

# WHO AM I?

## Self Knowledge

*How will you be able to identify potential career options if you don't know who you are or what you want?*

A critical part of career-decision making is assessing who you are: understanding your interests, values, skills, motivations, and preferences. With self-knowledge comes the ability to recognize career-related information that either fits you or does not. This information helps clarify your potential career paths and guides you through different life transitions.

The following self-assessment exercises are designed to aid with your self-reflection. You are strongly encouraged to complete one or more of the exercises and make an appointment with a career counselor to discuss. Contact the Career Development Center to schedule an appointment.

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## Functional/Transferable Skills Checklist

Over the years, you have developed many skills from your total life experiences including coursework, extra-curricular activities, leisure pursuits, etc. If you have researched topics and written reports or edited and presented papers for classes, you have used skills that are not limited to just one discipline but are transferable to many different occupations or disciplines. A prospective employer expects you to be able to apply the skills you have learned in college and in everyday life to the work environment. Use the following checklist to identify some of your transferable skills. The following skills are arranged in “skill clusters.” Within each skill cluster, there are a number of related skills. Place a check in the box next to the skill that you **enjoy** using and in which you feel competent. Remember competency does not imply perfection.

### Verbal Communication

- Perform and entertain before groups
- Speak well in public appearances
- Confront and express opinions without offending
- Interview people to obtain information
- Handle complaints\_\_in person\_\_over phone
- Present ideas effectively in speeches or lecture
- Persuade/influence others to a certain point of view
- Sell ideas, products or services
- Debate ideas with others
- Participate in group discussions and teams

### Nonverbal Communication

- Listen carefully and attentively
- Convey a positive self image
- Use body language that makes others comfortable
- Develop rapport easily with groups of people
- Establish environment to support learning
- Express feelings through body language
- Promote concepts through a variety of media
- Respond to non-verbal cues
- Model behavior or concepts for others

### Written Communication

- Write technical language, reports, manuals
- Write poetry, fiction plays
- Write grant proposals
- Prepare and write logically written reports
- Write copy for sales and advertising
- Edit and proofread written material
- Prepare revisions of written material
- Utilize all forms of technology for writing
- Write case studies and treatment plans
- Demonstrate expertise in grammar and style

### Train/Consult

- Teach, advise, coach, empower
- Conduct needs assessments
- Use a variety of media for presentation
- Develop educational curriculum and materials
- Create and administer evaluation plan
- Facilitate a group
- Explain difficult ideas, complex topics
- Assess learning styles and respond accordingly
- Consult and recommend solutions
- Write well organized and documented reports

### Analyze

- Study data or behavior for meaning and solutions
- Analyze quantitative, physical and/or scientific data
- Write analysis of study and research
- Compare and evaluate information
- Systematize information and results
- Apply curiosity
- Investigate clues
- Formulate insightful and relevant questions
- Use technology for statistical analysis

### Research

- Identify appropriate information sources
- Search written, oral and technological information
- Interview primary sources
- Hypothesize and test for results
- Compile numerical and statistical data
- Classify and sort information into categories
- Gather information from a number of sources
- Patiently search for hard-to-find information
- Utilize electronic search methods

## **Plan and Organize**

- ❑ Identify and organize tasks or information
- ❑ Coordinate people, activities and details
- ❑ Develop a plan and set objectives
- ❑ Set up and keep time schedules
- ❑ Anticipate problems and respond with solutions
- ❑ Develop realistic goals and action to attain them
- ❑ Arrange correct sequence of information and actions
- ❑ Create guidelines for implementing an action
- ❑ Create efficient systems
- ❑ Follow through, insure completion of a task

## **Counsel and Serve**

- ❑ Counsel, advise, consult, guide others
- ❑ Care for and serve people; rehabilitate, heal
- ❑ Demonstrate empathy, sensitivity and patience
- ❑ Help people make their own decisions
- ❑ Help others improve health and welfare
- ❑ Listen empathically and with objectivity
- ❑ Coach, guide, encourage individuals to achieve goals
- ❑ Mediate peace between conflicting parties
- ❑ Knowledge of self-help theories and programs
- ❑ Facilitate self-awareness in others

## **Interpersonal Relations**

- ❑ Convey a sense of humor
- ❑ Initiate and maintain relationships
- ❑ Anticipate people's needs and reactions
- ❑ Express feelings appropriately
- ❑ Process human interactions, understand others
- ❑ Encourage, empower, advocate for people
- ❑ Create positive, hospitable environment
- ❑ Adjust plans for the unexpected
- ❑ Facilitate conflict management
- ❑ Communicate well with diverse groups/strive for cultural competency
- ❑ Listen carefully to communication

