

# YOUR ADVENTURE STARTS NOW.



University of  
South Australia



**CAREER PROFILE**

**Sam Sample**

DRIVER PROMOTER

MyCareerMatch Trial Code 2020  
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# FIND THE CAREER THAT'S RIGHT FOR YOU

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It's important to know what future employment in Australia looks like. The nature of jobs and work is changing. Not all jobs are full-time. Some people work part-time and have more than one job. People work from home and some people work for themselves. In fact, you're likely to have 8–12 jobs in your lifetime.

Today, there are 12 million Australians at work. Employment is matched to the goods and services we produce as well as the population. The more people there are, the more services needed such as housing, hospitals, food and education. We are seeing increases in demand for childcare and schools, personal services, fitness, aged care and health services.

Technology is also changing the way we work, so having strong IT skills will be a plus. Many jobs will be automated, therefore jobs that need Science, Technology, Engineering and Maths (STEM) qualifications will also be in high demand.

Most jobs require a qualification. To get a job you need to be skilled and trained either at university or a vocational college such as TAFE or complete an apprenticeship.

## The perfect match

The secret to finding the right career is matching your personality style to careers that you are genuinely interested in. When your strengths match the job, it's a "good fit". Employers call these your employability or transferable skills.

In our research, we've found that people are most successful when they are in jobs that allow them to use their natural strengths. Knowing your personality style is one of the best ways of finding out what you are good at, and the careers that match best.

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## You are unique

We all have great potential and each personality style has its own unique strengths and weaknesses. You have your individual talents; what you're good at; how you like to do things; and what you enjoy most. These can be different from your family and friends and that's what makes you unique.

Knowing your strengths can help you choose your career and also help to build your self-esteem. By using your strengths you also gain confidence.

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## Take the next step

Your MyCareerMatch Personality Profile report lists a number of career choices that match the talents you have. We don't expect that you will be attracted to all of these. Select the ones you find interesting and do your research to find out more.



# PERSONALITY PROFILE

MyCareerMatch uses four style identifiers:

- (D) Driver
- (P) Promoter
- (S) Supporter
- (A) Analyser

When blended together in varying percentages, these four personality styles make us who we are.

## **D** Driver

**Drivers are Adventurers** – strong willed, practical and decisive. They are action orientated and results driven. Drivers like to lead and win every challenge.

## **P** Promoter

**Promoters are Socialisers** – outgoing, fun and charming. They are great communicators who inspire others with their imagination.

## **S** Supporter

**Supporters are Helpers** – kind, dependable and practical. They are easy to get along with and enjoy helping people.

## **A** Analyser

**Analysers are Thinkers** – great with facts and numbers. They are well-organised, strive for accuracy and like to pay attention to details.

### Your personality style is:

DOMINANT STYLE

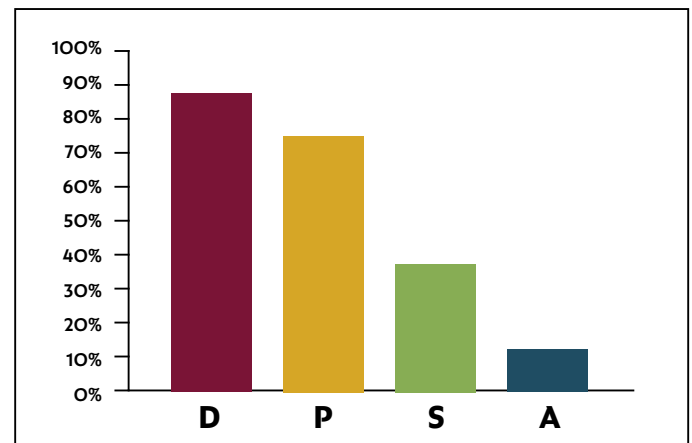
**Driver**

BACKUP STYLE

**Promoter**

There is no right or wrong style, and one style is not better than another. All styles can succeed or fail. What's important is what you do with your talents and the skills and education you receive.

Our research tells us that the closer your personality style matches your job – the happier, more productive and less stressed you are likely to be.



People are a blend of all four styles and each style has its level of strength. This graph indicates how strongly each style influences your personality. The highest is your **Dominant** style. This is the one that governs how you behave most of the time.

The second is your **Backup** style. It's like your co-pilot and kicks in when there's a need for balance and sound decision making. When styles are of equal percentage the order to determine your style is **D, P, S** then **A**.



# YOUR DRIVER PROMOTER STYLE

Driver Promoters are outgoing, fast-paced people who, like yourself, enjoy being active and on the go. You are not easily side-tracked, and you are confident in your abilities. If you fail, it doesn't worry you too much; you just bounce back and try again. You are determined, but other people think you are stubborn. You say what you think and enjoy being in charge. Sometimes you can be a bit bossy, but that's because you want things your way.

