# Career Discovery Report

Deep insights on your holistic profile and recommended career paths according to your strengths.





Name:

Class: 12

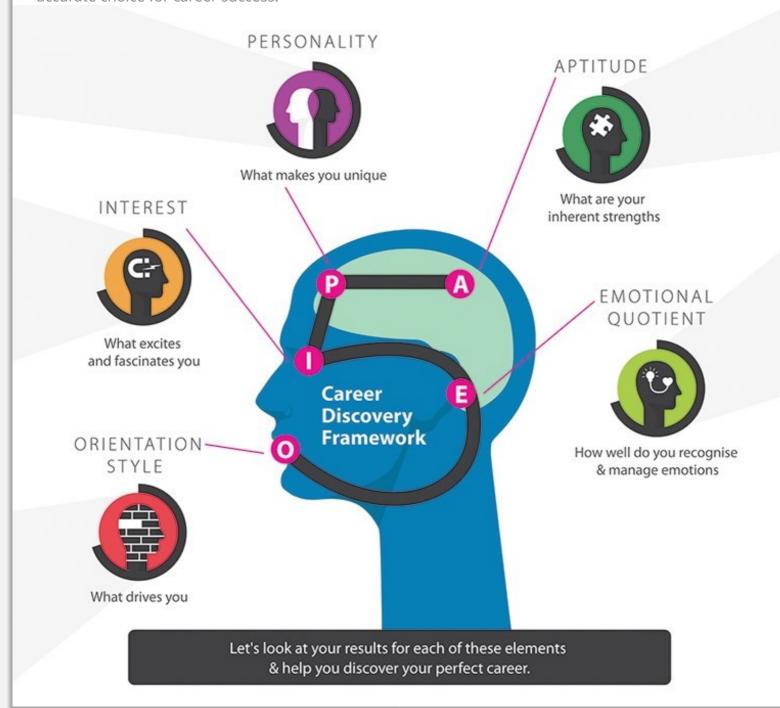


### Career Assessment Framework

Congratulations on completing the Career Assessment Framework! Your comprehensive career discovery report is now ready to give you your best-fit career matches.

Our award-winning career guidance framework and assessment tool have been developed by a team of some of the top psychometriddls, industry experts and researchers in the world. It is the most accurate and valid career assessment, with a blend of advanced technology and millions of research data points collected from students from multiple demographics and cultures.

Our 5-dimensional framework, the first of its kind, has been tailor-made for students. These 5 dimensions together form the pillars of career guidance, and will help you make a scientific and accurate choice for career success.





### Your Orientation Style

### What is Orientation Style?

Orientation style identifies what an individual is driven by. Understanding the orientation style will help you with career decision based on your dominant style of interaction with the surroundings.

Your Dominant Style





### Informative Orientation

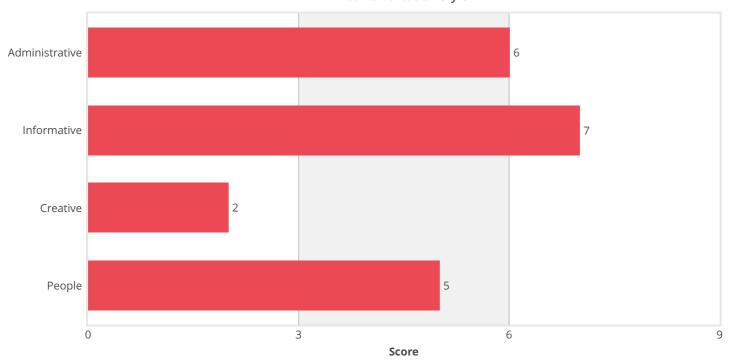


#### **Administrative Orientation**

The scores obtained on this style inventory indicate that you are information-oriented and like to operate with information, machines, instruments, books & gadgets. Your style indicates that you are assertive and believe in doing things rather than talking about them. You have an inquisitive, scientific and mechanical bent of mind. You may like to read, gather knowledge, solve problems and perform research & experiments. You may be observed as intellectual, precise and scientific in the workplace.

The scores obtained on this style inventory indicate that you are administrative orientated. This means that you are good with work tasks in which you have to deal with facts, number, records, files and data. You prefer to work in an organized systematic manner paying close attention to details. You would be good in tasks which require a high sense of responsibility and rule-abiding norms. You are good in perceiving the practical aspects of problem and solving it through rulebooks and guidelines. You may be observed as being practical, realist and organized at the workplace.

### Your Orientation Style





### Your Interest

#### What is **Interest**?

Understanding your Interest will help you identify what work areas excite you and helps you identify career options which are personally rewarding. Interest assessment explores your interest across multiple career options to find the right match which shall keep you engaged.

### Your Dominant Interest Areas



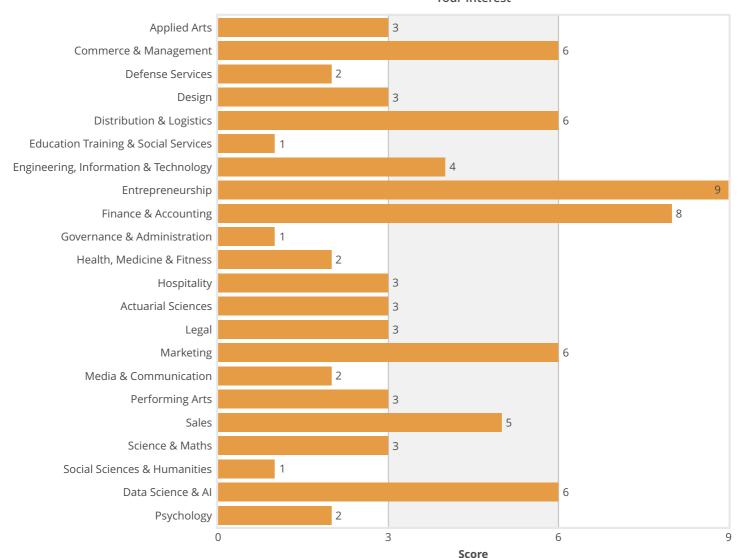








#### Your Interest





## Your Personality

### What is **Personality**?

Understanding your Personality will help you identify your consistent behavior patterns. Every individual is different due to their unique blend of attributes. Personality assessment identifies what career options suit your style and match your personal attributes.

