Enterprising (Persuaders)

People who like to work with people, influencing, persuading, leading or managing for organizational goals or economic gain.

Some Descriptors of an Enterprising Person

- Self-confident
- Assertive
- Sociable
- Persuasive
- Enthusiastic
- Energetic
- Adventurous
- Popular
- Impulsive
- Ambitious
- Inquisitive
- Agreeable
- Talkative
- Extroverted
- Spontaneous
- Optimistic

Can You?

- Initiate projects
- Convince people to do things your way
- Sell things or promote ideas
- Give talks or speeches
- Organize activities
- Lead a group
- Persuade others

Like to?

- Make decisions affecting others
- Be elected to office
- Win a leadership or sales award
- Start your own service or business
- Campaign politically
- Meet important people
- Have power or status

Hobbies

- Discussing politics
- Reading business journals
- Watching the stock market
- Attending meetings & conferences
- Selling products
- Leading campus or community organizations
- Operating home businesses
- Gaming
- Attending auctions
- Watching auto sports
- Playing board games

Work Environments

- Managerial roles in organizations
- Business driven
- Entrepreneurial
- Rewards monetary gains & achievements

Career Possibilities

(Holland Code):
- Administrative Assistant (ESC)
- Advertising Executive (EAS)
- Advertising Sales Rep (ESR)
- Aging Agency Dir. (EAS)
- Association Executive (ESA)
- Bank Examiner (EIC)
- Banker/Financial Planner (ESR)
- Branch Manager (ESA)
- Budget Officer (ESI/ES)
- Analyst (CER)
- Business Manager (ESC/EIR)
- Claims Adjuster (ESR)
- Controller (EIS)
- Court Administrator (ESR)
- Credit Analyst (EAS)
- Credit Collection Manager (ESC)
- Customer Service Mgr. (ESA)
- Customs Inspector (CEI)
- Education & Training Mgr. (EIS)
- Emergency Medical Tech. (EIS)
- Entrepreneur (ESA)
- Estate Planner (ESI)
- Equal Opportunity Rep. (EAS)
- Farm Manager (ESR)
- Financial Planner (ESC/ECIS)
- Food Service Manager (EIS)
- Foreign Service Officer (ESA)
- Funeral Director (ESR)
- Grain Buyer (EIS)
- Housing Project Mgr. (EAS)
- Industrial Health/Safety Tech. (ERC)
- Insurance Manager (ESC)
- Insurance Underwriter (CSE)
- Interpreter (ESA)
- Lawyer/Attorney (ESA/ESI)
- Legislative Assistant (ESR)
- lobbyist (ESA)
- Location/Relocation Mgr. (EAR)
- Manager, General (EIS/ER)
- Military Intelligence Spec. (ERS)
- Nonprofit Services Dir. (ESR)
- Office Manager (ESR)
- Personnel Recruiter (ESR/ESC)
- Politician (ESA)
- Production Manager (ERC)
- Public Relations Rep. (EAS)
- Real Estate Agent (ESR)
- Retail Agent (ESR)
- Retail Store Manager (ESR/ESC)
- Recreation Supervisor (ESA)
- Recruitment Agent (ERI)
- Sales Manager (ESA)
- Sales Rep. (ERS/ESA/ES)
- Social Service Director (ESA)
- Special Govt. Agent (ERI)
- Stockbroker (ESI)
- Tax Accountant (ECS)
- Traffic Agent (ECS)
- Urban Planner (ESI)
- Vehicle Leasing Manager (ERS)
- Wholesaler (ESA)

Areas of Study at UMM

(Holland Code):
- American Studies (ESC)
- Art Therapy (ESI/SAE)
- Arts Administration (AES/EAS/ESR)
- Communication, Media, & Rhetoric (ASE/AES/EAS/SAE)
- Digital Media Studies (EIA/EAS/ES)
- Environmental Studies (IRE/EAS/ESR)
- Management (ESC/EAS/SEC)
- Management - Financial Management (ESC/ESR)
- Management - Global Business (ESR/ISR/SEI)
- Management - Organizations and Human Res. (SEI/EES/EAS/ESC)
- Sports Management (ESR/SRE/SIR)

Areas of Study with "E" First

African American Studies (SEIIES)
- Anthropology (IREIIES)
- Art History (AES)
- Art, Studio (ASIARIES)
- Art, Studio- Drawing (AES/AESAE)
- Art, Studio – Printmaking (AES)
- Art, Studio – Sculpture (AER)
- Chemistry (IRE/IERIES)
- Computer Science (IRE/IER/IRC)
- Criminal Justice (SIA/IES/SER)
- Dance (AER)
- Elem Ed Prepré. (SAA/SEC/SEI)
- Elem Ed Middle Level Comm Arts (SAE/SECASE)
- El Ed ML Math (SIA/SEC/SEC)
- El Ed ML SocSci (SAE/SEC/SAE)
- El Ed ML Sci (SAE/IRC/SRS)
- El Ed World Languages (SAE/SECASE)
- English (AISAES)
- European Studies (SEIIES)
- German (AISE/RIS)
- History (SEIIES)
- Latin Am Area Studies (SEI/IAS)
- LAHS (SIA/SAE/SEC)
- Mathematics (ICRIERI)
- Music (SAI/AER)
- Native Am Studies (SEIIES/IES)
- Peace Studies (SEIIES)
- Physics (IREIREIIRA)
- Political Science (SEI/SEC)
- Social Science (SEC/IES/IES)
- Sociology (IES/IERIE)
- Spanish (AESAESIS)
- Theatre Arts (AESAES/SAE)
- Women's Studies (IES/SEI)

