



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
Helper Working with someone to achieve an identified goal or need	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Persuader Convincing another person or organisation to do something	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Enforcer Keeping rules and obeying standards, and ensuring others do the same	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Provider Agreeing to do something for someone else and making sure you do just that	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Competitor Actively seeking rewards and recognition for your achievements	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Collaborator Working with others to identify common goals, and working together to achieve them	<input type="checkbox"/>	<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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