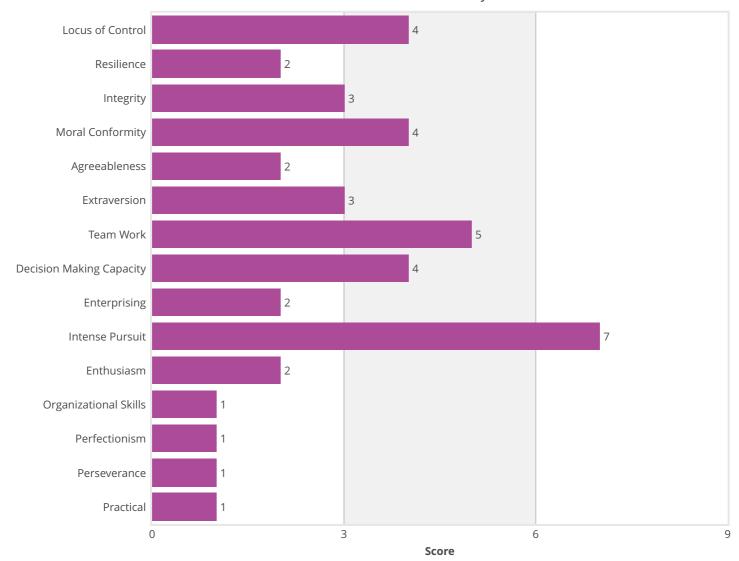
### Your Dominant Personality Traits







### Your Personality







### Locus of Control

1 2 3 4 5 6 7 8 9

### Meaning

Locus of Control is the individual's perception of the power they have over events that happen in their lives. People with this trait believe that they have control over their own destiny and are convinced about their own skills

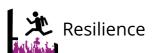
### **Expert Analysis**

You feel that all your abilities, skills and reinforcement are dependent on your luck and external factors. You feel better when you get directive from others, as your decision-making may be low which makes you less of a leader and more of a follower. You are not very good in situations where initiative is to be taken and your dependency is high making you less independent in nature

### Development Plan

You can improve your internal locus of control through following strategies -:

- Be assertive: You have to start speaking up your mind and take responsibility for your acts as blaming others would not work in life.
- **Develop trust:** After understanding your strengths, you have to start trusting yourself. Believe in whatever you do or perform. Strong level of trust in oneself makes a person confident and composed.
- Stop being judgmental: Stop judging all your actions and go easy on yourself. Demanding too much sometimes leads to drainage of strength and hence failures.
- Be relaxed and rejuvenate yourself: Sometimes too much of stress to excel leads to panic and then everything you work on gets spoiled. Take timeouts to start regaining confidence in yourself.



## 1 2 3 4 5 6 7 8 9

### Meaning

Resilience is the ability to pursue chosen path despite stress, high- risk status, challenges and hardships

### **Expert Analysis**

Your responses indicate that you don't exhibit competence under stressful conditions and hardly display courage, adaptability, and endurance. You tend to avoid challenges and see them more as a burden rather than excitement or an opportunity to grow. You are likely to falter when it comes to sticking to your tasks & defined schedule. You may also find it difficult to bounce back from setbacks or failures. You generally prefer to choose a safe path

### Development Plan

You can improve your resilience by using the following strategies -:

- Learn to be more flexible. It is always better to embrace change and adapt as per the requirements. It helps in handling stress in a better manner and work more effectively.
- Be optimistic & do not lose hope. It is always better to be optimistic during hardships. A sense of optimism helps in dealing with difficult situations.
- Learn to tackle your problems step by step. Think of taking small steps while resolving problematic circumstances.
- **Develop a strong social network.** Being with people that are supportive and encouraging can be very helpful in facing hardships





1 2 3 4 5 6 7 8 9

### Meaning

Synonymous with honesty, principles, sincerity, scruples; integrity means being honest and living by universal principles of right and wrong

### **Expert Analysis**

You are low on integrity and you have a issue in establishing set ethical norms for your different dimensions of life. You perceive rules are not that important and live your life on practical terms and values. You can break the rules if they are not convenient for you. You put your own personal gains above set ethical norms

### Development Plan

Think of working on following strategies to improve on your integrity levels:

- **Right vs. Wrong Dilemma**: You should learn how to develop the difference between right and wrong and how you can deal with conflicting situations.
- Place a rule book in your life: Start afresh with new norms in your life. Begin with simple tasks and complete them on set timelines and gradually move to the bigger tasks. Give importance to set rules and strictly follow those rules. Be aware of your decisions and recognize your mistakes and try to not repeat them in future.
- Accept ups & downs: You should have courage to accept your failures along with appreciations for the achievements regardless of the person providing the feedback.



1 2 3 4 5 6 7 8 9

### Meaning

Moral conformity implies standing by your principles & code of conduct rather than matching attitudes, beliefs, and behaviors to group norms so as to fit into the group

### **Expert Analysis**

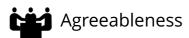
Your attitude and behavior is tilted towards what others believe rather than sticking by your principles of morality. You don't mind ignoring your own values to fit into your peer group. Though you believe in the society, cultural norms, rules, and interests of the society but on various counts your acts are not in conformity with the societal norms and consensus

### Development Plan

You can work on following strategies to work on improving moral conformity levels:

- Be Assertive Make an attempt to put forward your point of view with conviction
- Think of Long Term Impact Avoid short term gains or giving in to temptations
- Right Associations Form Associations with people who have clear understanding of right and wrong
- Learn to say 'No'- Saying 'No' will not spoil your relationships with others, rather it will make help you make meaningful & stronger relationships.





