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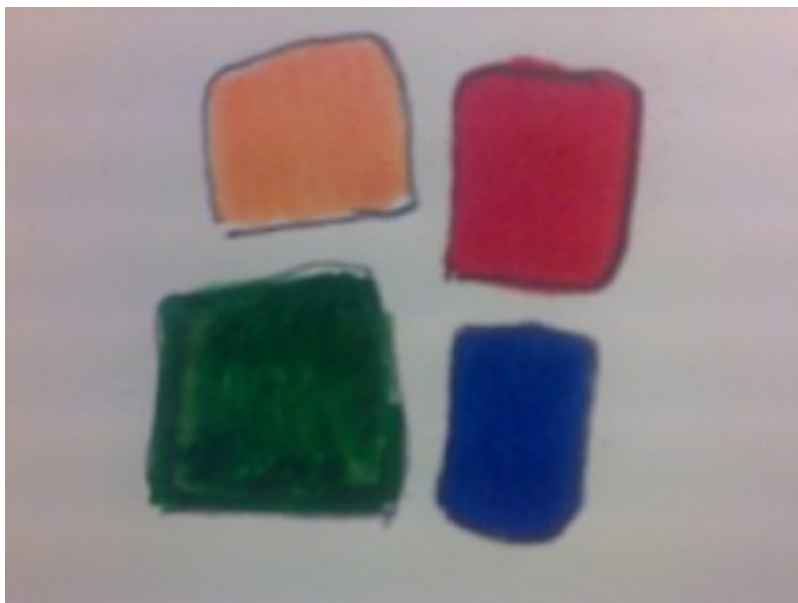
Career Gate Test

English edition, 21/2016

Special report of

Δημήτριος Αρκολάκης

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Introduction

The personal report of the Career Gate Test you have in front of you serves as an x-ray not only of your character and personality, but also as one of your interests, inclinations and preferences. You must discuss the conclusions of this report with your parents, your professional orientation advisers, your teachers and mostly with yourself. These conclusions will help you form a better understanding of who you are, what you want and what you can achieve. They can also help you in deciding which academic fields and professions are right for you by gaining more knowledge of your inner self, so that you can build with gravity and responsibility your own future. Considering the conclusions of this report will also assist you in preparing in the right way and in time for your academic studies as well as for the big and great adventure that is going to be your professional and personal life. You must be aware that you will be spending more than one third of your adult life in working environments and that the many different jobs you will take on will become an integral part of yourself. For that reason, you must have feasible goals and visions which will only be achieved if you exercise insistence, patience, consequence, determination, knowledge and the skill to make the right choices at the right time. The choices you will make regarding your academic and professional career will determine your future, so you must not forget that the future belongs to those who prepare in the right way for it.

Career Gate Test K.17 /HE-EE : What it is¹

The Career Gate Test K.17/EE-VE for career guidance explores personality, inclinations, preferences and interests and determines the occupations that are suitable for each individual. At the same time, it examines the dissemination of personality in the six categories of J. Holland's occupational personality types, as well as the levels of self-image and determination. The test also incorporates a sincerity test, so if a user is not honest, serious and reliable when answering the questions, the system's software will not issue results and the user must retake the test. The processing of the questionnaire's answers is carried out through the internet in an easy and simple way that lasts about thirty minutes. The answers are automatically assembled in a special file of software and are sent via internet to the user's computer in the form of an individualized report. The main element of the test is the dispersion of personal interests and preferences of every person in 17 major categories and subcategories of "Classification K.17", under which come occupations mainly compatible to two levels of studies: a) education of higher or even postgraduate level (H.E.) and b) vocational education (V.E.). The test has been designed according to economical, psychometric and educational data and is based on years of research² and international career guidance tests and especially with John Holland's personality theory. The seventeen occupational categories and subcategories of classification K.17 are the following:

The 17 vocational categories and subcategories

Classification K.17

1. Agriculture, Livestock, Fishery, Mining, Geology, Forests
2. Constructions, Engineering, Metallurgy, Carpentry, Glass industry, Textile industry, Clothing, Shoes
3. Chemistry, Energy, Medicines, Foods, Drinks
4. 4. Informatics, Telecommunications
 - 4.1 Software
 - 4.2 Hardware
5. Economics, Administration, Banks
6. Trade, Public Relations, Insurance, Commerce
7. Law occupations
8. Transport, Shipping
9. Tourism
10. Sports
11. Information and Mass Media
12. Fine, Applied and Graphic Arts
13. Health, Care
 - 13.1 Health
 - 13.2 Care
14. Education, Humanities
 - 14.1 Pedagogy, Literature, Foreign Languages
 - 14.2 History, Archaeology, Ethnography, Geography
 - 14.3 Sociology, Ethnology, Social Sciences
15. Physics and Mathematics Sciences
16. Military, Police
17. Clerical Occupations – Functions

