



Australian Government



# Interactions I like

It's useful to get an idea of how you prefer to interact with people. Knowing your preferences can help you choose a field with interactions that suit you.

Remember, if you don't have strong preferences for particular interactions, that's okay too, because you can still have a successful career by being flexible about the way you deal with people and open to the opportunities available.

This workbook includes some basic introductory career interest questions to help you think about the ways you like interacting with people.



**1. Do you like to help other people?**

Select the response that suits you best from the following five options

All the time	Often, but not all the time	Occasionally	Not very often	Not at all
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If you answered **'all the time'** you may be well suited to a field that is people focused and where your success is measured by expressions of satisfaction from your clients, colleagues or employer. In the world of work you may need to use your judgement, as you won't be able to help everyone all the time.

Most jobs will require you to assist clients or colleagues at some point. If you struggle with this, you may need to develop some ability to help others, as it will make you more employable. You may need to select an employer who provides clear procedures and expectations regarding helping others.

Some occupations that may suit you if you answered **'all the time'** or **'occasionally'**:

- disability carer
- youth worker
- hotel concierge
- account manager
- teacher
- nurse
- administrative assistant
- information desk agent
- waiter / waitress



**2. Do you like to get people's attention and convince them to take action or agree with you?**

Select the response that suits you best from the following five options

All the time	Often, but not all the time	Occasionally	Not very often	Not at all
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If you answered 'all the time' you may be well suited to a field that uses your persuasive skills to achieve a clearly defined business purpose.

Most jobs occasionally need you to persuade people. For example, you may need to convince a sales representative that a service or product you recently bought was faulty and should be repaired or replaced at no cost to your business. You may need to spend time developing these persuasive skills. You can do this by consulting people whose approach you admire.

**Some occupations that may suit you if you answered 'all the time' or 'occasionally':**

- cold-call sales agent
- salesperson
- loans manager
- advertising director
- coach
- barrister
- lobbyist
- drug and alcohol counsellor



### 3. Do you like to make sure people do things properly?

Select the response that suits you best from the following five options

All the time	Often, but not all the time	Occasionally	Not very often	Not at all
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Most jobs occasionally need you to ensure workplace rules and procedures are followed, particularly where they impact on the safety of staff and customers. If you have difficulty with this, you may need to develop some ability to do it, as it will make you more employable, particularly if you wish to supervise or manage other staff. You could develop these skills by consulting people whose approach you admire.

Some occupations that may suit you if you answered 'all the time' or 'occasionally':

- head chef
- small business manager
- office manager
- team leader
- auditor
- building inspector
- parking inspector
- safety inspector
- police officer
- quality assurance manager
- project manager



**4. Do you like taking responsibility for tasks and completing them on time, and to a high standard?**

Select the response that suits you best from the following five options

All the time	Often, but not all the time	Occasionally	Not very often	Not at all
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If you answered 'all the time', you are highly motivated to provide a high quality and timely product or service to people. You may be well suited to a field that uses your service skills to achieve a clearly defined business objective.

Most jobs at least occasionally need you to deliver a product or service to a client, a colleague or a supervisor. If you have difficulty with this, you will need to develop some ability to do it as it will make you more employable.

Some occupations that may suit you if you answered 'all the time' or 'occasionally':

- tender application and delivery
- financial administrator
- repair service provider
- builder
- cleaner
- project manager
- hospital manager
- librarian
- policy adviser
- chef
- driver



**5. Do you enjoy a competitive environment?**

Select the response that suits you best from the following five options

All the time	Often, but not all the time	Occasionally	Not very often	Not at all
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If you answered ‘all the time’, you are highly motivated by competition which may be for financial reward or recognition. You may be well suited to a field that uses your competitive skills for a clearly defined business purpose.

Most jobs require at least an occasional awareness of the importance of competition, not always at the individual level but perhaps at the business level.

Some employers will appreciate the ability to use judgement to determine when you need to compete or when you might need to take a more collaborative approach, particularly if you can balance the need to compete with the need for teamwork.

**Some occupations that may suit you if you answered ‘all the time’ or ‘occasionally’:**

- entrepreneur
- small business owner
- sales agent



**6. Do you like pitching in with other people to achieve a shared goal?**

Select the response that suits you best from the following five options

All the time	Often, but not all the time	Occasionally	Not very often	Not at all
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If you answered ‘all the time’ you may be well suited to fields that require a determined and ongoing team effort to achieve a business goal.

A lot of jobs require workers to pull together and collaborate to solve problems. This requires flexibility and open-mindedness. If you have difficulty with this, you may need to develop some ability to collaborate in order to be a successful team member in the workplace.

**Some occupations that may suit you if you answered ‘all the time’ or ‘occasionally’:**

- business development manager
- product developer
- scientific researcher
- business analyst
- landcare manager
- community liaison officer
- kitchenhand
- waiter/waitress
- logistics manager



Try another way of thinking about how you like interacting with people, by completing this table:

Interactions with people	I like this alot	I don't mind this	I tend to avoid this
<b>Helper</b> Working with someone to achieve an identified goal or need	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<b>Persuader</b> Convincing another person or organisation to do something	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<b>Enforcer</b> Keeping rules and obeying standards, and ensuring others do the same	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<b>Provider</b> Agreeing to do something for someone else and making sure you do just that	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<b>Competitor</b> Actively seeking rewards and recognition for your achievements	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<b>Collaborator</b> Working with others to identify common goals, and working together to achieve them	<input type="checkbox"/>	<input type="checkbox"/>	



**Now summarise your preferences for how you interact with people, in sentences:**

I am a person who likes interacting with people as a (e.g helper, persuader, enforcer):

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Times that I've liked interacting with people in these ways were when:

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Times that I did a good job at interacting with people in these ways include:

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Right now, the things that matter the most to me are:

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