1 2 3 4 5 6 7 8 9

### Meaning

Agreeableness is the ability to sympathize with others, trust them and be warm, concerned and cooperative towards them

### **Expert Analysis**

You are skeptical about intentions of others and have a hard time trusting them. You believe that people are untrustworthy and inconsiderate. You also have great difficulty in understanding others' viewpoints. You prefer competing with others rather than cooperating. You are not afraid of conflict, and you believe in dealing with difficult situations head on even when your actions may have negative impact on people around you

### Development Plan

You can increase your agreeableness level by using following strategies:

- Try to see things from perspective of others: This will help you better understand the behavior of other people and also the reasons why they behave in certain ways. Also check on how you would have reacted in a similar situation.
- Accept that all people are different: Rather than competing with others and suspecting their intentions, it is better you understand that everyone is unique. This will help you to accept different viewpoints and also maintain social harmony.
- **Different people different voices**: Everyone has a point of view which needs to be respected. Listening to these voices will help you to sympathize with them



### Extraversion

1 2 3 4 5 6 7 8 9

### Meaning

Extraversion is the ability to talk easily to others, assert viewpoints and prefer working in groups, rather than working alone

### **Expert Analysis**

You prefer to spend time alone rather than being part of any social gathering. You find it very hard to approach strangers. You prefer working alone rather than in a group. Expressing opinions in the presence of others is very difficult for you

### Development Plan

You can look to increase your extraversion level by using the following strategies -:

- **Developing interpersonal skills:** Try to communicate with people around you. This might be difficult at first, but you can keep trying and soon you will learn how to initiate a conversation and how to go about the whole process of communicating and sharing your views.
- **Find social activities you enjoy:** Sign up for hobby classes or volunteering activities or associate with new groups of people. Its easier to connect with people if you have a shared interest.





### Team Work

1 2 3 4 5 6 7 8 9

### Meaning

Team work implies including not only your views but also the views of others while working towards a common goal. It involves working collaboratively with people and maximizing the team output

### **Expert Analysis**

You may find it difficult to work with others in a team. You face some difficulty in communicating your views with other members of your team. This interferes with your ability to work with a group of people, in order to achieve a goal. This also makes it difficult for you to establish and maintain new relations. You tend to ignore the views of others while making decisions most of the time

### Development Plan

Your scores indicate that you need to put some effort to develop your ability to work collaboratively within a group of people in order to achieve a goal. You can do this by:

- Be an active listener: Developing listening skills will help you to understand others viewpoints, provide you with learning opportunities and will also minimize misunderstandings. Wherever warranted, you need to express your views to others.
- Add humor: Adding humor in your day-to-day dealings with others will help you to keep a sense of perspective and will also work as a great bonding tool.
- **Group activity:** You need to try and engage yourself in more group activities wherein coordination and cooperation with members of the team will help achieve the common objective



### **Decision Making Capacity**

1 2 3 4 5 6 7 8 9

### Meaning

Decision making capacity is the tendency to choose effectively from alternatives through reasoning and critical thinking

### **Expert Analysis**

Your decision making capacity is not very high. Either your decisions are proved wrong or are not as per the required situation and time. You don't seem to learn from your earlier mistakes. You also can't predict the outcome of your decisions until their result is revealed. But in some situations you might take the right decisions and possibly at the right time

### Development Plan

You can work on decision-making skills by using the following strategies:

- Learn from others. You can learn from people who are skilled or good at decision making. Learn techniques from these people, and then apply them using your own thinking.
- You can start with normal situations and then go bottom up. Take decisions first for ordinary situations and then move towards conflicting situations.
- Learn from your mistakes: Be attentive toward small mistakes and try not to repeat those mistakes in future. Also learn from the mistakes of others and apply them in your life.





### Enterprising

1 2 3 4 5 6 7 8 9

### Meaning

Enterprising is being assertive, confident, high on risktaking capacity, and having the ability to persuade others

### **Expert Analysis**

You fit in best in groups, as you do not shift from group norms. Working with problems, you tend to stick to the tried and tested solutions, as you do not believe in risk taking. You are a person who likes his security and stability; hence, coming out from the secure zone puts you in a fix. It is difficult for you to put forward your point in an assertive manner, hence it hampers your self-confidence and esteem

### Development Plan

You can improve your enterprising skills through the following strategies:

- Be willing to admit and learn from failures and weaknesses: No one is perfect, and everyone makes mistakes. The most successful person is one who knows that the key to success is not in avoiding failures, but to learn from them. You should continue to improve yourself in every possible way.
- Being confident: Learning about any area/domain in detail helps you to become confident in that particular area. You can start by learning more about your hobby.
- Maintain a positive attitude: With a positive attitude, you are looking at the bright side of life. People are naturally attracted to you when you have a positive attitude. By being positive, you will lead a happier life, as well as be surrounded by other positive people.
- Being passionate: You need to be passionate about the work you do. Passion is contagious and it helps you in persuading others.



### Intense Pursuit

1 2 3 4 5 6 7 8 9

### Meaning

Synonymous with dedication, devotion & zeal; intense pursuit is having a clear intention, aim, interest, commitment and strong desire to pursue on a chosen path

### **Expert Analysis**

You are very determined and have a strong will power. You are very passionate about what you choose, and tend to devote all your energy and time to it. Your pursuit of goals is full of unmatched commitment and zeal despite various ups and downs. This quality of being focused in achieving your goals helps you make constant efforts until you reach your goal. Your ability to be intensely absorbed in your pursuits enables you to keep trying and making continued efforts until your goal is achieved

### Development Plan





### Meaning

Synonymous with vitality, spiritedness & vigor, enthusiasm is having abundant or intense energy and curiosity to gather knowledge

### **Expert Analysis**

You tend to accept things as they are, without trying to question them. You avoid new experiences and do not have much inquisitiveness to learn about new things. Your stress levels increase whenever you have to face some new situation. You prefer to have a set routine without any need to make adjustments; as you find it difficult to adapt yourself to new surroundings

### **Development Plan**

You can increase your enthusiasm by using following strategies:

- Develop a sense of humor: People with high enthusiasm, have a contagious sense of humor. Sulking about your life will further lower your spirits. Start looking at your problems as opportunities for new learning and experiences. When engaged in heated arguments, try to use humor to lighten the situation.
- Start questioning: You need to question the various happenings around you. This will help you to make efforts to seek answers to those questions. Do not hesitate to question and remember that nobody knows everything.
- Healthy Lifestyle: If you are exhausted, with too much work, it is impossible to radiate enthusiasm. Take frequent breaks between your work schedule and have adequate sleep at night. Take a balanced diet along with physical workout on regular basis



## Organizational Skills



### Meaning

Organization skill is the ability and style of an individual to structure plan and meet their goals in a systematic manner

### **Expert Analysis**

Your tendency to not work in a systematic and coordinated way puts a lot of stress on you when it comes to achieving tasks in a specific period of time. You are unable to utilize your time, energy, and resources, in an effective manner and therefore not able to meet your goals at times

### Development Plan

You can improve your organization skills by using the following strategies -:

- Set specific & realistic goals. This will help you in being more systematic and efficient, which will enable you to achieve set tasks.
- Prioritize your work. Learn to understand the difference between tasks that are highly important and need to be done immediately and the tasks that can be done later. This will help you do your work on time and not be stressed.
- Set proper timelines. When you start a task, set a realistic timeline for the completion of your task. This will make you more systematic and help you to be more structured in doing your task





### Perfectionism

1	2	3	4	5	6	7	8	9

### Meaning

Perfectionism is the desire to strive for flawlessness and set high standards of excellence

### **Expert Analysis**

Your score stands for a minimal desire to strive for high standards of excellence. This means that you are often careless about your task and don't feel responsible for your own work. You are generally casual about the things happening around you. All such things interfere in your performing the task in an efficient manner. You are more interested in completing the task rather than the quality of work and hence tend to use short-cuts while doing the task

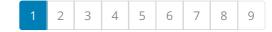
### Development Plan

You need to develop a sense of high standards of excellence. You can do this by-:

- **Detailing:** Break down a task into smaller steps and pay attention to minute details in every step. You can reward yourself for successfully completing every step with perfection.
- Evaluate your performance: Be honest while evaluating your performance and work on the areas wherein improvement seems necessary.
- Set high standards: You should make an attempt to set high standards of excellence for yourself. This will motivate you to work hard and ultimately perform better



### Perseverance



### Meaning

Perseverance is the determination of an individual to complete a task, irrespective of the obstacles

### **Expert Analysis**

You find it difficult to continue with a task when faced with obstacles. You do not really finish what you start, and tend to get stuck in problems, hence losing the ability to resolve them. Your decisions seem to be impulsive at times and you express dissatisfaction with your working style. You lose patience and easily get disheartened by failures

### Development Plan

You can improve your perseverance levels by using the following strategies:

- Strengthen the belief that nothing is impossible. Everything is possible if you make constructive efforts to achieve it.
- Running away from problems is not a solution. Facing them and dealing with them will help you find a solution.
- Learn from Failures. Learning from failures rather than just getting emotionally driven will help build perseverance. A clear focus on the goal and ability to continue the pursuit should lead to success.
- Create alternatives. Try and use unconventional problem solving approach, whenever faced with dynamic situations and new complexities.





1 2 3 4 5 6 7 8 9

### Meaning

Synonymous with pragmatic, real & hands-on; practical is being more concerned with practice than theory

### **Expert Analysis**

You tend to overlook the realistic side of theory and rely more on bookish knowledge. You are unable to develop a relationship between what is real and what is theoretical. Your judgments tend to be affected by the theories you may have studied rather than experience. You are more inclined towards conventional ideas and resist making contemporary changes

### Development Plan

You can improve your tendency of being more concerned with theory rather than with practice by following certain strategies such as –:

- Try it out Hands on experience will help you in testing of assumptions and your own belief.
- Visualize reality Try to visualize the practical aspects of theories in day to day situations.
- Challenge the status quo Don't go by pre-set standards or assumptions. Try to challenge the existing way of doing things.
- Functional Connect Develop a functional connect between theory and its practice so as to have a more realistic understanding.



## Your Aptitude

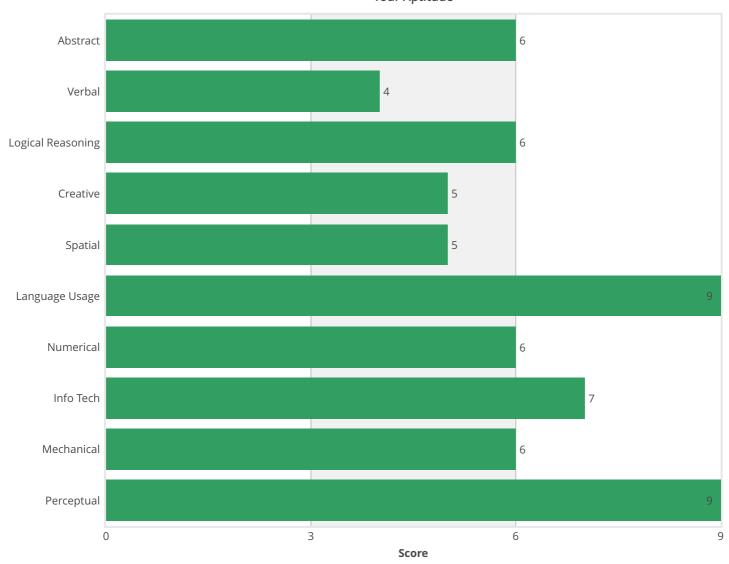
### What is **Aptitude**?

Understanding your Aptitude will help you explore your innate strengths. Every individual has a unique area of expertise and their own forte. Aptitude assessment predicts what is your innate ability and potential and helps you find career options that are in sync with your aptitude.

