

Your Career Match

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- TEST report
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Curious about your perfect career?

So are we

At Charles Sturt University we believe curiosity and passion lead us all on the path to greater knowledge.

Use the Your Career Match tool to identify your passions and explore the possibilities for your next career move.

www.CSU.edu.au/curious | 1800 334 733

Name: Sam Sample
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Choosing a career that's right for you

Suitability for a career is determined by a number of factors, including your personality style and passions. If you choose a career based on your natural talents you will be more productive and happier at work. When your strengths match the job it's a 'good fit'. The trick is to discover your 'right fit' early in your career. In our research, we've found that certain personality styles tend to do well in certain jobs. That's because each job has a "personality profile" of its own. The closer a person's style matches the job they are required to do, the happier, more productive and less stressed they will be.

Curiosity and passion can take you where you want to go

Depending on your personality style there are some jobs that just don't naturally fit you. You are most likely to excel in the career that fits your style, the one you're most comfortable in, the one you're passionate about and the one that gives you purpose and piques your curiosity to go as far as you can. Matching what you're curious and passionate about and what you do really well is one of life's challenges. Set a path based on who you are, and be the best you can be.

People or tasks, fast or slow

We each have an internal magnet. It's attracted to either **people** or **tasks**. Some people need **people** around them; it energises them, stimulates and excites them. They are great at jobs that require them to use their people skills. They inspire and motivate others, and work better surrounded by people and noise.

Those people, whose magnet is attracted to **tasks**, have their energy drained by being around people; they enjoy their own company, and prefer to work alone on detailed tasks. These people rely on fact and logic. They are persuaded by rational arguments, and emotion does not play a big part in their decision making.

The other factor that determines our personality style is our **internal motor**, or the speed at which we do things. This relates to how fast people do things. Some of us do things quickly. We want things done now. Others work at a much slower pace. We also want to get things done, but done correctly and in a considered manner. We decide slower, we are more cautious, we don't take risks and we are not impulsive.

CSU helps you decide

Your Career Match lists a number of career choices that match the talents you have. We don't expect that you'll be attracted to all of these. Select from the list the ones you find interesting and do your research and find out more about them. Our prospective student advisers can help you with any questions you might have. Check out the last page of the report for our contact details. Choosing to do a university degree will future-proof your career prospects. A degree gives you the flexibility to change direction and step up the career ladder.

MyCareerMatch

MyCareerMatch is a preference based survey that determines your personality style. Knowing your personality style gives you a distinct advantage when deciding on a career path for your future.

MyCareerMatch uses four style identifiers, **(D) DRIVER**, **(P) PROMOTER**, **(S) SUPPORTER** and **(A) ANALYSER**. When blended together in varying percentages, these four personality styles make us who we are.

Here are the key strengths of each style:

Drivers have a high desire to achieve. They are self-motivated, independent and highly individualistic. They like a fast-paced environment. They enjoy competition and challenge. They want to do it their way.

Promoters are independent, outgoing individuals who like socialising and meeting people. They are enthusiastic and optimistic. They make friends easily and are inspirational and popular.

Supporters are dependable, practical and kind people. They want to help others. They prefer to work in teams and they dislike rapid change. They prefer a secure and constant environment that is free of conflict.

Analysers are perfectionists who look to systems, rules and order within a structured environment. They are accurate and precise. They are reserved, detailed and logical, and follow rules and standards.

One style is not better than another

Most people prefer to think, communicate and behave in a different way to you. Often the way you personally 'prefer to do things' may not be the way others 'prefer to do things'. This doesn't make them better or worse, just different.

To do well in life you need to recognise these differences and understand that when people act differently it's not because they don't like you, it's just the way they do things.

Understanding people differences is essential to your personal and career success.



