

Upon completion of my Career Interest profiling test I saw that my highest score was Investigative, upon completing further research I noticed that a select few careers and Interest types fit my personality (although minutely by comparison).

People with *Investigative* interests like work that has to do with ideas and thinking rather than physical activity or leading people.

They like:

* Searching for facts
* Figuring out problems

However a select few traits among a few other Interests fit me as a person as well, under *Social* it states that social types like giving advice and leading people, which I do. Also under the *Enterprising* Interest it states that people with such an interest tend to be goal-oriented, aspire to higher positions, and are good at persuading people, which I am. Although overall I believe that the Career Interest profiler did a fair job of profiling me because as I researched further into all three of these career interests and looked at possible jobs under each type it seemed like more Investigative positions fit me than there were that fit me under social and enterprising. So in conclusion yes I do agree that the Career profiling interest exercise did properly slot me.

8 Specific Jobs that fit my personality score:

1. Historian
2. Actuary
3. Economist
4. Marketing Research Analyst
5. Political Scientist
6. Diagnostic Medical Sonographer
7. Financial Manager
8. Medical and Health Service Manager

Job #1 *Actuary*

HR1. What are the definitions of each occupation that your group has chosen and the nature of the work?

Actuaries deal with risk. They decide how likely things such as death, sickness, injury, disability, and loss of property are to occur, as well as the costs of these things.

HR2. What are some of the related occupational fields?

Answer:

* Accountants
* Economists
* Financial Analysts
* Mathematicians

HR3. Which personality type(s) is best suited to the occupations/jobs you have researched?

Business/management

HR4. What kind of education, training and qualifications are required?

Actuaries need to know a lot about math and general business. Those just starting in the field often have a college degree in math, actuarial science, or statistics. Some have a degree in economics, finance, or accounting.

HR5. What technology skills are needed to be successful in the career/occupational fields you have explored?

It is also important to be able to communicate well. Computer skills are becoming more important too.

RC1. What does each occupation pay, or what are the average earnings nationally and in this area of the country?

The average yearly wages for all actuaries were $95,980 in May 2008.

RC2. What is the projected growth for this career field over the next 10 years? (I.e. will there be more or less jobs like this in the future?)

| **Occupational Title** | **SOC Code** | **Employment, 2008** | **Projected  Employment, 2018** | **Change, 2008-18** | |
| --- | --- | --- | --- | --- | --- |
| **Number** | **Percent** |
| **Actuaries** | 15-2011 | 19,700 | 23,900 | 4,200 | 21 |

Employment for actuaries is expected to grow much faster than the average for all jobs through 2018. Examinations to become an actuary are very difficult; those who pass have a good chance for a job. Actuaries working on health care issues will have good chances for a job because many more people will need health care in the future.

RC3. Please identify local or national organizations that would hire someone in each career field you have explored.

Most actuaries work for insurance companies.

ISC1. What are the working conditions or work environment for each job you or your group decided to research (such as work schedule, hours, exempt/salaried or non-exempt/hourly, etc.)?

Actuaries work in offices. They often work at least 40 hours a week. Some actuaries may travel to meet with clients and as such will end up working more than 40 hours a week.

ISC2. Are positions in this career field typically part of collective bargaining units (unions)?

No actuaries are not part of a union.

ISC3. What kind of opportunities for advancement are there for each career? (I.e. is there a chance to get promoted, etc.?)

Advancement depends largely on job performance and the number of actuarial examinations passed. Actuaries with a broad knowledge of the insurance, pension, investment, or employee benefits fields can rise to executive positions in their companies, such as Chief Risk Officer or Chief Financial Officer. These generally require that actuaries use their abilities for assessing risk and apply it to the entire company as a whole. Actuaries with supervisory ability may advance to management positions in other areas, such as underwriting, accounting, data processing, marketing, and advertising. Some experienced actuaries move into consulting, often by opening their own consulting firm. A few actuaries transfer to college and university faculty positions.

Job #2 *Historian*

HR1. What is the definition of each occupation that your group has chosen and the nature of the work?

Historians research, analyze, record, and interpret the past as recorded in sources, such as government and institutional records, newspapers and other periodicals, photographs, interviews, films, electronic media, and unpublished manuscripts, such as personal diaries and letters.

HR2. What are some of the related occupational fields?

There are no related occupational fields.

HR3. Which personality type(s) is best suited to the occupations/jobs you have researched?

I’ve done research in the both the *business/management* interest and the Investigative interest.

HR4. What kind of education, training and qualifications are required?

HR5. What technology skills are needed to be successful in the career/occupational fields you have explored?

Since Historians Research, analyze, record, and interpret the past as recorded in sources, such as government and institutional records, newspapers and other periodicals, photographs, interviews, films, electronic media, and unpublished manuscripts, such as personal diaries and letters I would assume being able to be proficient with many different Microsoft office tools would be very helpful to stay organized and interpret electronic media.

RC1. What does each occupation pay, or what are the average earnings nationally and in this area of the country?