You are focused on results, and not too much on details. You are great at solving problems, and you enjoy a challenge. You have heaps of energy; in fact, people who take too long or can't make up their mind can annoy you.

You are a born leader with good people skills and an entrepreneurial spirit. You like meeting new people and making friends, and you don't mind being the centre of attention. You're imaginative, creative and fun to be with. You are also enthusiastic and encouraging – two strong leadership qualities.

## Words that describe you

Confident, competitive, forceful, straightforward, independent, alert, fast, friendly, outgoing, talkative, determined, enthusiastic, hopeful, kind and encouraging.

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your  
resume

## Your work related strengths

- Having lots of energy and being “on the go”
- Getting on with things
- Inspiring others with enthusiasm
- Excellent communicator
- Good at leading a team or group
- Having a common sense approach
- Being loyal to people you care about
- Being willing to take risks and try new thing

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your  
resume

## Qualities you bring to a job

- You are good at getting people to be positive
- Others believe in you
- You make people feel enthusiastic
- You are excellent at helping others do well
- You have good leadership skills



# YOUR DRIVER PROMOTER STYLE

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## Your ideal job environment

Driver Promoters perform best when they:

- Are in control
- Can use their talents with ideas and people
- Manage others
- Make decisions and are the boss
- Are rewarded for doing a good job

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## Things you like

- To introduce ideas and projects
- To start new things
- To manage many different tasks
- To be in charge
- To inspire people

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## What we admire about you

- You have confidence in yourself
- You know what you want and go after it
- You play to win
- You are strong-minded
- You are an outgoing person
- You have a creative imagination
- You are full of energy
- You encourage others

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## What you are good at

- Solving problems
- Inventing things
- Getting results
- Being a leader and sharing ideas
- Getting people to agree with you
- Encouraging people

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# YOUR DRIVER PROMOTER STYLE

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## Driver Promoters make a difference by:

### Taking charge

Your leadership skills compel you to take charge and be in control. You make a difference when it's needed to turn a business around or solve a problem because you are willing to back yourself. Your self-confidence and leadership qualities encourage others to follow and support you.

### Motivating others

As a motivator you like to encourage others and yourself to succeed. You see the big picture and visualise the opportunities ahead. Being good with people is natural to you and you are great at improving relationships between others and uniting people for a common cause.

### Accepting challenges

You enjoy a challenge that uses your ability to think outside the box, be innovative and take action. You make a difference by encouraging others to get on with it, take calculated risks and challenge themselves.

### Being positive

You want to be part of the goals and growth potential of organisations you work for. You are passionate about your beliefs and your optimism is contagious. You want to be part of any changes that will transform your workplace.

### Solving problems

You are a natural and gifted problem solver. You are able to get to the core of an issue or problem and provide solutions that work. You see the problem as a challenge rather than a setback, and this gives you the clarity to see through it.



## DRIVER PROMOTER SELF IMPROVEMENT TIPS

### Your top tips

1. You can't always do it your way.
2. What you say is as important as what you do.
3. Slow down, relax and don't rush.
4. Be patient with people you don't agree with.
5. Others have great ideas so listen to what they have to say.
6. Respect everyone and be polite.
7. Be prepared to change your mind when a better idea or suggestion is made.
8. Be big enough to apologise and say sorry.
9. Compliment others, say nice things and mean it!
10. Give control to others and trust them.

### Your strength can also be your weakness

You've figured out that some people are like you and others are not. This doesn't make them better or worse than you, just different.

How well you get along with others is a major factor that will determine how successful you will be in your job and in the relationships you have with friends, parents, partners and teachers.

We each have personality behaviours that make us good at what we do but there are also some behaviours that can make us look bad, annoy other people or get us into trouble.

As a **Driver** dominant personality you enjoy activity, challenges and competition. You also like to be in charge. You are strong willed, determined, practical and decisive. These are great strengths to have. But your strengths can become your weakness if you overuse them. For example, you are courageous but this can lead to being reckless; you are results oriented but this can lead to you being pushy; you are a confident person but sometimes this can be seen as being too arrogant; and since you are direct and tell it as it is, you may come across as being rude. Generally Driver weaknesses are getting angry too quickly, wanting to be in charge all the time, caring less about others and being impatient.

For you to succeed and have a rewarding career you must use your strengths to develop skills that will help you to achieve your goals and dreams. Try to focus on the areas you are best at, most passionate about, and where your strengths allow you to perform at your highest level.



