



**Right Career Decisions®**

**Career Decisions**

**CT4 (Career Test & Profile 4)**

**Name: Sample**

## Understanding the CogitoHub Philosophy

The Report begins with an explanation of the 4 Profiles:



As an **Innovator**, I am the mind of the team. I like to explore different ideas and look at new ways of doing things. Albert Einstein, Walt Disney and Karl Marx are some famous Innovators like me. A few career roles that I can explore are as a Designer, Animator or as a Scientist.

### INNOVATOR



Once an idea is formed, I, the **Builder**, bring it to action. I am the hands-on member of the team and like performing tasks. E. Sreedharan, Sundar Pichai and Tim Cook are some famous Builders like me. A few career roles that I can explore are as an Engineer, Software Developer or a Real Estate Developer.

### BUILDER



After the idea is actioned, I, the **Communicator** create awareness about it. I am the voice of the team and can sell the idea by persuasion. Indra Nooyi, Stephen Colbert and Mother Teresa are some famous Communicators like me. A few career roles that I can explore are as a Business Analyst, Media Planner or as a Social Worker.

### COMMUNICATOR



As an **Enabler**, I am the backbone of the team and am involved at all stages from ideation to completion. I ensure that things are working in a structured manner. David Rockefeller, Christine Lagarde and Ram Jethmalani are some famous Enablers like me. A few career roles that I can explore are as an Investment Banker, Lawyer or as a Defence Officer.

### ENABLER

## CogitoHub Approach



### Career Code

The Career Code section provides a detailed explanation of your unique Career Code. It explains the Strengths, Areas of Interest and Ideal Work Environment for the 4 Profiles in detail.

01



### Career Strengths (Total 12)

The Career Strengths are derived from the Career Code Profile. Within each Profile, there are 3 Career Strengths that are represented with the corresponding colour-code. Your individual Career Strengths in descending order represent 12 different abilities to perform well in a particular Career. Your top Career Strengths can come from across the 4 Profiles.

02



### Career Families (Total 20)

Career Families represent clusters of Career Roles that are best suited for you. In this section, a list of 20 Career Families is given in descending order that holistically defines the World of Careers, based on your individual output. These are mapped to the 12 relevant Career Strengths colour coded as per the 4 Profiles.

03

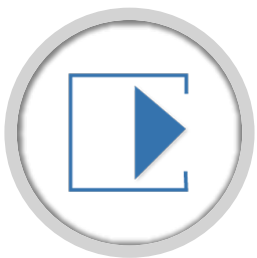
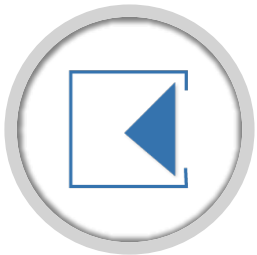


### Career Roles (Total ~100)

Within the Career Families are the Career Roles. In this section you can find a list of specific Careers for you to consider.

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# PART 1: Career Code (Overall Profile)

## Section 1A: Career Code (Overall Profile)

## Section 1A: Career Code (Overall Profile)

The Career Code is your unique digital fingerprint. Given below is a detailed explanation of your Career Code. It explains the Strengths, Areas of Interest and Ideal Work Environment for the 4 Profiles in detail. Based on your outcome, it is recommended that you consider the 2 longest bars as your dominant Profiles.

### ENABLER



**You are the backbone of the team and like things to be organised and well managed**

- You like to follow a structured approach while performing tasks
- You like to do work in a very detail oriented manner
- You like to adhere to well defined systems and processes
- You enjoy working in an environment that promotes stability and accuracy

### BUILDER



**You are the hands-on member of the team and like executing and getting things done**

- You like to take decisions on how work is to be executed
- You like to utilise your subject expertise to solve problems
- You like to take initiative to ensure timely completion of tasks
- You enjoy working in an environment that focuses on producing definite outcomes