Percentile wage estimates for this occupation:

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| **Percentile** | **10%** | **25%** | **50% (Median)** | **75%** | **90%** |
| Hourly Wage | $12.68 | $16.49 | $25.73 | $36.95 | $46.00 |
| Annual Wage [(2)](http://www.bls.gov/oes/current/oes193093.htm#(2)) | $26,370 | $34,310 | $53,520 | $76,870 | $95,690 |

RC2. What is the projected growth for this career field over the next 10 years? (I.e. will there be more or less jobs like this in the future?)

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **Employment** [(1)](http://www.bls.gov/oes/current/oes193093.htm#(1)) | **Employment RSE** [(3)](http://www.bls.gov/oes/current/oes193093.htm#(3)) | **Mean hourly wage** | **Mean annual wage** [(2)](http://www.bls.gov/oes/current/oes193093.htm#(2)) | **Wage RSE** [(3)](http://www.bls.gov/oes/current/oes193093.htm#(3)) |
| 3,320 | 8.3 % | $27.81 | $57,840 | 2.2 % |

RC3. Please identify local or national organizations that would hire someone in each career field you have explored.

State Agencies or agencies stationed in metropolitan areas.

ISC1. What are the working conditions or work environment for each job you or your group decided to research (such as work schedule, hours, exempt/salaried or non-exempt/hourly, etc.)?

Work schedule fluctuates based on where a historian is employed and the same for salaries, salaries fluctuate highly based on the area in which I am employed.

ISC2. Are positions in this career field typically part of collective bargaining units (unions)?

No

ISC3. What kind of opportunities for advancement are there for each career? (I.e. is there a chance to get promoted, etc.?)

Again your pay is directly influenced by where you are working in the nation and your average wage increase is also directly influenced by this but the national estimate for wage increase a Historian per year is 2.2%.

Job #3 *Economist*

HR1. What is the definition of each occupation that your group has chosen and the nature of the work?

*Economists* study how society distributes resources, such as land, labor, raw materials, and machinery, to produce goods and services. They conduct research, collect and analyze data, monitor economic trends, and develop forecasts on a wide variety of issues, including energy costs, inflation, interest rates, exchange rates, business cycles, taxes, and employment levels, among others.

HR2. What are some of the related occupational fields?

* [Accountants and auditors](http://www.bls.gov/oco/ocos001.htm)
* [Actuaries](http://www.bls.gov/oco/ocos041.htm)
* [Budget analysts](http://www.bls.gov/oco/ocos003.htm)
* [Cost estimators](http://www.bls.gov/oco/ocos006.htm)
* [Financial analysts](http://www.bls.gov/oco/ocos301.htm)
* [Financial managers](http://www.bls.gov/oco/ocos010.htm)
* [Insurance underwriters](http://www.bls.gov/oco/ocos026.htm)
* [Loan officers](http://www.bls.gov/oco/ocos018.htm)
* [Personal financial advisors](http://www.bls.gov/oco/ocos302.htm)
* [Purchasing managers, buyers, and purchasing agents](http://www.bls.gov/oco/ocos023.htm)
* [Mathematicians](http://www.bls.gov/oco/ocos043.htm)
* [Operations research analysts](http://www.bls.gov/oco/ocos044.htm)
* [Statisticians](http://www.bls.gov/oco/ocos045.htm)
* [Management analysts](http://www.bls.gov/oco/ocos019.htm)
* [Market and survey researchers](http://www.bls.gov/oco/ocos013.htm)
* [Sociologists and political scientists](http://www.bls.gov/oco/ocos314.htm)

HR3. Which personality type(s) is best suited to the occupations/jobs you have researched?

Investigative

HR4. What kind of education, training and qualifications are required?

A master's or Ph.D. degree in economics is required for many private sector economist jobs and for advancement to higher-level positions. In the Federal Government, candidates for entry-level economist positions must have a bachelor's degree with a minimum of 21 semester hours of economics and 3 hours of statistics, accounting, or calculus, or a combination of education and experience.

HR5. What technology skills are needed to be successful in the career/occupational fields you have explored?

Those considering careers as economists should be able to pay attention to details because much time is spent on precise data analysis.

RC1. What does each occupation pay, or what are the average earnings nationally and in this area of the country?

Median annual wage and salary wages of economists were $83,590 in May 2008. The middle 50 percent earned between $59,390 and $113,590. The lowest 10 percent earned less than $44,050, and the highest 10 percent earned more than $149,110.

In March 2009, the average annual salary for economists employed by the Federal Government was $108,010. Starting salaries were higher in selected geographical areas where the prevailing local pay was higher.

RC2. What is the projected growth for this career field over the next 10 years? (I.e. will there be more or less jobs like this in the future?)