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Your style is

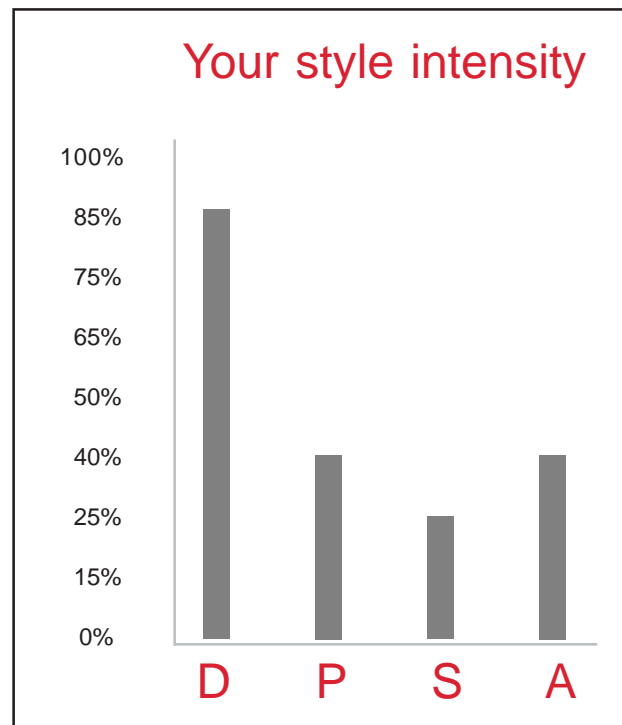
Dominant Style

Driver

This report identifies your personality style as a **Driver**. It is based on the answers you gave to the survey and will help you understand who you are and the natural talents you possess.

Most people are a combination of two styles and having both provides additional talents and an ability to utilise either at the appropriate time.

The first style is your **Dominant** style. This is the one that governs how you behave most of the time. The second style (if you have one) is your **Backup** style. It's like your co-pilot and kicks in when there's a need for balance and sound decision making.



People are a blend of four styles and each style has its own level of intensity.

The intensity percentages in this graph indicate how strongly each style influences your behaviour.

The highest percentage is your Dominant style. You can have one or two Backup styles. When styles are of equal percentage the order of priority is D, P, S then A.

Driver career options

For Drivers the ideal career is where they can make decisions, set goals and measure results. They enjoy power, control and independence. They are quick, decisive and are born leaders. They function best when carrying out responsibilities with authority. They don't like too much detail and are big picture people. They are comfortable with change and accept responsibility for their actions. Drivers are very much bottom line results oriented people. Drivers are more task and information driven and their people skills are not the greatest. They are rational decision makers where emotion is not a factor.

Types of occupations that best suit Drivers are: Business, Executives, Managers, Sales, Marketing, Logistics, Media Planners/Buyers, Producers, Project Management, Chefs, Entrepreneurs, Finance, Financial Planning, Brokers, Venture Capitalists, Mergers & Acquisitions, Consulting, Business Consultant, Management Consultant, Professional, Law, Technology, Creative, Planning & Development, Politics, Sales, Management, Scientific, Trades, Sports, Coaching, Pilots, Engineers, Medical.

In listing occupations that are popular among Drivers, it's important to note that there are successful people of all types in all occupations. However, the following are careers Drivers may find particularly satisfying.

Actor	Forrester	Production Manager
Athletic Coach	Franchisee	Production Supervisor
Auctioneer	Fund Management	Property Developer
Audiovisual Specialist	Industrial Teacher	Property Manager
Banking	Insurance Broker	Researcher
Business Consultant	Insurance Sales	Restaurant Owner
Business Owner	Investigator	Retail
Car Sales	Investor	Retail Franchisee
Chief Executive Officer	Land Developer	Sales Representative
Construction Manager	Landscape Architect	Self Employed
Consultants	Marketing	Sports Agent
Detective	Medical Equipment Technician	Sports Instructors
Energy and Resource Research	Merchandise Buyer	Sports Presenter
Entertainment Agent	Military Officer	Stockbroker
Entrepreneur	Mortgage Broker	Strategic Planning Consultant
Environmental Protection	News Reporter	Talk-Show Host
Equipment Sales	Paramedic	Technical Trainer
Farming	Photographer	Technologists
Financial Planner	Police Officer	Travel
Fitness Instructor	Production Director	Waste Management

Driver career courses

Below are the courses offered by CSU that match your **Driver** style.
The list is not exhaustive so we recommend you click this link to check out the courses at [Charles Sturt University](#).