### COMMUNICATOR



**You are the voice of the team and like persuading and inspiring people**

- You like to seize opportunities that come your way
- You like to motivate others to perform to the best of their ability
- You like to lend a helping hand to those around you
- You enjoy working in an environment that is energetic and flexible

### INNOVATOR



**You are the mind of the team and like working with new concepts and ideas**

- You like to plan and think about new approaches to do things
- You like to evolve and make headway on ideas and projects
- You like to explore situations around you in depth
- You enjoy working in an environment that encourages you to think out of the box



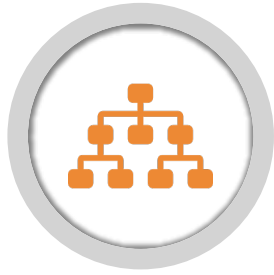
## **PART 2: Assessment Outcomes**

**Section 2A:** Career Strengths

**Section 2B:** Career Families

## Section 2A: Career Strengths

The Career Strengths are derived from the Career Code Profile. Within each Profile, there are 3 Career Strengths that are represented with the corresponding colour-code. Below is a list of 12 Career Strengths in descending order that represent different abilities to perform well in a particular Career. Your top Career Strengths can come from across the 4 Profiles.



### 1 Enabler: Structural

You have the orientation to manage processes that enable work to happen. It involves optimising work performance in an organisation and ensuring that any obstacles that may hinder work are prevented.



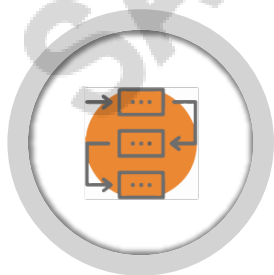
### 2 Builder: Operational

You have the orientation to lead and oversee the management of products and services to make sure the organisation is running productively and delivering results.



### 3 Enabler: Fiscal

You have the orientation to efficiently and strategically manage monetary transactions and budgets for individuals and organisations.

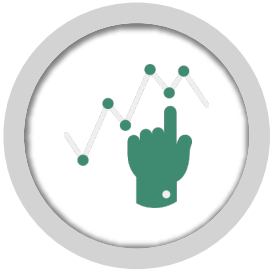


### 4 Enabler: Procedural

You have the orientation to work within well-defined systems and processes and ensure that everything functions smoothly and efficiently.





**5 Communicator: Enterprising**

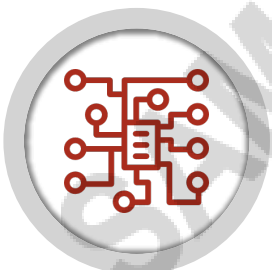
You have the orientation to take initiative, make plans & execute them to get things done. It requires detailed planning and decision-making.

**6 Communicator: Persuasive**

You have the orientation to inspire others. It requires motivating others to accept ideas, actions or opinions through means of persuasion, reasoning or argument.

**7 Builder: Mechanical**

You have the orientation to understand the workings of motors and machinery, to construct and operate on mechanical systems such as tools, engines, thermal devices and others.

**8 Builder: Technical**

You have the orientation to work with electronics, computer hardware & software systems to build and work on everyday devices such as computers, mobile phones, TVs, music systems etc.

**9 Innovator: Developmental**

You have the orientation to look at the big picture and come up with unique ways of doing things. This requires you to do considerable research, thinking and modelling.

**10 Innovator: Research**

You have the orientation to carry out extensive research on a topic that you are passionate about. It involves a lot of reading, analysis and in-depth subject knowledge.

**11 Communicator: Social**

You have the orientation to support and advance conditions of individuals and communities through social programs, agencies and organised movements.

**12 Innovator: Design**

You have the orientation to create and express ideas creatively. It requires you to focus on every detail of the product including its aesthetic appeal.

## Section 2B: Career Families

Career Families represent clusters of Career Roles that are best suited for you. Below is a list of 20 Career Families in descending order that holistically defines the World of Careers, based on your individual output. These are mapped to the 12 relevant Career Strengths colour coded as per the 4 Profiles.