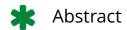
### Your Dominant Aptitude Strengths



### Your Aptitude







1 2 3 4 5 6 7 8 9

### Meaning

Ability to work with new concepts, abstract ideas & recognizing patterns and similarities

### **Expert Analysis**

You scores reflect that you are moderately skilled at working with new concepts, abstract ideas and recognizing patterns and similarities between them. Your scores also indicate that you are able to recognize the similarities and differences between ideas, or concepts which are not necessarily related at an average level. You are able to work out new concepts and deal with abstract ideas in most cases

### Development Plan

Abstract aptitude can be developed by adopting following strategies:

- Abstract ideas and concepts: Give yourself a regular exposure to abstract ideas and concepts. Repeatedly examining information presented in abstract forms in books and newspapers will help you to develop a capacity for handling abstract information and looking for patterns. Try and solve puzzles, games and other forms of analytical material to enhance abstract way of thinking.
- Patterns and relationships: Purposefully seek patterns and relationships in things around you for enhancing abstract aptitude and outlook. You should also practice creating diagrams which represent relationships, connections and sequences



Verbal

1 2 3 4 5 6 7 8 9

### Meaning

Ability to comprehend words and sentences and deduce meaningful relationship from them

### **Expert Analysis**

You have an average ability to understand the relationship between words and have a limited ability to convey the required information. You possess an average level of verbal skills like spell words correctly, use correct grammar, understand word meanings, and interpret word relationships. You are often, though not always, able to correctly analyze and understand textual information

### Development Plan

You can use the following strategies to improve your verbal skills:

- Reading: You can start reading and analyzing texts, articles and newspaper columns. Challenge yourself with more and more complex material and continue even though you seem to be making little progress because over time, it will show results.
- **Drawing conclusions and inferences:** Try to deduce relationships among various components of the reading material. Try to look for relationships and patterns, drawing conclusions and making inferences.
- Memorizing word-meanings: Consciously memorizing word-meanings regularly will also help in broadening your vocabulary base.





### Logical Reasoning

1 2 3 4 5 6 7 8 9

### Meaning

Ability to identify and isolate components of an argument to arrive at a complete inference and reach a conclusion

### **Expert Analysis**

You have an average ability to apply logical reasoning to solve problems. At times you find it hard to detect the stronger arguments from the weaker ones. At times when you cannot find logical reason to support your stand, you may lean on emotional reasoning or rely on instincts

### Development Plan

You can develop logical reasoning by practicing following strategies:

- Play mind games: You should try playing mind games such as chess, Sudoku, word games and other mystery games and puzzles that are easily available online. This will give you an understanding of the patterns and their individual elements and will help you in developing logical reasoning.
- Practice & Perform non-routine tasks: You should regularly practice open-mindedness and must make conscious attempt to figure out relationships among related or unrelated stimuli. Read books on logical reasoning and improve your skills by practicing a wide range of problem types.



### Creative

1 2 3 4 5 6 7 8 9

### Meaning

Ability to develop novel and diverse ideas and solutions for a given problem

### **Expert Analysis**

Your responses indicate that you have an average capacity to develop new and diverse ideas and solutions for a given problem. Your creative aptitude enables you to find unique ways of finding solutions to problems in most but not all cases. At times you are tempted to use out-of-the-box solution but usually tend to follow the conventional way of thinking

### Development Plan

Adopting following interventions will aid you in developing a creative way of thinking:

- Openness to new experiences: You require an open minded approach and willingness to explore new ideas around you. Constant exposure to creative ideas and information enables an individual to develop an aptitude for creativity.
- Constant Experimenting: Experimenting and modifying ideas will train you to have an open mind, which in turn, will stimulate creative thinking. Try and absorb newer ideas in your surroundings from all possible sources.
- **Generate ideas in a group setting:** Surround yourself with creative people. Generate and discuss diverse ideas as much as possible, and with as many people as you can.





**Spatial** 

1 2 3 4 5 6 7 8 9

#### Meaning

Ability to manipulate shapes in two dimensions or to visualize three-dimensional objects presented as two-dimensional pictures

### **Expert Analysis**

You have an average understanding of spatial relationships among objects. You are averagely skilled at mentally visualizing and manipulating objects in three-dimensional space. You are able to visualize and mentally rotate objects presented to you in two-dimension to understand it at a three-dimensional manner at an average level

### Development Plan

There is a possibility to enhance your spatial understanding through practice, training, and leaning. You can use the following strategies in order to increase your spatial aptitude:

- **Studying Geometry**: Studying geometry has been found to improve spatial visualization skills. Pick up some good geometry textbooks and try to solve questions related to shape, size and relative positions of figures.
- Games and Activities: Pursuing certain activities such as Lego building (including computer versions), photography, doing jigsaw puzzles, playing chess, drawing, geography, studying origami, practicing visual memory games or playing computer games like Tetris can help to improve your ability at spatial visualization.
- **Practice Visualization and Spatial Thinking:** Regularly exposing yourself to three-dimensional spaces and environments along with paying conscious attention to these spaces can be of great help to develop spatial aptitude. This should progress from actual physical environments to the diagrammatic representations of these spaces



Language Usage

2 3 4 5 6 7 8 9

### Meaning

Ability to understand and use words along with the grammatical rules and structures to produce meaningfulnovel sentences

### **Expert Analysis**

You have a high capacity to understand and use words along with the grammatical rules and structures to produce meaningful and complex sentences. You have a high ability to detect errors in grammar, punctuation, and capitalization and are able to formulate diverse combinations of words and sentences

### Development Plan





Numerical

1 2 3 4 5 6 7 8 9

### Meaning

Ability to quickly grasp mathematical functions and to use them to analyze and solve mathematical problems

### **Expert Analysis**

Your ability to deal with numbers is average. You are quite confident with your basic arithmetic abilities; however, with higher mathematical functions you may face some challenges. You are able to manipulate numbers with ease, however, with increased pressure you make mistakes and your ability to manipulate numbers diminishes

### Development Plan

You can develop numerical ability by adopting following interventions:

- Mental Imagery: You have to try making mental imagery of the problems in terms of the numerical values of the elements involved in the problem. Constant effort will be helpful in enhancing numerical/ mathematical ability.
- **Practice and increase comfort with numbers:** You must progressively keep taking different tests on numerical ability to know your current level and further try to progress to a higher level.
- **Computer-simulated mathematical games**: You can try different computer applications, games and mobile apps that are known to enhance numerical ability



