- Travel Agents
- Financial Planners
- Managers/CEOs*
- Politicians
- Food Service Managers
- Sales Representatives
- Bartenders
- Stockbrokers
- Counselors*
- Ministers/Chaplains
- Social Workers
- Speech Pathologists
- Human Resources
- Teachers
- Dieticians
- Trainers
- Nurses

* Taken from SDS, Holland, *You and Your Career*