



Career Preferences Profiler

Personality and Occupational Interests

Jolene Sample

25 April 2025



Career Preferences Profiler

Personality and Occupational Interests

Each person is unique. We all have our own ways of seeing the world, other people, and how we like to go about doing things.

These preferences are a combination of things we inherited from our parents and our experiences of life through growing up, our education and things that have happened to us. This combination of genes and life experiences often means that we will have typical ways of behaving. It does not mean that we cannot experiment with new ways of doing things, but most people will be fairly consistent: they will have “characteristic” ways of interacting with other people, approaching school, college or tasks at work.

The CPP that you have completed is a way of exploring your preferences and how these might fit with particular jobs.

The first part of your report, headed Personality Preferences, explains what you said about yourself in terms of whether you might be:

Gregarious

Directs energy towards the outside world. Energised by social contact.

Concrete

Focuses more on the here-and-now than the future. Likes detail and things that are tangible rather than ideas.

Logical

Takes decisions based on logic and critical analysis. Focuses on objectivity rather than people considerations.

Structured

Prefers structure, organisation and planning. Likes closure.

Or

Or

Or

Or

Reserved

Directs energy towards the inner world. Quiet and reserved. Finds social interaction tiring.

Imaginative

Focuses more on the big picture than details. Interested in future possibilities more than the here-and-now.

Empathetic

Takes decisions based on personal values. Considers the impact upon people.

Adaptable

Prefers spontaneity and likes to keep options open. Less organised and structured.

For your 4 strongest preferences (for example – Gregarious, Concrete, Empathetic, Structured), your report will make suggestions about how you like to interact with people, how you approach tasks, the special contribution you make to team efforts, things you might want to work on, the best way for you to learn new things and finally, some jobs people with your preferences might enjoy.



Career Preferences Profiler

Personality and Occupational Interests

The second part of your report, headed Occupational Preferences, also looks at preferences, but this time directed towards very specific types of work and working environments.

A useful way of thinking about these preferences is that most of us will have differing levels of interest in:

Realistic Occupations

Dealing with things; practical work

Investigative Occupations

Dealing with things and ideas; analysing, studying

Artistic Occupations

Dealing with ideas and people; being creative

Social Occupations

Dealing with people; helping others

Enterprising Occupations

Dealing with data and people; persuading others, taking risks

Conventional Occupations

Dealing with data and things; being structured and orderly

The report tells you what your three strongest work preferences were and provides some suggestions about jobs that might match your preferences.

The jobs fit into groups depending on the level of education required:

General education – typically 3 or more GCSEs.

Advanced education – 2 or more A levels or equivalent.

Higher education – Diploma, Degree or Postgraduate qualification.

This report deals only with your preferences. In exploring your job opportunities further, think about whether you might need additional education or training – your learning style can help you with this.

Finally, you might find that there are statements in the report that do not apply to you. This is perfectly normal since as we said earlier, each of us is unique. Where there are differences, ask yourself why this might be – in particular, your behaviour might be affected by particular situations or particular people that you are working with.



Career Preferences Profiler

Personality and Occupational Interests

GCES

Your preferences:

Gregarious

Directs energy towards the outside world. Energised by social contact.

Concrete

Focuses more on the here-and-now than the future. Likes detail and things that are tangible rather than ideas.

Empathetic

Takes decisions based on personal values. Considers the impact upon people.

Structured

Prefers structure, organisation and planning. Likes closure.

The description that follows explores the learning and working environments that might be best for you, your approach to people and tasks and your areas for development. Remember, however, each person is unique: this report does not lock you into a particular category or box.

Approach to People

GCESs are people people. They are very interested in others and want to like them. They are psychologically tuned in and can spot others' needs, feelings and motives. These insights help others to like them in turn. They feel understood and appreciated, and the GCES will do whatever he/she can to bring out the best in people.

Their drive to take others' feelings into account, and their desire for harmony, may sometimes cause them to place too much emphasis on what other people want, and not enough on their own needs and values.

GCESs are empathetic and tactful, appearing to be able to read people accurately and know exactly the right thing to say at the right time. They look for similar characteristics in other people and can experience feelings of hurt when they meet with indifference or a lack of interest in their ideas or as an individual.

Approach to Task

GCESs are energised by activity and people – they are unlikely to be satisfied just sitting at a desk, preferring to get out and about and walk the job. Similarly, they are not much attracted by theory or abstract thinking: they like structured environments and tangible results.

They're traditional and prefer to do things by the book rather than straying into uncharted territory. They have a respect for established rules and authority and expect that others will share these values.



Career Preferences Profiler

Personality and Occupational Interests

They see problems with clarity and will delegate appropriately, showing interest and concern for how their colleagues are performing.

GCESs are often to be found in executive positions, or in training, medical, sales or service roles. ``

Contribution to the Team

GCESs have a strong sense of loyalty and commitment to the team. They like to be in charge, and are good organisers, but are equally strong champions of the team's cause. They will sell the team's strengths to the outside world.

They use their warmth and friendliness to support other team members, creating and maintaining effective relationships.

They bring enthusiasm and a practical, down-to-earth approach to problems. Their traditional style will help to preserve a sense of stability and security.