Info Tech

1 2 3 4 5 6 7 8 9

### Meaning

Ability to grasp and use principles and concepts of technology and computer programs to solve problems

### **Expert Analysis**

You have a very good understanding of the principles and concepts of technology. Your responses indicate that you have high awareness about the basic computer programs and its applications. You are quite comfortable when it comes to dealing with computer software. Your awareness about latest technologies and software is also very high. You are extremely comfortable when it comes to learning about the working of new gadgets or software

### Development Plan





### Mechanical

### Meaning

Ability to grasp and use mechanical concepts and principles to so solve problems

### **Expert Analysis**

Your ability to understand and apply mechanical concepts and principles is average. You could easily grasp and apply mechanical principles with which you are familiar. However, you are not very confident of applying your mechanical knowledge to new challenges or problems. With adequate training and effort, you can improve your mechanical aptitude

### Development Plan

You can think of developing mechanical abilities by adopting following strategies:

- Developing sense of physical world: You should be observant to perceive the physical world around and understand the principle through practical demonstration. You may take coaching or practical science training in subjects like Physics.
- AV media and 3-D programs: You can take help of the audio-visual media with 3-D programs to understand scientific principles in depth and learn to apply them to real world problems.



### Perceptual

**Expert Analysis** 

### Meaning

Ability to accurately and quickly compare similarities and differences among sets of pictures, patterns, objects, letters or numbers.

You are quite capable of working with rapid speed and accuracy in tasks which do not necessarily require high intellectual activity. You take less time to respond to external stimuli of varied nature like pictures, patterns and objects. You can swiftly perceive a whole stimulus when parts of it are missing. You are effective where a quick and precise decision is required

### Development Plan



## Your Emotional Quotient

### What is **Emotional Quotient**?

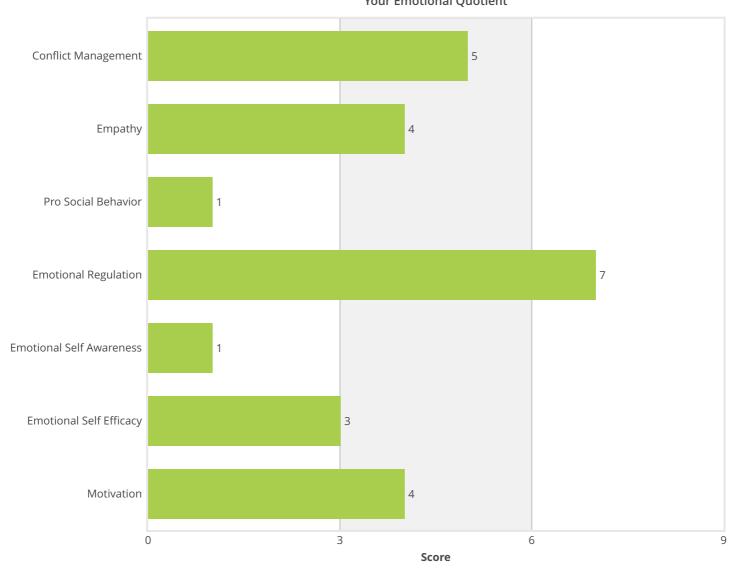
Understanding your Emotional Intelligence will help you understand your effectiveness in social situations. Emotional Intelligence assessment identifies how well do you recognize and handle your own emotions and interpersonal relationships.

### Your Dominant Emotional Quotient Strengths













1 2 3 4 5 6 7 8 9

#### Meaning

Ability to resolve conflicts through negotiations

### **Expert Analysis**

You have difficulty in changing your stand and in controlling your emotions under pressure. You often fail to notice the non-verbal signs, and usually take people's word at face value. You see conflict situations as unpleasant and unrewarding. You believe that people seek their self interest in conflict situations. You fail to appreciate the humor in important matters being discussed. You believe that compromise is sign of a weakness and do not prescribe to the statement, that people should be forgiven without paying the price for their mistakes. You feel inadequate at times with regard to the issues that arise in a conflict situation

#### **Development Plan**

You can improve conflict management by using the following strategies

- Wait and watch: You can choose to wait for a few days, if you find conflict is beyond your control at present. Waiting for a few days often allows you to come up with appropriate strategies to resolve the conflict. This strategy can diffuse the tense situation.
- Working with a role model: You can greatly improve your conflict management skills by working with a person who is good at resolving conflict. By observing how this individual deals with various challenges in the conflict management situations, your self-belief in regard to developing these skills would increase.
- **Right preparation:** You can increase your confidence in resolving conflict by thorough preparation. This means you collect all the evidence pertaining to the issue involved. Preparing extensively would make you realize the loopholes, which you can overcome in advance.



### Empathy

1 2 3 4 5 6 7 8 9

### Meaning

Perceiving and being aware about emotions of others, including being sensitive to a diverse population

#### **Expert Analysis**

You have some difficulty in understanding and responding to the feelings and emotions of others. This also indicates that you find it difficult to form a good rapport with the people around you. You are somewhat uncomfortable with people sharing their feelings with you and as a result you are unable to form close relationships.. Not only do you have difficulty with others' emotive sharing, you also find it hard to understand and accept your own emotions. At times, this may make it difficult for you to respond to others with an appropriate emotional response

#### Development Plan

Empathy is an important social skill. It is an essential ingredient to succeed in careers as well as relationships. You can improve your empathy by using the following strategies:

- Be self-reflexive: Be in touch with your own feelings. Being in touch with your own emotions helps in understanding and responding to the feelings of others.
- **Communicate effectively:** For this, you may need to develop your communication skills so that you are able to clearly indicate your understanding of the other person's emotional experience.
- **Use humour to ease the situation:** However it is important to not sound too casual or seem like you are taking the situation lightly.