Projections Data

| **Projections data from the National Employment Matrix** | | | | | |
| --- | --- | --- | --- | --- | --- |
| **Occupational Title** | **SOC Code** | **Employment, 2008** | **Projected  Employment, 2018** | **Change, 2008-18** | |
| **Number** | **Percent** |
| **Economists** | 19-3011 | 14,600 | 15,500 | 900 | 6 |

RC3. Please identify local or national organizations that would hire someone in each career field you have explored.

Economists held about 14,600 jobs in 2008. Government employed 53 percent of economists, in a wide range of agencies, with 31 percent in Federal Government and 22 percent in State and local government. The remaining jobs were spread throughout private industry, particularly in scientific research and development services and management, scientific, and technical consulting services. A number of economists combine a full-time job in government, academia, or business with part-time or consulting work in another setting.

Employment of economists is concentrated in large cities. Some work abroad for companies with major international operations, for U.S. Government agencies, and for international organizations, such as the World Bank, International Monetary Fund, and United Nations.

ISC1. What are the working conditions or work environment for each job you or your group decided to research (such as work schedule, hours, exempt/salaried or non-exempt/hourly, etc.)?

Economists have structured work schedules. They often work alone, writing reports, preparing statistical charts, and using computers, but they also may be an integral part of a research team. Many work under pressure of deadlines and tight schedules, which may require overtime. Their routine may be interrupted by special requests for data and by the need to attend meetings or conferences. Some travel may be necessary.

Median annual wage and salary wages of economists were $83,590 in May 2008. The middle 50 percent earned between $59,390 and $113,590. The lowest 10 percent earned less than $44,050, and the highest 10 percent earned more than $149,110.

ISC2. Are positions in this career field typically part of collective bargaining units (unions)?

No

ISC3. What kind of opportunities for advancement are there for each career? (i.e. Is there a chance to get promoted, etc.?)

With experience or an advanced degree, economists may advance to positions of greater responsibility, including administration and independent research.

Many people with an economics background become teachers. A master's degree usually is the minimum requirement for a job as an instructor in a community college. In most colleges and universities, however, a Ph.D. is necessary for appointment as an instructor. A Ph.D. and publications in academic journals are required for a professorship, tenure, and promotion.

Job #4 *Marketing Research Analyst*

HR1. What is the definition of each occupation that your group has chosen and the nature of the work?

*Market and survey researchers* gather information about what people think. Market research analysts help companies understand what types of products people want, determine who will buy them and at what price. Gathering statistical data on competitors and examining prices, sales, and methods of marketing and distribution, they analyze data on past sales to predict future sales.

HR2. What are some of the related occupational fields?

[Economists](http://www.bls.gov/oco/ocos055.htm)

[Management analysts](http://www.bls.gov/oco/ocos019.htm)

[Operations research analysts](http://www.bls.gov/oco/ocos044.htm)

[Psychologists](http://www.bls.gov/oco/ocos056.htm)

[Sociologists and political scientists](http://www.bls.gov/oco/ocos314.htm)

[Statisticians](http://www.bls.gov/oco/ocos045.htm)

[Urban and regional planners](http://www.bls.gov/oco/ocos057.htm)

Market and survey researchers often work closely with:

[Advertising, marketing, promotions, public relations, and sales managers](http://www.bls.gov/oco/ocos020.htm)

[Actuaries](http://www.bls.gov/oco/ocos041.htm)

[Cost estimators](http://www.bls.gov/oco/ocos006.htm)

[Mathematicians](http://www.bls.gov/oco/ocos043.htm)

[Public relations specialists](http://www.bls.gov/oco/ocos086.htm)

HR3. Which personality type(s) is best suited to the occupations/jobs you have researched?  
Enterprising  
HR4. What kind of education, training and qualifications are required?   
Market and survey researchers spend a lot of time performing precise data analysis, so being detail-oriented is critical. Patience and persistence are also necessary qualities because these workers devote long hours to independent study and problem solving. At the same time, they must work well with others as market and survey researchers sometimes oversee the interviewing of individuals. Communication skills are important, too, because the wording of surveys is critical, and researchers must be able to present their findings both orally and in writing.  
HR5. What technology skills are needed to be successful in the career/occupational fields you have explored?

Survey researchers design surveys in many different formats, depending upon the scope of their research and the method of collection. Interview surveys, for example, are common because they can increase participation rates. Survey researchers may consult with economists, statisticians, market research analysts, or other data users in order to design surveys. They also may present survey results to clients.