Developmental Hints

GCESs need so much stimulation from talking with others that it may be difficult for them to recognise that they may overwhelm some individuals on occasions. They must not assume that someone who is not talking has nothing to say - they may just need more time to get around to saying it.

Learning Style

As a **Gregarious** person, you will learn best if:

- You can discuss information with others in class
- You can ask questions
- You have experiences such as laboratory work or field trips
- You talk rather than write

As a **Concrete** person, you will learn best if:

- You can learn and memorise facts
- You can see practical outcomes
- You start with specifics then work out to the general
- You can work with concrete, practical problems



Career Preferences Profiler

Personality and Occupational Interests

As an **Empathetic** person, you will learn best if:

- You feel part of the group/learning environment
- You can express your personal feelings
- You work on topics that involve people, their feelings and values
- You feel that your teacher cares about you personally

As a **Structured** person, you will learn best if:

- You can finish off one task before starting another
- You can start on something well before the deadline
- You are able to stick to the point rather than jumping around
- Your teacher remains focused on the subject



Career Preferences Profiler

Personality and Occupational Interests

Occupational Choices for this Personality Type

1. GCSEs or Equivalent

- **Retail and Hospitality:**
 - Customer Service Representative or Hospitality Team Member.
- **Care and Support:**
 - Care Assistant or Nursery Assistant.
- **Administrative Roles:**
 - Office Support Staff or Receptionist.

2. Vocational Qualifications (e.g., NVQs, BTECs, T-levels)

- **Health and Social Care:**
 - Senior Care Worker or Social Support Worker (via NVQs in Health and Social Care).
- **Education:**
 - Teaching Assistant or Early Years Practitioner.
- **Retail and Hospitality Management:**
 - Assistant Store Manager or Hotel Front-of-House Manager.

3. A-levels or Equivalent

- **Health and Social Care:**
 - Social Worker Trainee or Community Care Coordinator.
- **Education:**
 - Tutor or Teaching Assistant (with progression to full teaching roles).
- **Public Service:**
 - Police Community Support Officer or Civil Service Administrative Assistant.



Career Preferences Profiler

Personality and Occupational Interests

4. Higher Education (Foundation Degrees or Apprenticeships)

- **Education and Support:**
 - Special Needs Support Worker or School Coordinator (via apprenticeships in education).
- **Health and Social Care:**
 - Healthcare Coordinator or Mental Health Support Worker.
- **Hospitality and Events:**
 - Events Planner or Hospitality Manager.

5. University Degree

- **Education:**
 - Primary School Teacher, Secondary School Teacher, or Headteacher.
- **Health and Social Care:**
 - Nurse, Social Worker, or Occupational Therapist.
- **Hospitality and Events:**
 - Events Manager or Hotel Manager.
- **Public Service:**
 - Public Relations Specialist or Senior Civil Service Administrator.



Career Preferences Profiler

Occupational Interests

Your three strongest career interests are:

Enterprising - Enterprising types prefer to deal with Data and People.

A person with an Enterprising Personality tends to be persuasive, energetic, sociable, adventurous, ambitious, and risk-taking.

Examples of Enterprising Abilities include leading, managing, and organising.

Examples of Enterprising Careers include manager, entrepreneur, lawyer, producer and business executive.

Artistic - Artistic types prefer to deal with Ideas and People.

A person with an Artistic Personality tends to be creative, original, impulsive, independent-minded, and expressive.

Examples of Artistic Abilities include using imagination, originality and feelings in creative expression.

Examples of Artistic Careers include photographer, artist, actor, musician, actor, and designer.

Social - Social types prefer to deal with People.

A person with a Social Personality tends to be helpful, informative, educational, inspirational, counselling, and serving.

Examples of Social Abilities include interacting with people and being concerned with the welfare of others.

Examples of Social Careers include teacher, nurse, religious clergy, therapist, counsellor, coach and sociologist.

Possible occupations associated with your strongest interests:

Enterprising

General education

Flight attendant

Retail sales

Manufacturing supervisor

Private detective

Construction supervisor

Advanced education

Wholesale sales

Accommodation Manager

Catering Manager

Marketing assistant

Legal assistant

Higher education

Purchasing Manager

Human Resources Manager

Operations Manager

Engineering Manager

Lawyer



Career Preferences Profiler

Occupational Interests

Artistic

General education

Window dresser
Theatrical costume assistant
Singer
Dancer
Merchandise display

Advanced education

Make-up artist
Musician
Actor
Photographers
Painter/illustrator

Higher education

Copy writer
Graphic designer
Fashion designer
Music composer/director
Reporter

Social

General education

Teaching assistant
Fitness trainer
Home help/care assistant
Tour guide
Waiter/waitress

Advanced education

Dietetic assistant
Dental hygienist
Welfare worker
Paramedic
Bailiff

Higher education

Learning and development specialist
Teacher
Personal financial advisor
Registered nurse
Social worker



Career Preferences Profiler

Occupational Interests

Specific occupations that appeal to EASs include:

Credit Analyst (EAS)
Public Relations Representative (EAS)
Journalism (EAS)
Restaurant Manager (EAS)