

Using Your Interests* to Explore Majors and Careers

Enterprising

“Persuaders, “ people who prefer leadership roles where they can direct and persuade others. They work hard to achieve power, status, and financial rewards. They tend to be very goal oriented and aspire to higher positions in an organization or will start their own company. They like to work with people, influencing, persuading, performing, leading, or managing for organizational goals or economic gain.



| Do you tend to be... | Are you good at... | Do you generally like to... |
|---|---|--|
| <ul style="list-style-type: none">▪ self-confident▪ assertive▪ sociable▪ verbally persuasive▪ enthusiastic▪ energetic▪ adventurous▪ entrepreneurial▪ ambitious▪ results-oriented▪ popular▪ impulsive▪ ambitious▪ inquisitive▪ agreeable▪ talkative▪ sociable▪ extroverted▪ spontaneous▪ optimistic | <ul style="list-style-type: none">▪ motivating, influencing or convincing people▪ giving talks or speeches▪ making presentations or debating▪ organizing activities▪ leading groups▪ persuading others | <ul style="list-style-type: none">▪ initiate projects▪ plan activities or events▪ compete▪ pursue status or power▪ sell things or promote ideas▪ make decisions affecting others▪ be elected to office▪ win a leadership or sales award▪ start your own service or business▪ campaign politically▪ meet important people |

* Based on Holland's Interest Themes

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| ENTERPRISING Majors | ENTERPRISING Job Titles |
|---|--|
| College of Arts & Sciences | Bachelor's Degree/Entry Level |
| Communication (ESC) | Claims Adjuster (ESR) |
| Film/Video (EAR) | Credit Analyst (EAS) |
| Urban Studies (ESI) | Employee Relations Representative (ESC) |
| | Financial Planner (ESC) |
| College of Business | Emergency Medical Technician (ESI) |
| Electronic Commerce (ERC) | Public Relations Specialist (EAS) |
| Entrepreneurship, Family & Small Business (ESR) | Sales Representative (ESR) |
| Finance (ESC) | Stock Broker (ESI) |
| Financial Services (ESC) | Assistant Buyer (ESR) |
| Human Resource Management (ES) | Foreign Service Officer (ESA) |
| Information Systems (ECR) | Management Trainee (ESR) |
| International Business (ES) | |
| Management (ESC) | Further Education/Experience Often Required |
| Marketing (ES) | Buyer (ESC) |
| Operations Management (ESR) | Bank Economist |
| Professional Sales (ES) | Broadcasting Journalist (ESI) |
| Organizational Development and Management (ES) | Controller (EIS) |
| | Commercial Loan Officer |
| College of Health & Human Services | Urban/regional Planner (ESI) |
| Recreation & Leisure Studies (ESA) | Marketing Director (ESR) |
| | Sales Manager (ESA) |
| College of Engineering | Labor Relations Manager (ESR) |
| Industrial Engineering (EIR) | Lawyer (ESA) |
| | |
| University College | |
| Administrative Services (ESC) | |
| Business Management Technology (ESC) | |
| Marketing & Sales Technology (ES) | |
| Pre-Business Administration (ESC) | |
| | |

For more information, to talk to an adviser, or to declare a major, contact:

| College | Location | Phone # | Website |
|------------------------------------|----------------------|----------------|--|
| <i>Arts & Sciences</i> | University Hall 3000 | 530-2671 | www.utoledo.edu/colleges/as |
| <i>Business</i> | Stranahan 1016 | 530-2087 | www.business.utoledo.edu |
| <i>Education</i> | Gillham Hall 4023 | 530-2495 | www.education.utoledo.edu |
| <i>Engineering</i> | Nitschke Hall 1045 | 530-8040 | www.eng.utoledo.edu |
| <i>Health & Human Services</i> | CHHS 1212 | 530-5360 | www.hhs.utoledo.edu |
| <i>Pharmacy</i> | Wolfe Hall 1227 | 530-1904 | www.utpharmacy.org |
| <i>University College</i> | Scott Park, AS 1030 | 530-3142 | www.ucollege.utoledo.edu |
| <i>Career Services</i> | Student Union 1532 | 530-4341 | www.student-services.utoledo.edu/career |
| <i>Student Success Center</i> | Rocket Hall 1400 | 530-1250 | www.studentsuccesscenter.utoledo.edu |

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