RC1. What does each occupation pay, or what are the average earnings nationally and in this area of the country?   
Median annual wages of market research analysts in May 2008 were $61,070. The middle 50 percent earned between $43,990 and $85,510. The lowest 10 percent earned less than $33,770, and the highest 10 percent earned more than $112,410. Median annual wages in the industries employing the largest numbers of market research analysts in May 2008 were:

|  |  |
| --- | --- |
| Computer systems design and related services | $77,170 |
| Management of companies and enterprises | 65,880 |
| Other professional, scientific, and technical services | 58,480 |
| Advertising, public relations, and related services | 56,730 |
| Management, scientific, and technical consulting services | 55,570 |

Median annual wages of survey researchers in May 2008 were $36,220. The middle 50 percent earned between $22,290 and $54,480. The lowest 10 percent earned less than $17,650, and the highest 10 percent earned more than $75,940. Median annual wages of survey researchers in other professional, scientific, and technical services were $26,440.  
RC2. What is the projected growth for this career field over the next 10 years? (i.e. will there be more or less jobs like this in the future?)

| **Occupational Title** | **SOC Code** | **Employment, 2008** | **Projected  Employment, 2018** | **Change, 2008-18** | |
| --- | --- | --- | --- | --- | --- |
| **Number** | **Percent** |
| **Market and survey researchers** | 19-3020 | 273,200 | 350,500 | 77,200 | 28 |
| **Market research analysts** | 19-3021 | 249,800 | 319,900 | 70,100 | 28 |
| **Survey researchers** | 19-3022 | 23,400 | 30,500 | 7,100 | 30 |

RC3. Please identify local or national organizations that would hire someone in each career field you have explored.

Market and survey researchers held about 273,200 jobs in 2008, most of which—249,800—were held by market research analysts. Because of the applicability of market research to many industries, market research analysts are employed throughout the economy. The industries that employed the largest number of market research analysts in 2008 were management, scientific, and technical consulting services; management of companies and enterprises; computer systems design and related services; insurance carriers; and other professional, scientific, and technical services—which includes marketing research and public opinion polling.

Survey researchers held about 23,400 jobs in 2008. Most were employed primarily by firms in other professional, scientific, and technical services—which include market research and public opinion polling; scientific research and development services; and management, scientific, and technical consulting services. About 9 percent of survey researchers worked in educational services—which includes colleges, universities, and professional schools.

A number of market and survey researchers combine a full-time job in government, academia, or business with part-time consulting work in another setting. About 7 percent of market and survey researchers are self-employed.

Besides holding the previously mentioned jobs, many people who perform market and survey research held faculty positions in colleges and universities. These workers are counted as postsecondary teachers rather than market and survey researchers.

ISC1. What are the working conditions or work environment for each job you or your group decided to research (such as work schedule, hours, exempt/salaried or non-exempt/hourly, etc.)?   
Market and survey researchers generally have structured work schedules. They often work alone, writing reports and preparing statistical charts on computers, but they sometimes may be part of a research team. Market researchers who conduct personal interviews have frequent contact with the public. Most work under pressure of deadlines and tight schedules, which may require overtime. Travel may be necessary.  
ISC2. Are positions in this career field typically part of collective bargaining units (unions)?  
No  
ISC3. What kind of opportunities for advancement are there for each career? (i.e. Is there a chance to get promoted, etc.?)

Market research analysts often begin their careers by assisting others prior to being assigned independent research projects. With experience, continuing education, and advanced degrees, they may advance to more responsible positions in this occupation. Those with expertise in marketing or survey research may choose to teach. While a master's degree is often sufficient to teach as a marketing or survey research instructor in junior and community colleges, most colleges and universities require instructors to hold a Ph.D. A Ph.D. and extensive publications in academic journals are needed for professorship, tenure, and promotion. Others advance to supervisory or managerial positions. Many corporation and government executives have a strong background in marketing.

Advancement in this occupation may be helped by obtaining certification. The Marketing Research Association (MRA) offers a certification program for professional researchers who wish to demonstrate their expertise. The Professional Researcher Certification (PRC) is awarded for two levels of knowledge: practitioner and expert. Prior to gaining certification, each level of knowledge requires certain criteria to be met, consisting largely of education and experience, and also previous membership to at least one professional marketing research organization. Those who have been granted the PRC designation require continuing education within their particular discipline, and individuals must apply to renew their certification every 2 years.

Job #5 *Political Scientist*

HR1. What is the definition of each occupation that your group has chosen and the nature of the work?  
Political scientists study all aspects of human society and political systems—from social behavior and the origin of social groups to the origin, development, and operation of political systems. Their research provides insights into different ways individuals, groups, and governments make decisions, exercise power, and respond to change. Through their studies and analyses, sociologists and political scientists suggest solutions to social, business, personal, and governmental problems. In fact, many work as public policy analysts for government or private organizations.

HR2. What are some of the related occupational fields?

[Judges, magistrates, and other judicial workers](http://www.bls.gov/oco/ocos272.htm)

[Lawyers](http://www.bls.gov/oco/ocos053.htm)

[News analysts, reporters, and correspondents](http://www.bls.gov/oco/ocos088.htm)

[Paralegals and legal assistants](http://www.bls.gov/oco/ocos114.htm)

HR3. Which personality type(s) is best suited to the occupations/jobs you have researched?  
Investigative  
HR4. What kind of education, training and qualifications are required?   
Whether working in government, industry, research organizations, or consulting firms, sociologists and political scientists with a bachelor's degree usually qualify for entry-level positions as a market analyst, research assistant, writer, or policy analyst. Graduates with master's degrees in applied specialties usually qualify for most administrative and research positions, while a Ph.D. degree is typically required for college and university teaching positions.