Within the Career Families are the Career Roles. This is an exhaustive list of Careers for you to consider. Based on the length of the bars, the Top 5 Career Families are your first recommendation cluster.

### Enabler: Legal Services



**Career Strengths:** Procedural , Persuasive

Careers within this Career Family involve representing organizations and individuals in the court of law and defending their rights and actions.



#### Career Roles:

1. Corporate Lawyer
2. Civil Lawyer
3. Criminal Lawyer

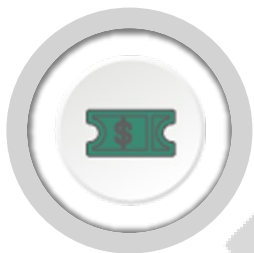
1

### Communicator: Marketing & Sales



**Career Strengths:** Enterprising , Persuasive , Operational

Careers within this Career Family involve assisting organizations in making profitable decisions that help the business grow their market reach and revenue.



#### Career Roles:

1. Sales Manager
2. Business Development Executive
3. Brand Manager, Digital Marketing Executive

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### Enabler: Business Administration



**Career Strengths:** Fiscal , Procedural , Structural , Operational

Careers within this Career Family involve managing people within an organization. These careers also include managerial positions with the responsibility to make decisions and policies that enhance performance.



#### Career Roles:

1. Human Resources Manager
2. General Manager

3

**Builder: Production & Manufacturing****Career Strengths: Mechanical , Operational**

Careers within this Career Family involve supervisory roles of the production cycle and maintaining a strong quality control over the entire process.

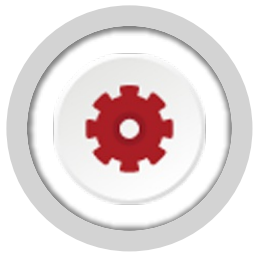
**Career Roles:**

1. Production Planner
2. Production & Industrial Engineer

4

**Builder: Management & Operations****Career Strengths: Operational , Fiscal**

Careers within this Career Family involve supervisory roles such as managing procurement, processing and transportation of goods.

**Career Roles:**

1. Supply Chain Manager
2. Operations Manager

5

**Enabler: Financial Services****Career Strengths: Fiscal , Procedural**

Careers within this Career Family involve an in-depth understanding of the banking and insurance sectors to help organizations and individuals make sound financial decisions.

**Career Roles:**

1. Chartered Accountant, Insurance Executive
2. Consumer/ Retail Banker, Stock Broker/ Trader
3. Financial Analyst, Investment Banker

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**Communicator: Hospitality & Tourism**

**Career Strengths:** Enterprising , Persuasive , Procedural

Careers within this Career Family involve managing events as well as assisting people in planning their holidays. These careers are service oriented and are based on client involvement.

**Career Roles:**

1. Event Manager
2. Hotel Manager
3. Travel Consultant

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**Communicator: Business & Consulting**

**Career Strengths:** Enterprising , Persuasive , Operational

Careers within this Career Family involve extensive research on market trends, policies and practices to propose ideal solutions for businesses and organizations for enhancing productivity.

**Career Roles:**

1. Business Analyst
2. Entrepreneur
3. Management Consultant

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**Enabler: Defence & Civil Services**

**Career Strengths:** Procedural , Structural , Operational , Social

Careers within this Career Family involve protecting the national boundaries as well as upholding law and order within the boundaries of the country.

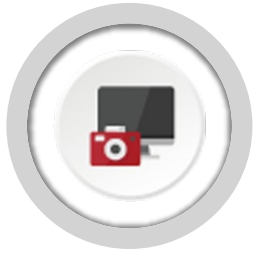
**Career Roles:**

1. BSF/ Coast Guard Officer
2. Civil Services Officer
3. Airforce/ Navy/ Army Officer

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**Builder: Computer Applications****Career Strengths:** Technical , Developmental

Careers within this Career Family involve software development and creating graphics and designs for web, television, print and portable electronic devices.