Actor	Military Officer
Athletic Coach	Mortgage Broker
Auctioneer	News Reporter
Audiovisual Specialist	Paramedic
Banking	Photographer
Business Consultant	Police Officer
Business Owner	Production Director
Car Sales	Production Manager
Chief Executive Officer	Production Supervisor
Construction Manager	Property Developer
Consultants	Property Manager
Detective	Researcher
Energy and Resource Research	Researcher
Entertainment Agent (option 1)	Restaurant Owner
Entertainment Agent (option 2)	Retail
Entrepreneur	Retail Franchisee
Environmental Protection	Sales Representative
Equipment Sales	Self Employed
Farming	Sports Agent (option 1)
Financial Planner	Sports Agent (option 2)
Fitness Instructor	Sports Instructors
Forrester	Sports Presenter
Franchisee	Stockbroker
Fund Management	Strategic Planning Consultant
Industrial Teacher	Talk-Show Host
Insurance Broker	Technical Trainer (option 1)
Insurance Sales	Technical Trainer (option 2)
Investigator	Technologists
Investor	Travel
Land Developer	Waste Management
Landscape Architect	
Marketing	
Medical Equipment Technician	
Merchandise Buyer	

Your Driver style

As a **Driver**, you are strong-willed, independent, practical and decisive. Action oriented and results focused, you prefer jobs that are task rather than relationship oriented. You are assertive and like to tell others what to do. As Drivers tend to focus on the present, you are often prepared to take risks and can change your mind.

Drivers are entrepreneurs and are most comfortable when they are in control. You are competitive and thrive under pressure. Often confrontational, you exude energy, move faster, speak louder and decide more quickly than others. You are less interested in small talk and don't communicate your feelings too often or too freely.

Drivers are people who "want to get things done". While Supporters are meeting about it, Promoters are talking about it and Analysers are thinking about it, the Driver is doing something about it. Drivers are decisive and don't agonise over decisions. Great at time management, you love to be efficient. Drivers are self-starters and problem-solvers.

As a Driver you are an assertive and self-motivated person who is competitive in every aspect of your life. Despite an aggressive approach, you are somewhat reserved and reflective and have a need to explore new and interesting situations. You are exceedingly active and show urgency in most situations. You have an ability to bypass convention and are very strong-willed. You assume responsibility for all your dealings, are goal-minded and a strong decision maker. There are times when others can see you as too demanding, impatient and inflexible.

You enjoy working conditions that include having power, authority, prestige and challenges. You benefit from individuality, variety and advancement. You love to solve problems, make decisions and you are action oriented. You prefer to deal with people in a straightforward manner and appreciate others dealing with you in the same way. You don't ramble or engage in gossip, you dislike time-wasting and are de-motivated by failure. You hate being taken advantage of. Criticism or personal rejection doesn't upset you. You tend to gather the facts and move on without appearing to worry about being liked or not.

As a Driver you see yourself as fast-paced, businesslike and goal-oriented. You take responsibility for your own actions. You like to move forward and make decisions and not dwell on the past. You are able to deal with tough decisions and actions without getting personally involved. You usually make your own decisions.

Words that describe you

Strong willed, independent, practical, decisive, efficient, energetic, competitive, forceful, determined, enterprising, ambitious, demanding.

Your work-related strengths



*Content to
strengthen
your resume*

- Keen powers of observation, with an excellent memory of factual information
- Ability to see what needs doing and be realistic about what is necessary to complete the job
- Enjoyment of initiating and promoting projects
- Lots of energy and being active on-the-job
- Ability to adapt well to change and shift gears quickly
- Ability to make work exciting
- Practicality, realistic perceptions and good commonsense
- Process-oriented approach, creating a lively and no-nonsense atmosphere at work
- Flexibility and willingness to take risks and try new approaches

Ideal job environment

For Drivers it's working with facts and processes

Drivers are best where:

- There is freedom from control, supervision and details
- There are challenges and rewards
- Tasks can be broken down into measurable components
- Relationship skills are not required
- There is an opportunity to delegate and manage
- Activity moves at a rapid pace
- They can make decisions
- Results and accomplishment are rewarded



*Content to
strengthen
your
resume*

The qualities you bring to a job

- You accept challenges
- You value time
- You are prepared to take risks
- You get results
- You make decisions
- You solve problems
- You want authority
- You are very task oriented
- You enjoy troubleshooting

Things you like

- To think about the future
- New ideas
- A new challenge
- Activities that vary a lot
- To make things happen
- To show you can do it for yourself
- Things to move fast
- Be respected for what you can do
- Be in charge
- To focus on the big picture

What you are good at

- Overcoming obstacles
- Seeing the big picture
- Pushing the team ahead
- Accepting challenges
- Maintaining focus on goals
- Getting results
- Providing leadership
- Multi-tasking



How you make a difference



You make a difference by “being yourself”. Being yourself means using your strengths and the things you’re good at. But being yourself is not enough. You need to have skills and qualifications so that you can utilise your strengths to be the best you can be.