Training in statistics and mathematics is essential for many political scientists, who increasingly are using mathematical and quantitative research methods. The ability to use computers for research purposes is mandatory in most disciplines.

Many sociology and political science students can benefit greatly from internships. Numerous government agencies, as well as nonprofit and other organizations, offer internships or volunteer research opportunities. Also, the vast majority of colleges and universities have student organizations devoted to specific public policy issues, and many provide opportunities for debates, often hosted by the political science department.

While in college, aspiring sociologists and political scientists should gain experience gathering and analyzing data, conducting interviews or surveys, and writing reports on their findings. This experience can prove invaluable later in obtaining a full-time position in the field, because much of the work, especially in the beginning, may center on these duties

HR5. What technology skills are needed to be successful in the career/occupational fields you have explored?

Political Scientists need to be good orally and as such need to create many speeches to convey findings to other scientists or their superiors and so must need spreadsheets to display data or type word documents for speeches.

RC1. What does each occupation pay, or what are the average earnings nationally and in this area of the country?   
Median annual wages of sociologists in May 2008 were $68,570. The middle 50 percent earned between $51,110 and $92,220. The lowest 10 percent earned less than $40,720, and the highest 10 percent earned more than $122,130. Median annual wages of sociologists in scientific research and development services were $72,170.

Median annual wages of political scientists in May 2008 were $104,130. The middle 50 percent earned between $74,040 and $124,490. The lowest 10 percent earned less than $47,220, and the highest 10 percent earned more than $146,880.

RC2. What is the projected growth for this career field over the next 10 years? (i.e. will there be more or less jobs like this in the future?)

| **Occupational Title** | **SOC Code** | **Employment, 2008** | **Projected  Employment, 2018** | **Change, 2008-18** | |
| --- | --- | --- | --- | --- | --- |
| **Number** | **Percent** |
| **Sociologists and political scientists** | — | 9,000 | 10,900 | 1,900 | 21 |
| **Sociologists** | 19-3041 | 4,900 | 6,000 | 1,100 | 22 |
| **Political scientists** | 19-3094 | 4,100 | 4,900 | 800 | 19 |

RC3. Please identify local or national organizations that would hire someone in each career field you have explored.

Federal Government

ISC1. What are the working conditions or work environment for each job you or your group decided to research (such as work schedule, hours, exempt/salaried or non-exempt/hourly, etc.)?   
Most sociologists and political scientists have regular hours. Generally working behind a desk, either alone or in collaboration with other social scientists, they read and write research articles or reports. Many experience the pressures of writing and publishing, as well as those associated with deadlines and tight schedules. Some sociologists may be required to attend meetings. Political scientists on foreign assignment must adjust to unfamiliar cultures, climates, and languages.

Sociologists and political scientists employed by colleges and universities usually have flexible work schedules, often dividing their time among teaching, research, writing, consulting, and administrative responsibilities. Those who teach in these settings are classified as postsecondary teachers.  
ISC2. Are positions in this career field typically part of collective bargaining units (unions)?  
No  
ISC3. What kind of opportunities for advancement are there for each career? (i.e. Is there a chance to get promoted, etc.?)

Many sociologists and political scientists choose to teach in their field, often while pursuing their own research. These workers are usually classified as postsecondary teachers. The minimum requirement for most positions in colleges and universities is a Ph.D. degree. Graduates with a master's degree in sociology or political science may qualify for teaching positions in community colleges.

Job #6 *Diagnostic Medical Sonographer*

HR1. What is the definition of each occupation that your group has chosen and the nature of the work?  
Diagnostic imaging embraces several procedures that aid in diagnosing ailments. The most familiar procedures are the x ray and magnetic resonance imaging; however, not all imaging technologies use ionizing, radiation, or radio waves. Sonography, or ultrasonography, is the use of sound waves to generate an image for the assessment and diagnosis of various medical conditions. Sonography is commonly associated with obstetrics and the use of ultrasound imaging during pregnancy, but this technology has many other applications in the diagnosis and treatment of medical conditions throughout the body.

HR2. What are some of the related occupational fields?  
[Cardiovascular technologists and technicians](http://www.bls.gov/oco/ocos100.htm)

[Clinical laboratory technologists and technicians](http://www.bls.gov/oco/ocos096.htm)

[Nuclear medicine technologists](http://www.bls.gov/oco/ocos104.htm)

[Radiologic technologists and technicians](http://www.bls.gov/oco/ocos105.htm)

HR3. Which personality type(s) is best suited to the occupations/jobs you have researched?  
Investigative  
HR4. What kind of education, training and qualifications are required?   
There are several avenues for entry into the field of diagnostic medical sonography. Sonographers may train in hospitals, vocational-technical institutions, colleges or universities, or the Armed Forces. Some training programs prefer applicants with experience in other healthcare professions or high school graduates with courses in mathematics, health, and science.