**Career Roles:**

1. Software Tester
2. Computer Engineer, Software Developer

10

**Builder: Infrastructure & Real Estate****Career Strengths:** Operational , Developmental

Careers within this Career Family involve the development, design, construction and maintenance of roads, bridges, flyovers and buildings to ensure safety and compliance.

**Career Roles:**

1. Real Estate Developer
2. Civil Engineer

11

**Builder: Engineering & Technology****Career Strengths:** Mechanical , Technical , Developmental

Careers within this Career Family involve the application of specific technical knowledge to create and facilitate the use of engines, machines and computers.

**Career Roles:**

1. Chemical Engineer, Electrical/ Electronics Engineer
2. Aeronautical Engineer, Biotechnologist, Mechanical Engineer

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**Innovator: Planning & Architecture****Career Strengths:** Design , Developmental

Careers within this Career Family involve designing buildings and structures. It comprises of studying the planning, designing and construction of various establishments.

**Career Roles:**

1. Urban Planner
2. Architect

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**Innovator: Pure Sciences & Research****Career Strength:** Research

Careers within this Career Family involve the study of natural phenomenon through observation, experimentation and the use of scientific methods.

**Career Roles:**

1. Chemist, Statistician/ Actuary
2. Geologist, Mathematician, Physicist
3. Biologist, Forensic Scientist

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**Communicator: Community & Education****Career Strengths:** Social , Persuasive

Careers within this Career Family involve imparting knowledge and working with people who require support to elevate their current social status.

**Career Roles:**

1. Social Worker
2. Corporate Social Responsibility Consultant, Educator
3. Counsellor

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**Communicator: Media & Entertainment****Career Strengths:** Enterprising , Persuasive , Design

Careers within this Career Family involve communicating with the masses to convey information in an effective and impactful manner through varied channels.

**Career Roles:**

1. Media Planner
2. Media Presenter, PR & Communications Executive
3. Film/ Documentary Maker, Journalist

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**Innovator: Social Sciences & Research****Career Strength:** Research

Careers within this Career Family involve studying the why and how of human behaviour. The discipline requires extensive research, thinking and exploring various academic disciplines.

**Career Roles:**

1. Historian/ Archaeologist, Public Policy Specialist
2. Economist
3. Psychologist, Sociologist/ Anthropologist

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**Innovator: Arts, Design & Literary****Career Strength:** Design

Careers within this Career Family involve expressing ideas and thoughts through art, creative writing, planning and design.

**Career Roles:**

1. Interior Designer
2. Creative Designer, Fashion Designer
3. Content & Copy Writer

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**Enabler: Health & Medicine****Career Strengths: Procedural , Social**

Careers within this Career Family involve using specific skills in the fields of health and medicine to improve the well-being of people.

**Career Roles:**

1. Doctor
2. Public Health Advisor
3. Nutritionist

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**Innovator: Software & Digital Design****Career Strengths: Design , Developmental , Technical**

Careers within this Career Family involve software development and creating graphics and designs for web, television, print and portable electronic devices.

**Career Roles:**

1. Data Scientist
2. Game Designer/ Animator, Software Architect
3. Computer Network Architect, User Interface & Experience Designer

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## **PART 3: Assessment Inputs**

### **Section 3A: Personality Profile**

## Section 3A: Personality Profile

Your Personality Profile given below shows your unique Personality detailing your Strength Behaviours or what you're good at, Motivational Needs and Stress Behaviours.

**Primary Profile: Enabler; Secondary Profile: Builder**

The understanding of the following terms is critical to understand the scale on which the student is being assessed:

**Extroverted:** Extroverts are those who enjoy being part of a large group and gain energy from those around them.

Varied Relationships Width Oriented

**Introverted:** Introverts are those who enjoy being part of a smaller group and gain energy from within.

Selective Relationships Depth Oriented

**Task Oriented:** Those who are Task Oriented are more likely to focus on tangible outcomes by directly making an impact.