People with a DRIVER style similar to yours make a difference by:

Taking charge

Your leadership skills compel you to take charge and be in control. You make a difference when it’s needed to turn a business around or solve a problem because you are willing to back yourself. Your self-confidence and leadership qualities encourage others to follow and support you.

Setting high standards

Your natural instincts to win mean that you set high standards for yourself and others. You make a difference by encouraging others to be the best they can be and not to expect anything less than success. You respect loyalty and hard work.

Taking up the challenge

You enjoy a challenge that uses your ability to think outside the box, be innovative and take action. You make a difference by encouraging others to get on with it, take calculated risks and challenge themselves.

Giving expert advice

Even though you like to be in control and want things done your way, you make a difference by being open to advice by experts and will take this on board. You are also prepared to give advice and this is one of your strengths. You’re a quick learner and value advice either when giving or receiving.

Being a creative thinker

You make a difference by being a visionary, a “future oriented” person who doesn’t look back. You are good at developing plans, schemes and concepts, sometimes the bigger the better. Nothing is impossible. You use a logical approach to design and innovation.

Catching on quickly

You make a difference by catching on quickly about how to do a job or what a project needs. You value the skills you have and those of others and are ready to employ their expertise to achieve the outcome you seek.

Solving problems

You are a natural and gifted problem solver. You make a difference by being able to get to the core of a problem and provide solutions that work. You see the problem as a challenge rather than a setback, and this gives you the clarity to see through it.

Managing conflict

Conflict is not a problem for you. You’re comfortable with it, provided it is dealt with in a logical, non-emotional way. You make a difference by staying calm in mediating disputes and bringing conflict to an end.

Looking at the big picture

You prefer to work with the big picture, the big idea, rather than get into the detail of it all. You make a difference by your rational approach that allows you to see how things connect. Your visionary approach lets you see how everything relates to each other and where problems may arise. This is why Drivers tend to be the entrepreneurs of society.

Your learning style

Drivers are commonsense learners. They perceive information factually and process it by doing. They have a clear and commonsense understanding of how things work and how useful things are going to be to them. They need to know that what they are learning is practical and useful. If they can't connect with the subject they will have difficulty in learning about it.

Drivers learn by testing, tinkering, experimenting and finding out for themselves. This process helps them become excellent problem-solvers and implement new ideas and applications in their future jobs. They learn best with hands-on technique and once they have it they quickly master it. Drivers are pragmatic, they need closure and they like to get things done. They thrive in the company of competent people who excel at problem-solving. Drivers need to get to the "heart" of things.

In the classroom Drivers like to be presented with information that is well structured, straight to the point and concise. They like to see charts and diagrams and are mostly big picture people. Drivers are not keen on detail. Driver students like to work hard, particularly if they are challenged. If you're underperforming then you're not being challenged enough. You want results and learn best in a competitive environment.

Drivers organise information in ways that are personally meaningful using flow charts, mind maps, out-lines and flash cards. Try summarising what you've learnt. Bullet-point the most important concepts. Relate these to how you would use them outside school. Set deadlines for yourself and keep to a plan.

Drivers see education as a means to an end. A good education will simply help you achieve personal success faster and better.

Personal development

Everyone can improve. Here are a few suggestions for Drivers.

- Take on difficult assignments
- Discover how to verbalise your reasons for your conclusions
- Accept the importance of other people's limits and boundaries, even if you disagree with them
- Work on ways to constructively deal with anger
- Understand that occasional failure is a part of life and doesn't mean that you are a failure
- Realise the effect your actions have on others
- Try to slow down, and take time out to relax more
- Compliment others, it's important to do so
- Become more patient and less argumentative
- Learn to listen more effectively to others; they can have good ideas too!
- Say "I'm sorry" when you should
- Take more time before you rush into things

What we admire about you

These are some things we like about your style.

- You are a determined person
- You have confidence in yourself
- You aren't easily sidetracked
- You can't be pushed into doing something that you don't want to do
- You say exactly what you think
- You set your mind on something and go after it with everything you have
- You feel able to handle things on your own
- You really stick with things that interest you
- You are committed and decisive
- You are assertive
- You are independent and capable
- You charge into new situations without fear
- You know what you want and go after it
- You play hard to win
- You have a very honest way of expressing exactly what you think about things
- You like to get results when you do things
- You have a lot of drive and are strong willed



Your Career Report

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Profile: DRIVER

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