Colleges and universities offer formal training in both 2-year and 4-year programs, resulting in either an associate or a bachelor's degree. Two-year programs are the most prevalent. Coursework includes classes in anatomy, physiology, instrumentation, basic physics, patient care, and medical ethics. In 2008, the Commission on Accreditation of Allied Health Education Programs (CAAHEP) accredited over 150 training programs. Accredited programs are offered by colleges and universities. Some hospital programs are accredited as well.

A few 1-year programs that typically result in a vocational certificate also are accepted as proper education by employers. These programs are useful usually only for workers already employed in a healthcare occupation who seek to increase their marketability by training in sonography.

HR5. What technology skills are needed to be successful in the career/occupational fields you have explored?

Aside from being able to operate the machinery that come with job (skills obtained through job training) you would also need to be able to use a spread sheet and be organized and keep records of patients.

RC1. What does each occupation pay, or what are the average earnings nationally and in this area of the country?   
The median annual wage of diagnostic medical sonographers was $61,980 in May 2008. The middle 50 percent of sonographers earned wages between $52,570 and $73,680 a year. The lowest 10 percent earned less than $43,600, and the highest 10 percent earned more than $83,950. Median annual wages of diagnostic medical sonographers in May 2008 were $62,340 in offices of physicians and $61,870 in general medical and surgical hospitals.

RC2. What is the projected growth for this career field over the next 10 years? (i.e. will there be more or less jobs like this in the future?)

| **Occupational Title** | **SOC Code** | **Employment, 2008** | **Projected  Employment, 2018** | **Change, 2008-18** | |
| --- | --- | --- | --- | --- | --- |
| **Number** | **Percent** |
| **Diagnostic medical sonographers** | 29-2032 | 50,300 | 59,500 | 9,200 | 18 |

RC3. Please identify local or national organizations that would hire someone in each career field you have explored.

Hospitals

ISC1. What are the working conditions or work environment for each job you or your group decided to research (such as work schedule, hours, exempt/salaried or non-exempt/hourly, etc.)?   
Sonographers typically work in healthcare facilities that are clean. They usually work at diagnostic imaging machines in darkened rooms, but they also may perform procedures at patients' bedsides. Sonographers may be on their feet for long periods of time and may have to lift or turn disabled patients.

Some sonographers work as contract employees and may travel to several healthcare facilities in an area. Similarly, some sonographers work with mobile imaging service providers and travel to patients and use mobile diagnostic imaging equipment to provide service in areas that otherwise would not have access to such services.

Most full-time sonographers work about 40 hours a week. Some sonographers work overtime. Also, sonographers may have evening and weekend hours when they are on call and must be ready to report to work on short notice.

ISC2. Are positions in this career field typically part of collective bargaining units (unions)?  
No  
ISC3. What kind of opportunities for advancement are there for each career? (i.e. Is there a chance to get promoted, etc.?)

Sonographers can seek advancement by obtaining competency in more than one specialty. For example, obstetric sonographers might seek training in abdominal sonography to broaden their opportunities and increase their marketability. Sonographers also may seek multiple credentials—for example, being both a registered diagnostic medical sonographer and a registered diagnostic cardiac sonographer.

Job #7 *Financial Manager*

HR1. What is the definition of each occupation that your group has chosen and the nature of the work?  
The duties of financial managers vary with their specific titles, which include controller, treasurer or finance officer, credit manager, cash manager, risk and insurance manager, and manager of international banking. *Controllers* direct the preparation of financial reports, such as income statements, balance sheets, and analyses of future earnings or expenses, that summarize and forecast the organization's financial position. Controllers also are in charge of preparing special reports required by regulatory authorities. Often, controllers oversee the accounting, audit, and budget departments. *Treasurers* and *finance officers* direct their organization's budgets to meet its financial goals. They oversee the investment of funds, manage associated risks, supervise cash management activities, execute capital-raising strategies to support the firm's expansion, and deal with mergers and acquisitions. *Credit managers* oversee the firm's issuance of credit, establishing credit-rating criteria, determining credit ceilings, and monitoring the collections of past-due accounts.

HR2. What are some of the related occupational fields?

[Accountants and auditors](http://www.bls.gov/oco/ocos001.htm)

* [Budget analysts](http://www.bls.gov/oco/ocos003.htm)
* [Financial analysts](http://www.bls.gov/oco/ocos301.htm)
* [Insurance sales agents](http://www.bls.gov/oco/ocos118.htm)
* [Insurance underwriters](http://www.bls.gov/oco/ocos026.htm)
* [Loan officers](http://www.bls.gov/oco/ocos018.htm)
* [Personal financial advisors](http://www.bls.gov/oco/ocos302.htm)
* [Real estate brokers and sales agents](http://www.bls.gov/oco/ocos120.htm)
* [Securities, commodities, and financial services sales agents](http://www.bls.gov/oco/ocos122.htm)

HR3. Which personality type(s) is best suited to the occupations/jobs you have researched?  
Investigative  
HR4. What kind of education, training and qualifications are required?   
A bachelor's degree in finance, accounting, economics, or business administration is the minimum academic preparation for financial managers. However, many employers now seek graduates with a master's degree, preferably in business administration, finance, or economics. These academic programs develop analytical skills and teach financial analysis methods and technology.