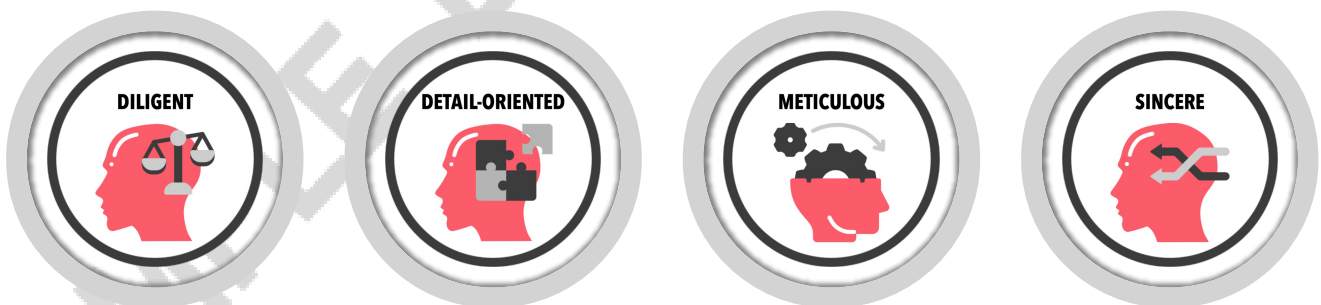
Destination Focused

**Influence Oriented:** Those who are Influence Oriented are more likely to focus on intangible outcomes by indirectly making an impact.

Journey Focused

## Dominant Personality Traits:

### Primary Personality Traits



### Secondary Personality Traits



**Detailed Description of Your Personality Traits:****Primary Profile: Enabler; Secondary Profile: Builder****Strength Behaviours:**

- You are someone who uses logic and facts and are able to present your view point clearly.
- You like outlining the end point before starting a task/project, and set clear timelines to achieve it.

**Motivational Needs:**

- You like working in a stable, process oriented environment that also encourages definitive outcomes.
- You are motivated by a well defined structure, and like to work within that to accomplish your goals.

**Stress Behaviours:**

- You may find a flexible, subjective and open-ended work environment unproductive.
- In order to complete a task perfectly, you may tend to be narrowly focused, thereby missing the possibility of exploring any new suggestions or achieving the deadline.



## PART 4: Appendix

### Section 4A: Career Roles Description

## Section 4A: Career Role Descriptions

<b>Aeronautical Engineer</b>	Aeronautical Engineers produce specifications for the design, development, manufacture, maintenance and modification of military and civil aircraft, aeronautical components and associated systems.
<b>Airforce/ Navy/ Army Officer</b>	A Defence Officer is a member of an armed force or uniformed service who holds a position of authority. They work to ensure peace and security in the country.
<b>Architect</b>	Architects work in the construction industry, designing new buildings, restoring and conserving old buildings and developing new ways of using existing buildings. They are involved in construction projects from the earliest stages right through to completion.
<b>BSF/ Coast Guard Officer</b>	A BSF Officer is a Central Armed Police Officer charged with guarding India's land border during peacetime and preventing transnational crime. A Coast Guard Officer is employed for guarding a coast and is responsible for the safety, order, and operation of maritime traffic in neighboring waters.
<b>Biologist</b>	A Biologist is a scientist who studies living organisms, often in the context of their environment. Biologists involved in fundamental research attempt to explore and further explain the underlying mechanisms that govern the functioning of organisms.
<b>Biotechnologist</b>	Biotechnologists develop products from living systems. It commonly refers to genetically derived materials, but can also refer to developments based in microbiology, molecular biology and cell biology.
<b>Brand Manager</b>	Brand Managers plan, develop and direct marketing efforts to increase the value and performance of a specific brand, service or product. They establish the positioning of their brand compared to competitors.
<b>Business Analyst</b>	Business Analyst reviews business processes in order to gain a complete understanding of current procedures, identifies improvements, documents those processes, and connects business people to information technology groups in an organization.
<b>Business Development Executive</b>	A Business Development Executive is tasked with the job of helping his or her business grow and therefore, they are high-level sales professionals.
<b>Chartered Accountant</b>	A Chartered Accountant manages the accounts of a business. They file a business's tax return, audit financial statements and business practices, and offer advisory services to clients.

