

## RACHAEL BULBA'S REPORT

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Personality type: **ENTJ**You described your profile as: **Very Accurate (85% or more)****E**xtraverts prefer to:

- focus their attention outward
- work on a variety of tasks
- seek out and interact with many people
- work at a rapid pace
- talk about their ideas to think them through

**iN**tuitives prefer to:

- focus on "what on could be" rather than "what is"
- work with theories and ideas
- consider novel ideas and new possibilities
- use their imaginations

**T**hinkers prefer to:

- analyze problems logically
- weigh pros and cons, and make decisions objectively
- be tough negotiators
- be motivated by achievement

**J**udgers prefer to:

- make many decisions as part of their work
- work in a predictable environment
- complete their responsibilities before relaxing
- maintain control over projects

Of the many factors that contribute to a successful education and subsequent career, an understanding of personality type is among the most useful.

While interests and skills change during the course of a person's life, the one thing that does remain constant is an individual's personality type — the innate way in which each person naturally prefers to see the world and make decisions. All individuals are unique, but people of the same type share large similarities in the kinds of academic subjects and careers they find interesting, and the kind of work they find satisfying.

By understanding the role personality type plays, people can gain important insights into their educational, career and relationship needs. And because people of different types often communicate in very different ways, counselors and advisors can learn which strategies work most effectively with each individual student.

## Understanding you, Rachael

People like you are confident and assertive. You almost always seem to be sure of yourself, and you speak your mind directly and honestly. You have strong opinions and are usually able to convince others that your position is right. While you are naturally very fair, you are also rather outspoken. Because you are so friendly and comfortable being the center of attention, you probably have a large circle of friends. People admire your determination and willingness to push yourself to achieve your very high standards.

You are also a creative person who likes to ask thought-provoking questions. You love to learn but get bored with repetition, and constantly need a new challenge to remain interested. Imaginative and creative, you like to look beyond the routine of everyday life to really understand why the world operates as it does. You are decisive and organized and, since you like to be prepared at all times, you may find it difficult or embarrassing to try to improvise. You like to be in charge, but sometimes take over projects that aren't really yours. You are frustrated by inefficiency and find illogical rules infuriating. Whatever you try, you want to be good at, and you especially like to demonstrate your competence to others. Other people look to you as a natural leader and are often impressed with your knowledge. You are a person others respect, so they feel comfortable giving you a lot of responsibility.

Note: Based on our assessment, your personality type is "ENTJ."

## Your Strengths and Blindspots

Everyone has strengths and weaknesses. The key to finding the best path for all people is by using their natural strengths and becoming aware of their natural blindspots.

Your strengths may include:

- Developing and following a well laid-out plan
- Looking to the future and anticipating how your needs and interests may change
- Using your creativity to solve problems that arise
- Networking effectively to get good information and advice
- Impressing people by becoming very knowledgeable about their interests or organizations

Your blindspots may include:

- Making decisions too quickly
- Appearing overly confident, arrogant or too pushy
- Dismissing good possibilities that may not appear to be challenging enough
- Being impatient with the slow-moving parts of the process
- Not being a good listener or interrupting people

## Your College Satisfiers

- Plenty of opportunity to develop and use your leadership skills
- A first-rate faculty that encourages students to challenge their teachers as a way of learning
- A rigorous academic program with high standards that constantly challenges you to excel, and which rewards innovative thinking
- An interesting and motivated student body and lots of opportunities to participate in a variety of cultural activities
- Status: enjoys a national reputation for excellence -- if not for the college or university as a whole, than at least for the department that offers your specialization

## Your Career Satisfiers

- Give you plenty of opportunity to develop and use your leadership skills
- Let you use your ability to do strategic planning
- Involve work with other interesting people whose competence you respect
- Challenge your intellectual curiosity
- Reward you fairly for your contribution and give you plenty of opportunity to advance
- Be exciting, challenging and competitive
- Allow you to supervise others
- Not involve spending lots of time dealing with others' personal problems

## Your Preferred Learning Style

While ALL individuals are unique, people of the same type often learn best in similar ways. The following summarizes what you need in order to maximize learning:

- Explanations of underlying principles and concepts relating to the subject
- Information presented in a logical, objective, unemotional way
- Opportunity for you to develop and demonstrate your leadership abilities

- Permission to question and challenge conventional wisdom
- Encouragement to use your creativity to solve problems
- Rewards for your competence, intelligence and achievements

## Your Interpersonal Negotiating Style

People negotiate with each other all the time, whether it's arranging to borrow the car, requesting more time to finish a project, or even deciding which restaurant to visit with friends. In school and at work, the ability to negotiate effectively is especially important. Following are some strengths and blindspots that have the potential to influence your negotiations with others.

### Possible Strengths

- Exude confidence in your positions and abilities
- Knowledgeable about issues, well-prepared and organized
- Excellent strategic thinker; view negotiation process as a game of strategy
- Make logical arguments; support your positions with compelling reasons
- Highly competitive and assertive

### Possible Blindspots

- May be perceived as arrogant and superior
- May be overly aggressive and intimidate opponents
- May not have the skill, or take the time, to try and develop relationships
- May lack sensitivity to, or perceptiveness about, what is most important to others
- May be impatient with process and push for closure prematurely

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