### Pro Social Behavior

1 2 3 4 5 6 7 8 9

#### Meaning

Having the motivation to help others without any personal gain

### **Expert Analysis**

Your responses indicate that you are not inclined to help others in distress. It may be because you are absorbed in some problems of your own. This may also be a result of not wanting to bear the repercussions of being helpful. The score also indicates low interpersonal trust as well as a low expectation of fairness in the world. Your lack of helpful behaviour also shows that you may have a low level of empathy towards others and their needs. You find it difficult to concern yourself with the rights, feelings, and welfare of others

### Development Plan

Prosocial behaviour is important to promote your connectedness to society. To increase your prosocial behaviour you can:

- Increase your group identification: this will promote your co-operative behaviour.
- Reduce your social dilemmas: you can consciously learn to pay attention to the needs of others whenever there is a conflict of interests between your needs and the needs of others around you.
- Make the rewards of prosocial behaviour intrinsic rather than extrinsic: you can focus on the emotional rewards like empathy and self satisfaction rather than social rewards like social approval.
- Consciously work on increasing empathy towards others: This will bring about a greater understanding of the emotions and pressing needs of others.



### **Emotional Regulation**

1 2 3 4 5 6 7 8 9

#### Meaning

Managing one's constructive as well as destructive emotions well. Ability to manage stress, anger and anxiety

#### Expert Analysis

You are able to manage your constructive as well as destructive emotions exceedingly well. You respond to ongoing situations with the range of emotions that are socially acceptable and sufficiently flexible. You can come with spontaneous reaction to varied situations as well as have the ability to delay spontaneous reaction as and when needed. You can easily focus on the task assigned and have the ability to suppress inappropriate behavior under instruction. You can modulate anxiety as per the requirement of the task performed and are not overwhelmed by it. You don't give in easily to pressure and are able to assert yourself whenever the situation demands. You can intuitively decipher the emotional strategies appropriate for a given situation and can direct emotions towards creative endeavors

### **Development Plan**





### **Emotional Self Awareness**

1 2 3 4 5 6 7 8 9

#### Meaning

Being aware of and recognize one's own emotions

#### **Expert Analysis**

Your score indicates that you find it very difficult to understand the emotions that you experience. Having low emotional self-awareness greatly restricts you from understanding the reasons for your actions, because only if you have proper awareness of your own emotions, you will be able to understand how they drive your behavior. You are easily carried away by your negative emotions. They overpower your capacity to make the right decisions and take the right action

#### Development Plan

You need to work on understanding your emotions better. For this, you can use the following strategies:

- **Journal:** Keep a journal of your feelings and write down about the events, feelings and your reactions to those events. Research has shown that writing down your thoughts and feelings can help profoundly.
- Name your feelings: Think of some situation that you may be going into and predict how you will feel. Practice naming and accepting the feelings. You might say "I may feel angry", or "I may feel frustrated". Naming the feeling puts you in control.
- Meditate: Another way to build emotional self-awareness is to meditate or reflect daily. You can do this by creating a quiet space for yourself in the day, and focus on your thoughts and feelings.
- **Don't interrupt or change the subject:** If feelings are uncomfortable, we may be tempted to avoid or ignore them. However, it is beneficial for you to face and deal with your feelings.
- Avoid taking impulsive decisions: You should avoid taking impulsive decisions when you are angry, frustrated or feeling hurt.



### **Emotional Self Efficacy**

1 2 3 4 5 6 7 8 9

#### Meaning

Belief in one's capability to understand and deal with one's emotions

### **Expert Analysis**

You do not have much belief in your potential to understand and deal with your emotions. Your perceived capacity to deal with feelings is very low. Due to this, your emotions tend to overpower your ability to make the right decisions. Moreover, you believe that your emotions are caused by external factors and therefore you do not take responsibility for your own emotions.

#### Development Plan

As there is scope for improvement in your perceived ability to understand and deal with your emotions, you can inculcate the following strategies

- **Positive affirmation statements:** Start by being more positive about your capabilities. You can start by practicing positive affirmations like, "I am in control of my emotions".
- Don't let your emotions overpower your ability to deal with situations: Take control of your emotions and work as per the demands of the situation with full belief in your capabilities.
- Reward yourself: You can also reward yourself when you see yourself dealing and managing your emotions effectively.





## 1 2 3 4 5 6 7 8 9

#### Meaning

Having achievement drive, optimism, and being committed to one's values, needs and goals

### **Expert Analysis**

Your responses indicate that you find it hard to initiate and sustain goals. You, also at times, find it hard to set goals that really excite you. You initiate goals with a lot of enthusiasm but when some challenges come in your way, the drive for achieving quickly wanes off. You find it extremely hard to focus on a single goal and are easily distracted with your surroundings. You have a vague conception of the goal attainment process and find it difficult to come up with strategies to lift your morale. You, often doubt your ability to attain goals, and this lack of belief lets you give up easily on your goals

#### Development Plan

- Set SMART goals: Goals that are specific, measurable, achievable, realistic and time bound.
- Reward yourself: Reward yourself each time when you achieve a small goal. This will motivate you to set goals in the future.
- Ask for help: You also need to ask for help whenever you face a challenging situation and feel like giving up.



### Your Dominant Style





### Your Dominant Interests











Your Dominant Personality







### Your Dominant Aptitude







### Your Dominant Emotional Quotient







#### **Career Match with Commerce & Accounts**





A career in Commerce & Accounts opens the pathway to multiple career options in the field of business management, accounting, banking & finance as well as marketing sales. One can pursue degree programs as well as certification programs or a combination of both at the graduate level. Many students are able to master both degree and certification programs with dedication and hard work.

Bachelor in Commerce, Bachelor in Business Administration, Bachelor in Management Studies, Bachelor of Commerce in Banking & Insurance, Bachelor of Commerce in Financial Markets, Chartered Accountancy, Company Secretary, Cost Accountancy, Chartered Financial Analyst, Forensic Accounting, Economics, Actuarial Sciences are some of the most sought after programs in this domain. Chartered Accountancy is one of the most sought after and respected certification programs for aspirants.

Over the last decade, a degree in commerce & accounts is further enriched by several specialized pathways in sectors like Finance, Banking and Insurance. Thus the career prospects in commerce and its interdisciplinary domains are extremely bright. Very good growth prospects, shorter learning and training time-span, high employment opportunities are some of the factors which have made a career in commerce and accounts quite popular amongst the youth. Employment opportunities are excellent with top MNC's across industries, Audit Firms and CA Firms who are always on the lookout for bright talent in this domain.