## Section 4A: Career Role Descriptions

<b>Chemical Engineer</b>	Chemical Engineers develop and design chemical manufacturing processes. They apply the principles of chemistry, biology, physics, and mathematics to solve problems that involve the production or use of chemicals, fuel, drugs, food and many other products.
<b>Chemist</b>	A Chemist is a person who studies chemistry, or a scientist who works with chemicals and studies their reactions.
<b>Civil Engineer</b>	Civil Engineers create, improve and protect the environment in which we live. They plan, design and oversee construction and maintenance of building structures and infrastructure, such as roads, railways, airports, bridges, harbours, dams, irrigation projects, power plants, and water and sewerage systems.
<b>Civil Lawyer</b>	Civil Lawyers are concerned with private relations between members of a community rather than criminal, military, or religious affairs.
<b>Civil Services Officer</b>	A Civil Services Officer is a person in the public sector employed for a government department or agency. They play vital roles across various departments and are a crucial part of all administrative decisions of a country.
<b>Computer Engineer</b>	A computer engineer is responsible for developing, testing and evaluating the software that make our computers work. They may help in the development of new computer games, business applications or even in the design of entirely new operating systems.
<b>Computer Network Architect</b>	Computer Network Architects design and build data communication networks, including local area networks (LANs), wide area networks (WANs), and intranets. These networks range from a small connection between two offices to a multinational series of globally distributed communications systems.
<b>Consumer/ Retail Banker</b>	Retail/ Consumer Bankers provide services to individual consumers, rather than to companies, corporations or other banks. Services offered include savings and transactional accounts, mortgages, personal loans, debit cards, and credit cards.
<b>Content &amp; Copy Writer</b>	Copywriters write for the purpose of promotional advertising or marketing. Content Writers entertain and entice the online audiences so they stay longer on websites and engage with the brand.
<b>Corporate Lawyer</b>	Corporate Lawyers study how shareholders, directors, employees, creditors, and other stakeholders such as consumers, the community, and the environment interact with one another.

## Section 4A: Career Role Descriptions

<b>Corporate Social Responsibility Consultant</b>	A Corporate Social Responsibility Consultant oversees the creation and implementation of an organization's social responsibility objectives. They assist the company in developing, managing and altering social responsibility policies.
<b>Counsellor</b>	Counsellors help individuals develop skills for success, both in academics and social development. They help people in choosing a career path that is most ideal for them.
<b>Creative Designer</b>	A Creative Designer works in areas of marketing and advertising to create various materials, such as product labels or brochures, that provide information about a company's offerings.
<b>Criminal Lawyer</b>	A Criminal Lawyer is responsible for defending individuals/organizations who are charged with crimes and felonies. They represent their clients in the court of law and speak on their behalf.
<b>Data Scientist</b>	A Data Scientist is someone who makes value out of data. Such a person proactively fetches information from various sources and analyzes it for better understanding about how the business performs, and builds AI tools that automate certain processes within the company.
<b>Digital Marketing Executive</b>	A Digital Marketing Executive is typically responsible for engaging a brand with customers or clients via the digital space, aiming to establish and manage the online presence.
<b>Doctor</b>	Doctors examine, diagnose and treat patients. They can specialize in a number of medical areas, such as pediatrics, anesthesiology, cardiology, etc. or they can work as general practice physicians.
<b>Economist</b>	An Economist is an expert who studies the relationship between a society's resources and its production or output. The societies studied may range from the smallest of local communities to an entire nation or even the global economy.
<b>Educator</b>	An Educator is a specialist in the theory and practice of a particular field of education. He/She is also an administrator of an educational institution.
<b>Electrical/ Electronics Engineer</b>	Electrical Engineers evaluate electrical systems, products, components and applications by designing and conducting research programs & applying knowledge of electricity and materials.



