

ENTERPRISING TYPE LEADERSHIP ORIENTATION PERSON AND ENVIRONMENT DESCRIPTIONS

ILLUSTRATIVE OCCUPATIONS

Agent
Administrative Assistant
Administrative Engineering
Banker
Business Manager
Buyer (Purchasing Agent)
Contractor
Credit Manager
Director of Administrative Services
Director of Guidance
Director of Industrial Relations
Economist
Employment Interviewer
Flight Attendant (Steward/Stewardess)
Industrial Engineer
Insurance Underwriter
Labor Relations Specialist
Law-Paraprofessional
Lawyer, Judge, Attorney
Manager, Food Services, etc.
Manufacturer's Representative
Market Analyst
Personnel Assistant
Principal
Public Administration
Radio-TV Announcer
Real Estate Appraiser
Retail Merchant
Salesperson
Sales Manager
Stockbroker
Supervisor, Nursing
Systems Analyst



Personality Characteristics

Persons of this orientation tend to be adventurous, dominant and persuasive. They place high value on political and economic matters and are drawn to power and leadership roles. They perceive themselves as aggressive, popular, self-confident, social, possessing leadership and speaking abilities, and lacking scientific ability. They use their social and verbal skills with others to obtain their political or economic goals. Individuals with this orientation tend to be found in occupations related to sales, supervision of others, and leadership vocations.

Work Environment Preferences

Individuals of this orientation prefer to be involved in the employment of strategy to obtain organizational aims or goals. This environment:

1. stimulates people to engage in enterprising activities such as selling or leading others.
2. encourages enterprising competencies and achievements.
3. encourages people to see themselves as aggressive, popular, self-confident, sociable, and as possessing leadership and speaking abilities.
4. rewards people for the display of enterprising values and goals; money, power, status.

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