The final personal report defines which occupational categories and professions are best suited for your personality and interests, accordingly to the analysis of your answers to the test's questionnaire. For this purpose, 33 selected professions which are connected to the educational system in a higher or even postgraduate level (H.E.) and 16 selected professions of vocational education are shown in the relevant tables.

1 The Career Gate Test K.17/HE-EE is based on years of specific research of Professor of Labour Economics and Career Guidance at the University of Piraeus, Greece, Theodore Katsanevas, Ph.D (LSE), MA (Warwick) and his scientific team. The present individualised personal report of C.G.T., K.17, does not contain any sensitive personal data, as it is a test that concentrates on the professional aptitudes, which by their nature cannot be developed for any reason by any third party. Nevertheless, the scientific team of the test maintains, with the strictest possible way, the secrecy of the relative files, which in no case can be used, apart for research purposes exclusively, and mainly for the improvement of the test itself.

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www.careergatetest.com*

2 The research on occupations, the labour market and the "Classification K.17" is based on a multi year research project and publications of Theodore Katsanevas and his scientific associates as inter alia the following:

"Unemployment, demand for skilled labour and vocational training in the regional labour market of Greece", Ministry of labour, Manpower Employment Organization, 1989. "Labour economics and labour relations", Piraeus, Stamoulis, 1991, republications, 1993, 1996, 1998, 2002, 2004. "Prospects of the labour market in the wider Athens area for the next five years" 1998-2002, 1997 (University of Piraeus and OAED). "Professions of the future and the past" Athens, Papazisis, 1998 "Research for the prospects of the labour market and the determination of the demand of specialities in the 13 regions of country" 2001, University of Piraeus and OAED "Education and employment", Pedagogical Institute, 2001, "Inflows and outflows of students and graduates of the High Education and Technical Education of Greece", 2005, Education Research Centre of Greece (in collaboration with Livanos Ilias), "Psychometric Data" Athens 2004 (in collaboration with Kavroulaki Tania) "Choice of study and profession" Athens, 2002 and 2005 "Professions of the future and the past and career guidance" Patakis, 2003 and 2014. "The golden rule of career guidance : Modern career guidance and counselling.Patakis.2009, 2015

Place, time and user's data

Place of doing the test	ATHENS	Start time	13:39:27
Date	17/05/2016	End time	13:41:07

Last name	Αρκολάκης	First name	Δημήτριος
Gender		Age	
Father's name			

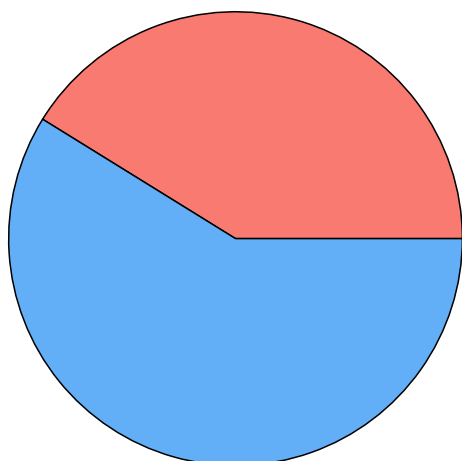
Address			
City		Postal code	
Phone number		e-mail	

Place of birth			
Place of father's ancestry		Father's profession	
Place of mother's ancestry		Mother's profession	

Average grading:							
3rd class of high school		1st class of senior high school		2nd class of senior high school		3rd Class of senior high school	

School score between:	
8-10	
6-8	
4-6	
Lower than 14	
Hobby, interests	

Honesty degree of user's answer



Satisfying = 41.18 %

Non Satisfying = 58.82 %

The honesty extent of your answers shows whether you have seriously, responsibly and honestly answered the C.G.T. *In your case, according to the automated control carried out by the Career Gate Test's mainframe, the honesty extent of your answers amounts in 41.18% , a percentage that is considered to be satisfying.*