## DRIVER PROMOTER STUDY TIPS

Study like a pro! The following tips will help you understand how your personality impacts the way you learn. It's time to maximise your strengths and work on your weaknesses to be the best you can be.



### How you learn

Driver Promoters like common sense and results.

You are a person of action. You are direct, don't waste time and get swift results. You learn best by doing, so it's important to work out how you can practically implement what you've just learnt. During your studies you'll be required to read a lot, but reading is not your preferred way of learning. Driver Promoters learn through visual experience, so things like watching videos, sketching and mapping things out will help you to unpack and remember information.

**You do your best thinking when you're talking, so where you can, try to read out loud and ask your teacher or tutor questions.**



### Being realistic

Driver Promoters take on more and like to be challenged.

You like to get things done sooner rather than later, and you enjoy the fast pace. Most of all you expect to succeed and get results. Make sure you know how much time is required so you can balance study with other commitments such as sport and other hobbies.

**Don't extend your commitments and take on more than you can realistically achieve.**



### Goal setting

Driver Promoters thrive on goal setting.

You are goal orientated. As a Driver Promoter, your goals must be specific. You need to focus on exactly what you want to achieve and it should be performance based. Break down each step so that you remain focused and on track, and also feel a sense of achievement. Make sure you reward yourself along the way. Stay on course and don't get distracted by competing interests. Write down these goals and put them on your wall so that you can see them every day.

**Think of your goals like a flight plan. You can't start your journey until you know where you're going, what path you will take, how long it will take to get there and whether you have enough fuel!**



### Managing time

Driver Promoters are quick to dive in.

Give yourself enough time to sit down and read through your materials so you understand everything clearly. Don't be in a hurry to get everything done immediately. Read homework assignments carefully and don't assume anything. Be aware that Driver Promoters value achievement and often jump in before fully understanding what's required. Devote dedicated time to study and schedule it in your diary. Make sure you also commit a regular number of study hours per week so you don't burn out.

**As you get closer to exams you will need to allocate more time for review and to practise exams.**





### Staying motivated

Driver Promoters are self-starters.

As a Driver Promoter, we expect you to be focused and results oriented. You don't hesitate which is in your favour when it comes to staying motivated. "Do it now" is an excellent motto for Driver Promoters and will help you study and complete your assignments. Drivers really thrive on new challenges and problem solving.

**You enjoy the freedom to do things the way you want and to be in control of your study program.**



### Managing stress

Driver Promoters like to be in control.

You may have forces that you can't control as much as you'd like to and not being in control is one of your stress triggers. Be aware that your normal expectation is for things to move along at a quick pace. Be careful, because your need to keep things moving can result in you being too quick to complete and submit your assignments.

**Slow down and review. Don't assume. Misunderstandings can lead to poor results.**



### Communication is key

Driver Promoters can benefit from having a tutor.

Given you are results driven, tutors can help you achieve. Connecting with the right tutor is important. Tutors with personality that match yours are always a big bonus. Their personality plays a major role in how effectively they communicate with you to drive results. It's also important to communicate to your parents, family and loved ones because they care about you and your future. Talk about what's going on in your life and at school, especially your studies.

**Have you noticed how some of your favourite teachers are probably your favourite because their personality was just like yours?**



### Study space

Driver Promoters need to focus.

Driver Promoters like to be in control, so having your own study place will ensure you can focus solely on your studies. In a small home or with a large family this might be difficult but it's important to make a space that's yours. Alternatively, there might be a community library or a space at school that you feel comfortable in. Having your own dedicated space will help you meet your study objectives and deadlines.

**After you've claimed your study space, make sure everyone understands it's your study spot.**



### Grit is everything

It's about being determined and working hard.

Hard work is not always physical effort. It's about hanging in there and figuring things out. Regardless of your personality type, research shows that grit is a major factor in success and achievement. Hanging in there, finishing what you start, not giving up and setting goals make all the difference to who you will become. Grit is about not letting go no matter what. The amount of effort you are prepared to put in determines if you graduate or do well in your career.

**People who are hardworking and determined, do better than those who give up too soon.**



# YOUR TOP 5 STUDY AREAS

## Here’s why we recommended the following key study areas and careers for you...

Your big picture mentality, vision and natural leadership ability will help you to excel in these careers. You’re driven and enthusiastic, and this energy will take you far. You are comfortable supervising the delegation of tasks and are super-organised. Your dynamic leadership style makes you the ideal team leader. You are upfront with people and have confidence in your decision-making skills, which will help you manage your team and reach your goals. You have a great ability to motivate people; and people look to you for advice and guidance.

Click on the careers to explore our degree options

### Art, Architecture and Design



Develop your creativity and new explore ideas and innovations in art and design. Be guided by professional artists, designers and theorists and gain access to world-class studios and facilities.