## Section 4A: Career Role Descriptions

<b>Entrepreneur</b>	An Entrepreneur is one who sets up a new business, taking on the operational and financial risks in the hope of profit and success.
<b>Event Manager</b>	Event Managers are involved in the creation and development of large scale events such as festivals, conferences, ceremonies, formal parties, concerts, or conventions.
<b>Fashion Designer</b>	A Fashion Designer is someone who loves to study fashion trends, sketch designs, select materials and have a part in all the production aspects of their designs.
<b>Film/ Documentary Maker</b>	Film/ Documentary makers are the people responsible for taking the concept for a film project, whether it be movie, advertisement or training video, and turning it into a finished film by assembling a cast and crew and shooting the sequences.
<b>Financial Analyst</b>	Financial Analysts evaluate businesses, projects, budgets and other financial aspects of an organisation to determine their performance and suitability.
<b>Forensic Scientist</b>	Forensic Scientists apply science to criminal and civil laws, mainly on the criminal side—during investigations, as governed by the legal standards of admissible evidence and criminal procedure.
<b>Game Designer/ Animator</b>	Game Designers and Animators apply design and aesthetics to create a game to facilitate interaction between players for entertainment or for medical, educational, or experimental purposes.
<b>General Manager</b>	A General Manager is an executive who has overall responsibility for managing both the revenue and cost elements of a company's income statement, known as profit & loss.
<b>Geologist</b>	A Geologist is an expert in the field of geology, the study of what the Earth is made of and how it was formed.
<b>Historian/ Archaeologist</b>	A Historian is an expert especially that of a particular period, geographical region, or social phenomenon. An Archaeologist is a scientist who studies human history by digging up human remains and artifacts.

## Section 4A: Career Role Descriptions

<b>Hotel Manager</b>	A Hotel Manager manages the operations of a hotel, motel, resort, or other lodging-related establishment.
<b>Human Resources Manager</b>	Human Resource Managers are involved with recruitment, training, career development, compensation and benefits, employee relations, industrial relations, employment law, compliance, disciplinary and grievance issues that employees might have.
<b>Insurance Executive</b>	Insurance Executives sell life, property, casualty, health, automotive, or other types of insurance. They also manage these insurance policies for their clients.
<b>Interior Designer</b>	Interior Designers make interior spaces functional, safe, and beautiful by determining space requirements and making décor choices such as colors, lighting, and materials.
<b>Investment Banker</b>	An Investment Banker is an individual who works in a financial institution that is in the business of raising capital for companies, governments and other entities, or who works in a large bank's division that is involved with these activities, often called an investment bank.
<b>Journalist</b>	Journalists research, write, edit, proofread and file news features and articles for use on television and radio or magazines, journals and newspapers
<b>Management Consultant</b>	Management Consultants propose ways to improve an organization's efficiency. They advise managers on how to make organizations more profitable through reduced costs and increased revenues.
<b>Mathematician</b>	A Mathematician is someone who uses an extensive knowledge of mathematics in his/her work, typically to solve complex problems.
<b>Mechanical Engineer</b>	Mechanical Engineers design power-producing machines such as electric generators, internal combustion engines and steam and gas turbines as well as power-using machines, such as refrigerators and air-conditioning systems.
<b>Media Planner</b>	Media Planners identify which media platforms would best advertise a client's brand or product. They work within advertising agencies or media planning and buying agencies.