## **Leadership**

- ❑ Envision the future and lead change
- ❑ Establish policy
- ❑ Set goals and determine courses of action
- ❑ Motivate/inspire others to achieve common goals
- ❑ Create innovative solutions to complex problems
- ❑ Communicate well with all levels of the organization
- ❑ Develop and mentor talent
- ❑ Negotiate terms and conditions
- ❑ Take risks, make hard decisions, be decisive
- ❑ Encourage the use of technology at all levels

## **Management**

- ❑ Manage personnel, projects and time
- ❑ Foster a sense of ownership in employees
- ❑ Delegate responsibility and review performance
- ❑ Increase productivity and efficiency to achieve goals
- ❑ Develop and facilitate Work Teams
- ❑ Provide training for development of staff
- ❑ Adjust plans/procedures for the unexpected
- ❑ Facilitate conflict management
- ❑ Communicate well with diverse groups/strive for cultural competency
- ❑ Utilize technology to facilitate management

## **Financial**

- ❑ Calculate, perform mathematical computations
- ❑ Work with precision with numerical data
- ❑ Keep accurate and complete financial records
- ❑ Perform accounting functions and procedures
- ❑ Compile data and apply statistical analysis
- ❑ Create computer generated charts for presentation
- ❑ Use computer software for records and analysis
- ❑ Forecast, estimate expenses and income
- ❑ Appraise and analyze costs
- ❑ Create and justify organization's budget to others

**Administrative**

- Communicate well with key people in organization
- Identify and purchase necessary resource materials
- Utilize computer software and equipment
- Organize, improve, adapt office systems
- Track progress of projects and troubleshoot
- Achieve goals within budget and time schedule
- Assign tasks and sets standards for support staff
- Hire and supervise temporary personnel as needed
- Demonstrate flexibility during crisis
- Oversee communication, email and telephones
- Attend to detail

**Create and Innovate**

- Visualize concepts and results
- Intuit strategies and solutions
- Execute color, shape and form
- Brainstorm and make use of group synergy
- Communicate with metaphors
- Invent products through experimentation
- Express ideas through art form
- Create images through, sketches, sculpture, etc.
- Utilize computer software for artistic creations
- Remember faces, accurate spatial memory

**Construct and Operate**

- Assemble and install technical equipment
- Build a structure, follow proper sequence
- Understand blueprints and architectural specs
- Repair machines
- Analyze and correct plumbing or electrical problems
- Use tools and machines
- Master athletic skills
- Landscape and farm
- Drive and operate vehicles
- Use scientific or medical equipment

**Other**

- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_

When you have completed the whole exercise, choose your four favorite “clusters.” (those clusters in which you have the most checks.) Then arrange them in order of greatest enjoyment/satisfaction for you.

1. Cluster:

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2. Cluster:

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3. Cluster:

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4. Cluster:

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## VALUES CLARIFICATION EXERCISE

All of the following values are worthwhile. Put a check mark next to the TEN most important to you. You may write in other values if your top values are not on this list. After checking off your top TEN choices, circle FIVE that are most important to you.

- \_\_\_ ACHIEVEMENT (sense of accomplishment by means of skills, practice, perseverance, or exertion)
- \_\_\_ ADVANCEMENT (Moving forward in your career through promotions)
- \_\_\_ AESTHETICS (caring about harmony and appreciating the beauty of ideas, things, etc.)
- \_\_\_ AUTONOMY (working independently, determine the nature of your work without significant direction from others)
- \_\_\_ CHANGE & VARIETY (varied, frequently changing work responsibilities and/or work settings)
- \_\_\_ COMPETITION (Pit your abilities against others where there is clear win/lose outcomes)
- \_\_\_ CREATIVITY (being imaginative, innovative)
- \_\_\_ FAMILY HAPPINESS (being able to spend quality time and develop relationships with family)
- \_\_\_ FRIENDSHIP (develop close personal and collegial relationships)
- \_\_\_ HEALTH (Physical and psychological well-being)
- \_\_\_ HELP OTHERS (be involved in helping people in a direct way, individually or in a group.)
- \_\_\_ HELP SOCIETY (do something to contribute to the betterment of the world)
- \_\_\_ INTEGRITY (sincerity and honesty)
- \_\_\_ KNOWLEDGE/WISDOM (understanding gained through study and experience)
- \_\_\_ LEISURE (have time for hobbies, sports, activities and interests)
- \_\_\_ LOCATION (place conducive to your lifestyle and allows you to do the things you enjoy most)
- \_\_\_ LOYALTY (steadfastness and allegiance)
- \_\_\_ PLEASURE (seeking enjoyment and gratification)
- \_\_\_ POWER (authority)
- \_\_\_ PRESTIGE (status, a high level of standing among others)
- \_\_\_ RECOGNITION (getting acknowledged for your contribution)
- \_\_\_ SPIRITUALITY (seeking inner harmony, loyalty to one's beliefs)
- \_\_\_ STABILITY/SECURITY (being certain, sure of something, not likely to change over a long period of time)
- \_\_\_ TEAMWORK (working together productively and cooperatively)
- \_\_\_ WEALTH (Profit, gain, making a lot of money)