**Careers:**

- [Architect](#)
- [Cartoonist](#)
- [Interior designer](#)
- [Photographer](#)

### Business, Marketing and Law



Thrive in today’s global business environment. Develop critical and creative problem-solving and decision-making skills. Be mentored by a business leader and study overseas.

**Careers:**

- [Entrepreneur](#)
- [General manager](#)
- [Logistics manager](#)
- [Marketing consultant](#)

## Communications and Media



Enter the exciting and ever-evolving world of communications. Become a storyteller by delivering strategic communication strategies and messages for both traditional and digital media.

### Careers:

- [Actor](#)
- [Author](#)
- [Communications and marketing manager](#)
- [Content creator](#)
- [Video and film editor](#)

## Education and Training



Have a rewarding career path ranging from childhood education through to adult learning, and help to shape future generations.

### Careers:

- [Secondary art teacher](#)
- [Secondary drama teacher](#)
- [Secondary media arts teacher](#)
- [Preschool teacher](#)

## Health



Build a dynamic career in the health industry, focusing on the wellbeing of communities and inspiring healthy and active lifestyles.

### Careers:

- [Aged care worker](#)
- [Health and fitness coordinator](#)
- [Medical scientist](#)
- [Nurse](#)
- [Occupational therapist](#)
- [Physical training coordinator](#)
- [Physiotherapist](#)

# MORE CAREER RECOMMENDATIONS

Based on your Driver Promoter personality you may also be suited to the following areas:

Click on the careers to explore our degree options

**Community, Human and Welfare Services**

- [Clinical psychologist](#)
- [Disability support officer](#)
- [Social worker](#)

**Information Technology**

- [IT manager](#)
- [Software architect](#)
- [Software developer](#)

**Engineering, Mathematics, Science and Environments**

- [Environmental scientist](#)
- [Sustainability officer](#)
- [Water resources engineer](#)

**Tourism and Sports**

- [Community development coordinator](#)
- [Event manager](#)
- [Tourism experience planner](#)

## Not considering uni?

Explore some alternative careers that may not require a university degree, but are well matched to your Driver Promoter personality profile.

- [Actor](#)
- [Air force officer](#)
- [Army officer](#)
- [Customer service manager](#)
- [Dental assistant](#)
- [Farmer/farm manager](#)
- [Fashion coordinator](#)
- [Flight attendant](#)
- [Florist](#)
- [Hairdresser](#)
- [Insurance broker](#)
- [Interior decorator](#)
- [Real estate salesperson](#)
- [Receptionist](#)
- [Retail manager](#)
- [Sales representative](#)
- [Sports coach](#)
- [Tour guide](#)
- [Travel consultant](#)

We acknowledge the kind permission of the Australian Government Department of Employment for access to Job Outlook. More information about these occupations can be found by following the links. Job Outlook websites can contain a wide range of career information and recent labour market research findings on around 350 individual occupations.



## FUTURE JOBS

We want to share with you the current thinking on jobs of the future and the skills that will be in demand over the next 20 years. To do this, we will explore the latest mega trends and analyse the direction of future career opportunities.

One of the easiest ways to begin thinking about future careers is to focus on new possibilities and the jobs that will be needed to bring some of this to life. For example, if we see a rise in driverless cars, we will need industrial designers who can reimagine what the inside of these cars will look like.

New technologies will make some occupations redundant. Automation, robotics and artificial intelligence (AI) will impact existing jobs and we will also see many new jobs created. The rise of disruptive technologies will occur quickly and there's already a shortage of people with the skills to manage and transition to new products and services.

Not all jobs will disappear. New technologies will help to enhance existing work environments. Like when computers were introduced, they played a big role in helping people do a better job.

Occupations within aged care, child care, education, training, sales, construction, trades, business and personal services will continue to grow. There will be an increased emphasis on the importance of STEM and almost all jobs will require you to be digitally savvy.

### Trends shaping our future



#### Population

The world's population is getting older and advancements in biotechnology, genome research and medical science technologies are helping people to live longer.



#### Artificial Intelligence

A continued rise in smart machines and systems means we will see AI robots, autonomous vehicles and drones creating new jobs and materials.



#### Devices

Computers will be replaced by mobile devices, which need new media and communication tools, apps and data analytics to be developed.



#### Big data

Businesses are collecting more and more data about us, analysing what we buy, eat, wear, watch, play, read and listen to.



#### Global trade

Being able to buy and sell anywhere at any time has more people doing business internationally and purchasing online.



#### Internet

The Internet of Things will feature more in our everyday lives, connecting us to a wider network of physical devices, vehicles, home appliances and other electronics and software.

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