Occupational inclinations in relation to Holland's six psychological types

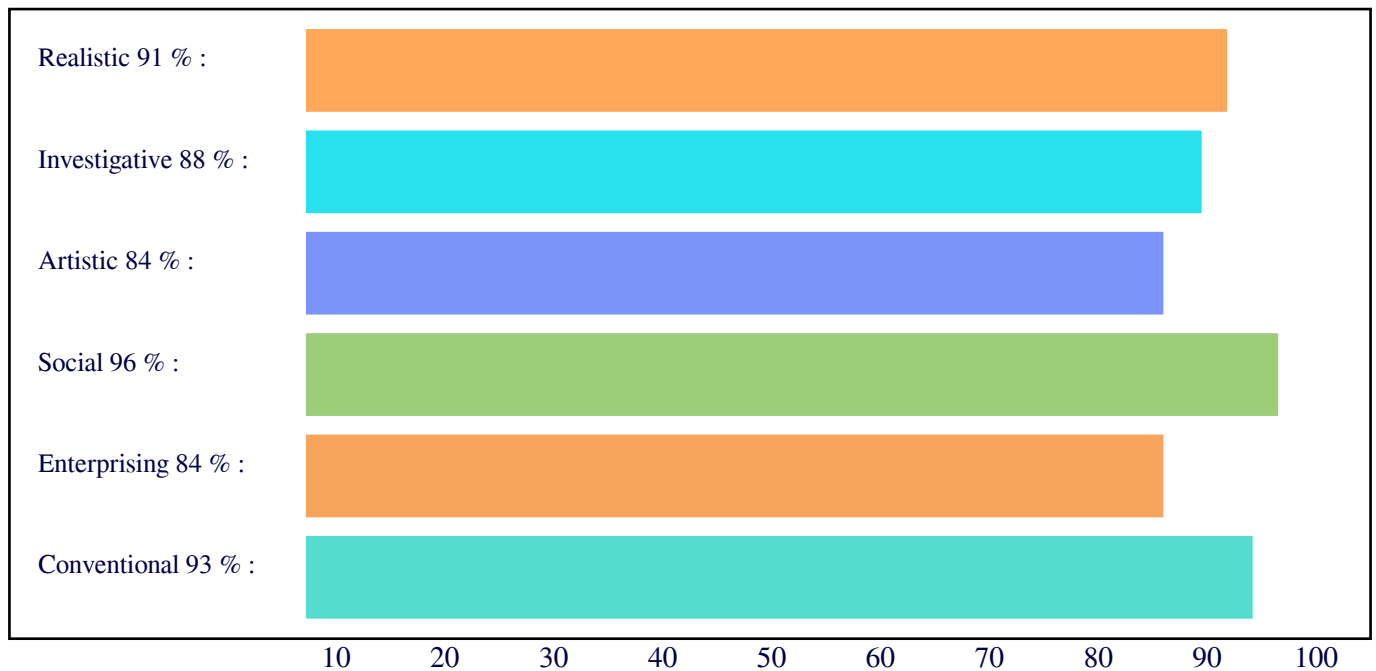
One basic characteristic of the human society is that it is constituted of different types of individuals that have a lot of resemblances but also differences in the appearance, in the tinge of voice, in the character, the interests, the inclinations, the preferences, the dexterities, the talents. Every person bears certain features that another one may lack and vice versa. That's why, while different peoples' personalities may present certain similarities, they also present several differences. Many people may look alike either externally or as far as their character is concerned, but there are always some differences. As every human fingerprint is unique, as unique is in the end every human's personality. Not every one is born to do the same things, despite the fact that similar tasks can be carried out by different persons. This particularity of every person is in the end what makes the social life more interesting and fruitful.

A society where everyone will be the same wouldn't have a reason to exist. And the opposite, a society where all the people will differ from each other, would have problems of cohesion and in the end it wouldn't survive. International scientific bibliography on career guidance has been enriched by a number of theories attempting to combine separate personalities, inclinations, talents, preferences and interests of people practicing different professions. According to the internationally well known and accepted theory by John Holland, there are six types of human personality, such as: realistic, investigative, artistic, sociable, entrepreneurial and conventional. These six types are connected with the corresponded working surroundings.

The histogram below illustrates the dispersion of your personality's factors that is your interests, inclinations, preferences, into said six Holland's psychological types, accordingly to the answers that you gave when answering the questionnaire of Career Gate Test K.17 Plus.