Areas of Study with "E" Second

African American Studies (SEIIES)
- American Indian Studies (IES)
- Anthropology (IREIIES)
- Art History (AES)
- Art, Studio (ASIARIES)
- Art, Studio – Drawing (AES/AESAE)
- Art, Studio – Printmaking (AES)
- Art, Studio – Sculpture (AER)
- Chemistry (IREI/IERIES)
- Computer Science (IREIER/IRC)
- Criminal Justice (SIAIES/SER)
- Dance (AER)
- Elem Ed Prepré. (SAA/SEC/SEI)
- Elem Ed Middle Level Comm Arts (SAE/SECASE)
- El Ed ML Math (SIA/SEC/SEC)
- El Ed ML SocSci (SAE/SEC/SAE)
- El Ed ML Sci (SAE/IRC/SRS)
- El Ed World Languages (SAE/SECASE)
- English (AISAES)
- European Studies (SEIIES)
- German (AISE/RIS)
- History (SEIIES)
- Latin Am Area Studies (SEI/IAS)
- LAHS (SIA/SAE/SEC)
- Mathematics (ICRIERI)
- Music (SAI/AER)
- Native Am Studies (SEIIES/IES)
- Peace Studies (SEIIES)
- Physics (IREIREIIRA)
- Political Science (SEI/SEC)
- Social Science (SEC/IES/IES)
- Sociology (IESIERIE)
- Spanish (AESAESIS)
- Theatre Arts (AESAES/SAE)
- Women's Studies (IES/SEI)

Areas of Study with "E" Third

American Indian Studies (IES)
- Anthropology (IREIIES)
- Art History (AES)
- Art, Studio (ASIARIES)
- Art, Studio – Drawing (AES/AESAE)
- Art, Studio – Printmaking (AES)
- Art, Studio – Sculpture (AER)
- Chemistry (IREI/IERIES)
- Computer Science (IREIER/IRC)
- Criminal Justice (SIAIES/SER)
- Dance (AER)
- Elem Ed Prepré. (SAA/SEC/SEI)
- Elem Ed Middle Level Comm Arts (SAE/SECASE)
- El Ed ML Math (SIA/SEC/SEC)
- El Ed ML SocSci (SAE/SEC/SAE)
- El Ed ML Sci (SAE/IRC/SRS)
- El Ed World Languages (SAE/SECASE)
- English (AISAES)
- European Studies (SEIIES)
- German (AISE/RIS)
- History (SEIIES)
- Latin Am Area Studies (SEI/IAS)
- LAHS (SIA/SAE/SEC)
- Mathematics (ICRIERI)
- Music (SAI/AER)
- Native Am Studies (SEIIES/IES)
- Peace Studies (SEIIES)
- Physics (IREIREIIRA)
- Political Science (SEI/SEC)
- Social Science (SEC/IES/IES)
- Sociology (IESIERIE)
- Spanish (AESAESIS)
- Theatre Arts (AESAES/SAE)
- Women's Studies (IES/SEI)

Some Majors and Organizations at UMM that Might Interest an Enterprising Person

- African American Studies (SEIIES)
- American Indian Studies (IES)
- Anthropology (IREIIES)
- Art History (AES)
- Art, Studio (ASIARIES)
- Art, Studio – Drawing (AES/AESAE)
- Art, Studio – Printmaking (AES)
- Art, Studio – Sculpture (AER)
- Chemistry (IREI/IERIES)
- Computer Science (IREIER/IRC)
- Criminal Justice (SIAIES/SER)
- Dance (AER)
- Elem Ed Prepré. (SAA/SEC/SEI)
- Elem Ed Middle Level Comm Arts (SAE/SECASE)
- El Ed ML Math (SIA/SEC/SEC)
- El Ed ML SocSci (SAE/SEC/SAE)
- El Ed ML Sci (SAE/IRC/SRS)
- El Ed World Languages (SAE/SECASE)
- English (AISAES)
- European Studies (SEIIES)
- German (AISE/RIS)
- History (SEIIES)
- Latin Am Area Studies (SEI/IAS)
- LAHS (SIA/SAE/SEC)
- Mathematics (ICRIERI)
- Music (SAI/AER)
- Native Am Studies (SEIIES/IES)
- Peace Studies (SEIIES)
- Physics (IREIREIIRA)
- Political Science (SEI/SEC)
- Social Science (SEC/IES/IES)
- Sociology (IESIERIE)
- Spanish (AESAESIS)
- Theatre Arts (AESAES/SAE)
- Women's Studies (IES/SEI)

UMM Organizations:

- Become involved in some of the campus organizations related to ENTERPRISING interests. (For more information, contact the Student Activities Office, 320-589-6080.)
- Asian Student Association
- Art Club
- Big Friend Little Friend
- Black Student Union
- Campus Activities Council (CAC)
- Catholic Campus Committee
- Cheerleader and Stuntmen Team
- Chi Alpha – FUSION
- Circle of Nations Indian Assn.
- College Bowl
- College Libertarians
- College Republicans
- Counterweight
- Dance Ensemble
- Disability Alliance Team
- Equality
- Floating World
- History Club
- Improv Club
- International Relations Club
- International Student Assn.
- Intervarsity Christian Fellowship
- Kadima
- KUMM
- Lutheran Campus Ministry
- Lutheran Student Fellowship
- Management/Economics Club
- Meiningens
- MPIRG
- Mock Trial
- MICA
- Morris Community Church
- Campus Ministries
- MARCH
- NORML
- Parent Pack
- Peer Health Educators
- Pom Pom Squad
- Pre-Professional Educators
- Community Outreach
- Residence Housing Student Assn.
- Sigma Tau Delta
- Student DFL
- Students for Choice
- Student Today Leaders Forever (STLF)
- United Latinos
- University Register
- Women of Color Assn.