Experience may be more important than formal education for some financial manager positions—most notably, branch managers in banks. Banks typically fill branch manager positions by promoting experienced loan officers and other professionals who excel at their jobs. Other financial managers may enter the profession through formal management training programs offered by the company.

HR5. What technology skills are needed to be successful in the career/occupational fields you have explored?

Because financial managers work extensively with various departments in their firm, a broad understanding of business and computers are essential.

RC1. What does each occupation pay, or what are the average earnings nationally and in this area of the country?   
Median annual wages, excluding annual bonuses and stock options, of wage and salary financial managers were $99,330 in May 2008. The middle 50 percent earned between $72,030 and $135,070. Median annual wages in the industries employing the largest numbers of financial managers were:

|  |  |
| --- | --- |
| Securities and commodity contracts intermediation and brokerage | $134,940 |
| Management of companies and enterprises | 115,520 |
| Insurance carriers | 110,750 |
| Local government | 78,650 |
| Depository credit intermediation | 77,280 |

RC2. What is the projected growth for this career field over the next 10 years? (i.e. will there be more or less jobs like this in the future?)  
Employment growth for financial managers is expected is to be [as fast as the average](http://www.bls.gov/oco/oco20016.htm) for all occupations. However, applicants will likely face [keen competition](http://www.bls.gov/oco/oco20016.htm) for jobs. Those with a master's degree and certification will have the best opportunities.

RC3. Please identify local or national organizations that would hire someone in each career field you have explored.

Some companies may hire financial managers on a temporary basis, to see the organization through a short-term crisis or to offer suggestions for boosting profits. Other companies may contract out all accounting and financial operations

ISC1. What are the working conditions or work environment for each job you or your group decided to research (such as work schedule, hours, exempt/salaried or non-exempt/hourly, etc.)?   
Working in comfortable offices, often close to top managers and with departments that develop the financial data those managers need, financial managers typically have direct access to state-of-the-art computer systems and information services. They commonly work long hours, often up to 50 or 60 per week. Financial managers generally are required to attend meetings of financial and economic associations and may travel to visit subsidiary firms or to meet customers.  
ISC2. Are positions in this career field typically part of collective bargaining units (unions)?  
No  
ISC3. What kind of opportunities for advancement are there for each career? (i.e. Is there a chance to get promoted, etc.?)

Financial managers may broaden their skills and exhibit their competency by attaining professional certification. Many associations offer professional certification programs. For example, the CFA Institute confers the Chartered Financial Analyst designation on investment professionals who have at least a bachelor's degree, work experience, and pass three difficult exams. The Association for Financial Professionals confers the Certified Treasury Professional credentials to those who pass a computer-based exam and have a minimum of 2 years of relevant experience. Continuing education is required to maintain these credentials. Also, financial managers who specialize in accounting or budgeting sometimes earn the Certified Management Accountant (CMA) designation. The CMA is offered by the Institute of Management Accountants to its members who have a bachelor's degree, at least 2 years of work experience, pass the institute's four-part examination, and fulfill continuing education requirements.

Continuing education is vital to financial managers, who must cope with the growing complexity of global trade, changes in Federal and State laws and regulations, and the proliferation of new and complex financial instruments. Firms often provide opportunities for workers to broaden their knowledge and skills by encouraging them to take graduate courses and attend conferences related to their specialty. Financial management, banking, and credit union associations, often in cooperation with colleges and universities, sponsor numerous national and local training programs. Subjects covered by training programs include accounting management, budget management, corporate cash management, financial analysis, international banking, and information systems. Many firms pay all or part of the costs for employees who successfully complete the courses. Although experience, ability, and leadership are emphasized for promotion, advancement may be accelerated by this type of special study.

Because financial management is so important to efficient business operations, well-trained, experienced financial managers who display a strong grasp of the operations of various departments within their organization are prime candidates for promotion to top management positions. Some financial managers transfer to closely related positions in other industries. Those with extensive experience and access to sufficient capital may start their own consulting firms.

Job #8 *Medical and Health Service Manager*

HR1. What is the definition of each occupation that your group has chosen and the nature of the work?  
*Medical and health services managers* also referred to as *healthcare executives* or *healthcare administrators*, plan, direct, coordinate, and supervise the delivery of healthcare. These workers are either specialists in charge of a specific clinical department or generalists who manage an entire facility or system.