## Section 4A: Career Role Descriptions

<b>Media Presenter</b>	Media Presenters are the hosts of television programmes, and work on a huge range of subjects from history to news & entertainment.
<b>Nutritionist</b>	Nutritionists provide medical nutrition therapy. They work in hospitals, long-term care facilities, clinics, private practice, and other institutions. They create nutritional programs based on the health needs of patients and counsel them on how to lead a healthier lifestyle.
<b>Operations Manager</b>	An Operations Manager is a senior role which involves overseeing the production of goods and/or provision of services. It's an operations manager's job to make sure an organisation is running as well as it possibly can, in a smooth & efficient manner.
<b>PR &amp; Communications Executive</b>	PR & Communications Executives act as liaisons between their employer or client and the public. They establish and maintain good-natured, co-operative relationships with the media, consumers, the government, local communities and other public-interest groups.
<b>Physicist</b>	A Physicist is a scientist who studies and is trained in physics, which is the study of nature, especially how matter and energy behave.
<b>Production &amp; Industrial Engineer</b>	Production & Industrial Engineers are concerned with the development, improvement, implementation and evaluation of integrated systems of people, money, knowledge, information, equipment, energy, material and process.
<b>Production Planner</b>	Production Managers plan and organise production schedules. Their role involves assessing project and resource requirements and negotiating budgets and timelines with clients and managers.
<b>Psychologist</b>	Psychologists help to ensure the mental health and well-being of all people—individuals, families, groups, and society as a whole.
<b>Public Health Advisor</b>	Public Health Advisor is an individual who offers assistance and advice pertaining to matters that involve improving public health activities. They can assist a wide range of facilities and organizations, including public, nonprofit, and private agencies.
<b>Public Policy Specialist</b>	A Public Policy Specialist maps out a policy development process for a decision maker that takes them from an idea to a measurable and implementable program.

## Section 4A: Career Role Descriptions

<b>Real Estate Developer</b>	Real Estate Developers oversee the purchase of existing or undeveloped residential, commercial or industrial real estate, make improvements to any buildings on it or construct new buildings, and sell or lease the improved land or buildings for profit.
<b>Sales Manager</b>	Sales Managers direct the distribution of goods and services by assigning sales territories, setting sales goals, and establishing training programs for the organization's sales representatives.
<b>Social Worker</b>	Social Workers are responsible for helping individuals, families and groups of people to cope with problems they're facing, to improve their lives.
<b>Sociologist/ Anthropologist</b>	Sociologists and Anthropologists study the organization, institutions, and development of societies, with a particular interest in identifying causes of the changing relationships among individuals and groups.
<b>Software Architect</b>	Software Architects design and develop software systems and applications. They may create a software tailored to a clients' specific needs or create products geared for consumers, such as games or desktop applications.
<b>Software Developer</b>	Software Developer is a person concerned with facets of the software development process, including the research, design, programming, and testing of computer software.
<b>Software Tester</b>	Software Tester is involved in the investigation conducted to provide stakeholders with information about the quality of the product or service under test.
<b>Statistician/ Actuary</b>	Statisticians and Actuaries apply mathematical and statistical methods to assess risk in insurance, finance and other industries and professions.
<b>Stock Broker/ Trader</b>	A Stock Broker/ Trader executes buy and sell orders for stocks and other securities through a stock market, or over the counter, for a fee or commission.
<b>Supply Chain Manager</b>	Supply Chain Managers organise the movement of goods and materials from suppliers (raw materials) and manufacturers (final product) to customers.

## Section 4A: Career Role Descriptions

<b>Travel Consultant</b>	Travel Consultants assist clients in making travel arrangements for both business and holiday purposes. They provide quotes to find the best value options available and make bookings for transport, accommodation, sightseeing activities and other travel related activities a client may need.
<b>Urban Planner</b>	Urban Planners keep in mind the future needs of the city's population and recommend placement of various infrastructure such as schools or roads etc.
<b>User Interface &amp; Experience Designer</b>	User Interface & Experience Designers enhance user satisfaction with a product by improving the usability and accessibility in the interaction with the product.

For further queries, write to us at:  
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