

What's Your Type?

Now let's look at three types of people and which one of them you are and how that might affect the kind of work you would be most happy doing. We'll discuss the types below. But first, complete this chart. For each of the following, choose the activity you would you rather do if you had to choose one of the two. Place an X in the circle to the right if your choice is on the right or the left if your choice is on the left.

Would you rather....					
	<input type="radio"/>	Give a speech	OR	Set up and run a sound system	<input type="radio"/>
	<input type="radio"/>	Work on a car engine	OR	Read an engine manual & explain it	<input type="radio"/>
	<input type="radio"/>	Spend a weekend afternoon with friends	OR	Spend it alone reading a book	<input type="radio"/>
	<input type="radio"/>	Visit a nursing home	OR	Rake some leaves	<input type="radio"/>
	<input type="radio"/>	Call a friend on the phone	OR	Read a book	<input type="radio"/>
<input type="radio"/>		Do your taxes	OR	Clean your house	<input type="radio"/>
<input type="radio"/>		Work on a crossword puzzle	OR	Play a board game with friends	<input type="radio"/>
	<input type="radio"/>	Build a dog house	OR	Take your dog to an obedience class	<input type="radio"/>
	<input type="radio"/>	Repair a computer	OR	Help write a computer program	<input type="radio"/>
	<input type="radio"/>	Watch a fashion show with a friend	OR	Run the lights & sound for the show	<input type="radio"/>
<input type="radio"/>		Complete a school project by yourself	OR	Work on a school project with a group	<input type="radio"/>
<input type="radio"/>		Plan a big party	OR	Help get everything ready for the party	<input type="radio"/>
	<input type="radio"/>	Make a sculpture out of clay	OR	Learn about famous artists	<input type="radio"/>
	<input type="radio"/>	Make a paper airplane	OR	Read a book about airplanes to a child	<input type="radio"/>
<input type="radio"/>		Balance your checkbook	OR	Discuss credit card problems with friends	<input type="radio"/>
		Total the number of Xs in each column			
A	B	C		D	E

These questions were designed to determine if you are a people, thing, or data type of person. If you are a "people" person, you enjoy interacting with others above most other activities. "Things" people enjoy working with their hands and in more physical activities. Finally, "data" people enjoy more solitary work dealing with numbers and ideas. No one type is better than the other. You are what you are. The trick is to find a career that fits your type.

- Add your A and D columns _____. This is your **Data** score
- Add your B and E columns _____. This is your **Things** score
- Add your C and F columns _____. This is your **People** score

The maximum score for each type is 10. The greater your score is for each dimension, the greater the indication that you are that type of person. This tells us something about the kind of career that might best fit you. People who prefer working with data, numbers, and ideas would likely not enjoy a job that required a lot of contact and interaction with people. On the other hand, people who like being with other people would likely be bored to death in a job where they sat at a desk and dealt with facts and figures. People who enjoy working with things would be less inclined to deal with number and facts on paper. Which type are you?

Improving My Academic Performance

As discussed in the book, getting your degree is not all there is to getting the right education. You need to excel in doing so. In other words, get good grades. And not just in your major area. Most employers want well-rounded employees who can think for themselves and learn new skills as the job matures. This requires someone who knows a little about a lot of things. For instance, just because you are an accounting major doesn't mean you don't have to know how to write or talk! You will be writing letters and reports and representing your company in oral presentations. Numbers are not enough.

In this section, especially if you are in your early years of college, you are directed to evaluate your academic performance and pursue ways of improving any areas that are lacking.

My current GPA is _____

Would this GPA look good on your resume or in your cover letter?

“Dear Mr. Smith,
.....Furthermore, I am a well-rounded individual with a variety of skills. I rise to meet any challenge as you can see by my GPA of 2.4.....”

Wrong! This would not look good. Of course, you do not have to provide your GPA, and you shouldn't if it is not at least a 3.0, but it may come up in your interview or may even be on an application. The point is, you want your grades to be as high as possible (and don't forget the extra benefit of getting your parents and others off your back if they are good).

Let's look more closely at your grades.

What is your GPA in your major? _____

What is your GPA in non-major courses? _____

Is there a significant gap? If so, what does this tell you? Some people, for instance, are only interested in the courses in their major and kind of blow off all the rest. If your grades reflect this, then this strategy is not working for you because your overall GPA will show up on your transcripts from school. On the other hand, some people find their general grades are alright but their grades in their major are not so good. This means one of two things: you are not being a good enough of a student or perhaps this major is not for you. Which is it?

If you find yourself struggling to make the grade in your major, make an appointment NOW to see your advisor or other trusted faculty member to discuss the appropriateness of your major for you. Do not put this off. If you end up needing to change majors, you need to do so as soon as possible. But you might also discover that there are ways you have not considered for improving your performance in your major. Your advisors are there to help with that. So go see them.

So why aren't your grades better than they are? Despite your past performance, it is possible for almost everyone to make better grades. In most cases, you already know what you need to do. If not, complete the self-evaluation below to see if you are doing everything you can to make the grade. See your school's counseling office for more information on improving your grades.

Academic Self-Evaluation

	Never/ Rarely	Sometimes	Often	All the time
I keep assignment dates and other appointments in a calendar (or PDA, etc)	1	2	3	4
I make a plan for completing assignments.	1	2	3	4
I turn in assignments on time.	1	2	3	4
I go to class.	1	2	3	4
I review class notes before the next class.	1	2	3	4
I keep up with class readings.	1	2	3	4
I minimize distractions when reading and studying	1	2	3	4
I study for exams ahead of time rather than waiting until the last minute.	1	2	3	4
I ask for help from teachers, fellow students, or other academic aides when I don't understand something.	1	2	3	4
I participate in group studies at least for the most difficult topics.	1	2	3	4
I speak to my teachers individually on a regular basis.	1	2	3	4
I get enough sleep.	1	2	3	4
I eat properly.	1	2	3	4
I exercise enough.	1	2	3	4

Total all circled numbers.

- 14 to 28 Much improvement needed
- 28 to 42 Good, but what could be improved?
- 42 to 56 Excellent

Now almost no one is going to answer "all the time" to each of these. If you did, skip to the next chapter! For the rest of us, use this self-evaluation to think about what you need to do to improve your academic performance. Each of the statements above are things that the experts suggest all students do to maximize their chances for learning and achieving good grades. Sure, you can make excuses for not doing any of them. The question is, are you serious about getting the career you want? *The place and time to start is here and now.*