\_\_\_ \_\_\_\_\_  
\_\_\_ \_\_\_\_\_

The five values that are most important to you:

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_

## Interests

The following activities/topics are of interest to many people. Circle any that interest you. **Do not worry whether or not there seems to be any direct connection to a career.** The list is not exhaustive, so use your imagination and add any interest you have which is not listed.

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|---|--|---|
| Drawing<br>Gardening/Horticulture<br>Tennis<br>Bird-watching<br>Construction<br>Research<br>Education<br>Travel<br>Camping<br>Photography<br>Religion<br>Counseling<br>Health Care<br>Chemical Abuse<br>Rehabilitation<br>Foreign Languages<br>Consumer Advocacy<br>Climbing<br>Urban Planning<br>Animals<br>Automobiles<br>Mathematics<br>Finance<br>Innovations | Television<br>Human Rights<br>Investments<br>Criminal Justice<br>Cooking<br>Writing<br>Design<br>Politics<br>Carpentry<br>Music<br>Dance<br>Selling<br>World Hunger<br>Home decorating<br>Architecture<br>Transportation<br>Yoga<br>Environmental Issues<br>Computer Technology<br>Sewing<br>Law<br>International Affairs<br>Labor-Employee<br>Relations | Stamp Collecting<br>Electronic Equipment<br>Back-packing<br>Driving<br>Theater<br>Aerospace<br>Outer-space<br>Energy<br>Sports<br>Video games<br>Landscaping<br>Scuba Diving<br>Aviation<br>Real Estate<br>History<br>Military Affairs<br>Science<br>Others: _____<br>_____<br>_____<br>_____<br>_____<br>_____ |
|---|--|---|

Review those you have circled and develop a prioritized list of those interests, which if possible, you would like to directly connect to your work.

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_

## What are Your Interests?

1. What are your favorite hobbies? What do you do in your free time?
2. What do you love to talk about?
3. What magazines or newspapers do you love to read? And what subjects do you like to read about?
4. What sections of the bookstore do you tend to gravitate toward?
5. What sites on the Internet do you tend to gravitate toward?
6. If you watch TV, and it's a game show, which categories would you pick? If it's an educational program, what kinds of subjects do you stop and watch?

## Summary

List Your Top Five Interests:

1.

2.

3.

4.

5.

## Self-Assessment Summary

### My Skill Summary:

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### The Five Values that are the Most Important to me:

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_

### My Top Five Interests:

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_

After completing your personal inventory, take a step back and look at the big picture. What patterns do you see? Do any occupations come to mind? Show this summary to other individuals, both family and friends, and ask them what occupational areas come to mind.

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Self-assessment is a process that is ongoing. Feel free to make an appointment with a Career Counselor and discuss what you do or do not see in your self-assessment. If you would like to explore further, ask about the Strong Interest Inventory and the Myers Briggs Type Indicator.

## EXAMPLE

### Self-Assessment Summary

#### My Skill Summary:

*I seek a position which communicating both written and verbal is central; specifically, I am good at researching and compiling primary and disparate information into a cohesive report form. I can write in both explanatory and persuasive form/materials. I am comfortable in a multi-cultural setting and have ability to co-ordinate people from many different backgrounds. I enjoy traveling and researching "on-site" in archives and museums.*

#### The Five Values that are the Most Important to me:

1. \_\_\_ *Family happiness*
2. \_\_\_ *Friendship*
3. \_\_\_ *Help society*
4. \_\_\_ *Knowledge/Wisdom*
5. \_\_\_ *Autonomy/Creativity*

#### My Top Five Interests:

1. \_\_\_ *Travel/research/history*
2. \_\_\_ *Studying culture/belief systems/mythology*
3. \_\_\_ *Movies*
4. \_\_\_ *Gardening/museums*
5. \_\_\_ *Reading*

After completing your personal inventory, take a step back and look at the big picture. What patterns do you see? Do any occupations come to mind? Show this summary to other individuals, both family and friends, and ask them what occupational areas come to mind.

- *Teaching*
- *Diplomacy/governmental*
- *Travel & Research*
- *Foreign liaison for an international corporation*
- *Museum fellow (teaching-researcher)*
- *Mediator*

Self-assessment is a process that is ongoing. Feel free to make an appointment with a Career Counselor and discuss what you do or do not see in your self-assessment.