HR2. What are some of the related occupational fields?  
[Insurance underwriters](http://www.bls.gov/oco/ocos026.htm)

[Social and community service managers](http://www.bls.gov/oco/oco20051.htm#11-9151)

HR3. Which personality type(s) is best suited to the occupations/jobs you have researched?  
Investigative  
HR4. What kind of education, training and qualifications are required?   
Medical and health services managers must be familiar with management principles and practices. A master's degree in health services administration, long-term care administration, health sciences, public health, public administration, or business administration is the standard credential for most generalist positions in this field. However, a bachelor's degree is adequate for some entry-level positions in smaller facilities, at the departmental level within healthcare organizations, and in health information management. Physicians' offices and some other facilities hire those with on-the-job experience instead of formal education.

Bachelors, masters, and doctoral degree programs in health administration are offered by colleges; universities; and schools of public health, medicine, allied health, public administration, and business administration. In 2008, according to the Commission on Accreditation of Healthcare Management Education, there were 72 schools that had accredited programs leading to the master’s degree in health services administration.

For people seeking to become heads of clinical departments, a degree in the appropriate field and work experience may be sufficient early in their career. However, a master's degree in health services administration or a related field might be required to advance. For example, nursing service administrators usually are chosen from among supervisory registered nurses with administrative abilities and graduate degrees in nursing or health services administration.

Health information managers require a bachelor's degree from an accredited program. In 2008, there were 48 accredited bachelor's degree programs and 5 master's degree programs in health information management, according to the Commission on Accreditation for Health Informatics and Information Management Education.

Some graduate programs seek students with undergraduate degrees in business or health administration; however, many graduate programs prefer students with a liberal arts or health profession background. Candidates with previous work experience in healthcare also may have an advantage. Competition for entry into these programs is keen, and applicants need above-average grades to gain admission. Graduate programs usually last between 2 and 3 years. They may include up to 1 year of supervised administrative experience and coursework in areas such as hospital organization and management, marketing, accounting and budgeting, human resources administration, strategic planning, law and ethics, biostatistics or epidemiology, health economics, and health information systems. Some programs allow students to specialize in one type of facility—hospitals, nursing care facilities, mental health facilities, or medical groups. Other programs encourage a generalist approach to health administration education.

HR5. What technology skills are needed to be successful in the career/occupational fields you have explored?

Health and Service Managers are expected to keep records they plan direct and coordinate the delivery of healthcare and will no doubt need technology to remain organized and keep track of all their records.

RC1. What does each occupation pay, or what are the average earnings nationally and in this area of the country?   
Median annual wages of wage and salary medical and health services managers were $80,240 in May 2008. The middle 50 percent earned between $62,170 and $104,120. The lowest 10 percent earned less than $48,300, and the highest 10 percent earned more than $137,800. Median annual wages in the industries employing the largest numbers of medical and health services managers in May 2008 were:

|  |  |
| --- | --- |
| General medical and surgical hospitals | $87,040 |
| Outpatient care centers | 74,130 |
| Offices of physicians | 74,060 |
| Home health care services | 71,450 |
| Nursing care facilities | 71,190 |

RC2. What is the projected growth for this career field over the next 10 years? (i.e. will there be more or less jobs like this in the future?)

| **Occupational Title** | **SOC Code** | **Employment, 2008** | **Projected  Employment, 2018** | **Change, 2008-18** | |
| --- | --- | --- | --- | --- | --- |
| **Number** | **Percent** |
| **Medical and health services managers** | 11-9111 | 283,500 | 328,800 | 45,400 | 16 |

RC3. Please identify local or national organizations that would hire someone in each career field you have explored.

Hospitals will continue to employ the most medical and health services managers over the 2008–18 decade. However, the number of new jobs created is expected to increase at a slower rate in hospitals than in many other industries because of the growing use of clinics and other outpatient care sites. Despite relatively slow employment growth in hospitals, a large number of new jobs will be created because of the industry's large size.

ISC1. What are the working conditions or work environment for each job you or your group decided to research (such as work schedule, hours, exempt/salaried or non-exempt/hourly, etc.)?   
Some managers work in comfortable, private offices; others share space with other staff. Many medical and health services managers work long hours. Nursing care facilities and hospitals operate around the clock; administrators and managers be called at all hours to deal with problems. They also travel to attend meetings or to inspect satellite facilities.

ISC2. Are positions in this career field typically part of collective bargaining units (unions)?  
No  
ISC3. What kind of opportunities for advancement are there for each career? (i.e. Is there a chance to get promoted, etc.?)

Medical and health services managers advance by moving into more responsible and higher paying positions, such as assistant or associate administrator, department head, or chief executive officer, or by moving to larger facilities. Some experienced managers also may become consultants or professors of healthcare management.

New graduates with master's degrees in health services administration may start as department managers or as supervisory staff. The level of the starting position varies with the experience of the applicant and the size of the organization. Hospitals and other health facilities offer postgraduate residencies and fellowships, which usually are staff positions. Graduates from master's degree programs also take jobs in large medical group practices, clinics, mental health facilities, nursing care corporations, and consulting firms.

Graduates with bachelor's degrees in health administration usually begin as administrative assistants or assistant department heads in larger hospitals. They also may begin as department heads or assistant administrators in small hospitals or nursing care facilities.