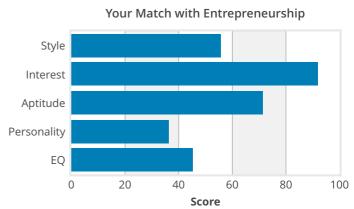
Trending Fields: MBA, CFA, CA, BBA, BMS, Actuarial Sciences, Economics, Entrepreneurship

Read more about Commerce & Accounts >



### Career Match with Entrepreneurship





Entrepreneurs are leaders willing to take risk and exercise initiative. They look to take advantage of market opportunities often by innovating or improving existing products & services.

Developed countries are moving from 'managerial' to 'entrepreneurial' economies. India, as an emerging economy, is ensuring that entrepreneurship is embraced as a career choice for the young. The ecosystem for Entrepreneurship commonly known as Start-Ups is at its brightest.

While no specific education or training is required to start a business venture of your own, the odds of success increase exponentially when entrepreneurs have a solid education background. With the popularity of entrepreneurship rising, many universities/ institutes offer programs to groom budding entrepreneurs. These programs are available both at undergraduate (BBS, BBA) and post graduate levels (MBA). Most top business schools also provide courses for entrepreneurship.

Entrepreneurs are job creators rather than job seekers. They create products and services. Other than the path of owning one's own business, participating in a family business or starting a partnered venture, entrepreneurs also take up roles in the field of business consulting, sales, research and development, not-for-profit management, and mid-level management.

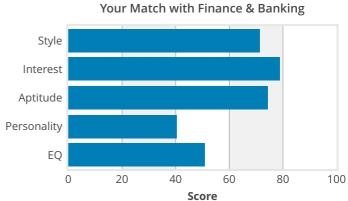
Trending Fields: E-Commerce, M-Commerce, EduTech, FinTech, Healthcare

Read more about Entrepreneurship >



### Career Match with Finance & Banking





In the domain of finance, professionals develop a good understanding of financial management techniques, economic patterns, art of investing money, stock markets, financial planning, corporate finance etc. Finance allows one to apply their understanding of numbers and accounting/ finance concepts to enable business decision making. Career in this domain can be rewarding, intrinsically and monetarily.

Today the role of finance professionals varies from helping corporates and individuals make finance planning decisions to helping businesses raise capital for expansion and running business operations. A degree in finance opens a wide domain for employment in areas such as banks, financial institutions, insurance companies, mutual funds, large MNCs, private equity firms, consulting companies and investment companies.

Students can pursue graduation and post graduation in finance related disciplines like accounts, commerce, business, economics, statistics etc. and further start work in finance and investment sector. Another option is to obtain technical professional qualification in finance like MBA Finance or obtain CFA Certification etc. to be part of finance industry. Finance graduates are recruited as associates in investment banks, analysts, consultants, tax analysts or researchers in consulting companies, analysts in asset management firms; or budget analysts or project managers or policy analysts in multi national corporations as well as government sector.

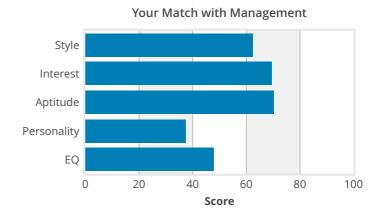
Generally financial companies look for high motivation skills, excellent communication, presentation, judgment, negotiation and commercial skills from very self-confident and dedicated candidates. Top recruiters includes Private Banks, Investment Firms, Audit Firms, Consulting Firms and Asset Management Firms. Trending fields: Corporate Finance, Private Equity, Investment Banking, Financial Planning

Read more about Finance & Banking >



### **Career Match with Management**





A career in Management makes students familiar with knowledge of business, trade, management techniques, industry, basics of economics, fiscal policies, industrial policies, share market, stock markets, etc. Management studies teaches one how to manage a business professionally.

With increasing competition in the field, huge number of colleges providing management related courses have mushroomed across the country offering traditional specializations such as Finance, Marketing, Sales, Operations and Human Resources to the trending specializations like Health Care Management, Sports Management, Rural Management, Fashion Management etc.

Students who are keen to take up management as a career option after class 12th can opt for BBA, BBS or BBM for developing a sound base in the field of management education. After graduation, one may opt for an MBA degree in a specialized field. Management is a career option which can also be pursued after almost any graduation degree such as Law, Engineering, Medicine, Social Sciences among others.

Management is one of the most sought after careers because of the lucrative salaries and good future prospects it offers; especially if one graduates from the leading management colleges.

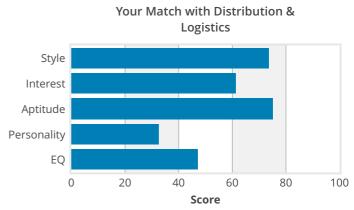
Trending Fields: Sports Management, Health Care Management, Operations Management, Human Resource Management, Finance Management

Read more about Management >



### Career Match with Distribution & Logistics





Logistics and distribution managers organize the storage and distribution of goods to ensure the right products are delivered to the right location on time and at an effective cost. You may be involved in stock control, warehousing, transportation and monitoring the flow of goods. If you enjoy coordinating and overseeing a process to its completion then a career in logistics and distribution may interest you.

A person may pursue a career in Distribution & Logistics in roles such as Supply Chain Managers, Operations Management, Transportation Managers, Logistics Managers or Storage and Distribution Managers.

With globalization driving movement of goods across borders and rapid growth in the e-commerce industry, job outlook for career in Distribution & Logistics is extremely bright.

A post graduate degree in Supply Chain Management or Operations can be of significant advantage in this career.

Top recruiters in this field are e-commerce, automobile and FMCG companies such as Amazon, Flipkart, Maruti Suzuki, P & G among others.

Trending Field: Supply Chain Managers, Operations Managers

Read more about Distribution & Logistics >



# GOT ANY QUESTIONS?

Consult with our experts



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