Histogram 1

Occupational inclinations in relation to Holland's six psychological types



Description of Holland's six psychological types

Realistic

This type includes people who are practical and realists, introvert, absolute and dogmatic, robust and persistent, while in their actions they are efficient, systematic, down-to-earth and usually straightforward and sincere. They have technical, mechanical and manual skills; they can handle with dexterity tools, mechanical systems and electronic equipment and are usually drawn to technical, mechanical and constructional professions. Their surrounding working environment directs them towards work with practical, technical and often outdoors occupations with directly visible results, as well as towards developing traditional values relating to power and financial gains. Occupations which fit this type are, among others, that of the civil engineer, mechanical engineer, chemical- engineer, geologist, agronomist, ichthyologist, forester etc.

Investigative

This type includes people with imaginative, uneasy, creative and critical way of thinking, with a special inclination to sciences and research. As characters, they are independent, complex and intellectual, inventive, observant and even curious. They have analytic, combining abilities and a radical, critical and judgmental attitude; they are introvert, rather pessimistic, circumspect and modest people.

Their surrounding working environment leads them to activities which deal with a systematic and innovative research, understanding and control of the natural, biological, cultural and social phenomena. The investigative type could be divided into two subtypes:

- a) the investigative – positive type, with special preferences and skills regarding mathematics, physics-chemistry, technology and other relevant professions and
- b) the practical-grammatical type, with inclination to linguistic and grammatical preferences, social and humanistic sciences and corresponding professions and work environments.

Artistic

This category includes people with complicated character, who are sensitive, “untamed”, absent-minded, with no sense of order, inadaptable and emotional. They are expressive, impulsive and imaginative, often ineffective but also original, ideologists, romantic and sentimental. They are drawn to free, abstract and non-systematic activities and are, obviously, interested in artistic professions. Their surrounding working environment encourages them to think of themselves as anti-conformists and independent characters. The special inclination, the natural talent in the art, music, painting, dance, theatre etc constitutes the main characteristic of this type and it is of outmost importance for a decent career in the difficult but yet interesting course of the artistic professions.

Social

The people included in this category are basically friendly, cooperative, kind, extroversive, agreeable, warm and lively characters, usually patient, helpful and condescending. They form good relationships with others, they have persuasion, they provide assistance to those who need it and are drawn to activities dealing with public relations, communication, information, education, therapy, solidarity and care. Their surrounding working environment leads them to develop skills that relate to communication, understanding and cooperation. *The social types could be divided into two subtypes: the social-extroverts and the social-interdependent. The first subtype is characterized by dexterities of public relations, sales' skills and personal advancement (ie. their sociability is combined with aims, objectives and personal ambitions). Relevant professions are that of the public relations' executive, salesman and journalist. The second subtype is characterized more by “interdependent sociability”, idealism, sentiment, generosity, humanism, or even self-sacrifice and is more compatible with professions that relate to education, care, health, care, human collaboration and solidarity. It is pointed out that additional characteristics of each personality like the afore-mentioned can exist simultaneously in various individuals in escalated proportions.*

Enterprising

This type includes people with leading skills, ambitious, dominant, energetic, social, optimistic, decisive and creative. Moreover, they can be often characterized as being persistent, absolute, uneasy, active, extrovert, enthusiastic, risky, resourceful, dynamic, brave, but also self-centered, aggressive and authoritarian. Their surrounding working environment leads them to develop arguments and methods for convincing and manipulating others. They think of themselves as being popular and full of self-confidence. In addition, they often judge the world in a simple and conventional manner based on social status and power.

It is obvious that the people who belong in the business type are fit for with managerial and leading posts and professions, where there is economic dimension, business dexterity and possibilities of advancement.

Conventional

The conventional types accept the conventional way of living, the acceptable values of the society and the existing power hierarchy; they are dedicated, conscientious and have a high sense of economy. They are diligent, adaptable, disciplined, careful, regular, practical, precise, composed, collaborative, reliable but often dogmatic and introvert, conscientious, methodical and organized. The people who belong to this type are drawn towards activities which are characterized by order, accuracy and methodology. Their surrounding working environment leads them to fixed, repetitive tasks that demand discipline as well as calculative, accounting, and entrepreneurial skills. *They fit for professions such as military man, police officer, public or diplomatic employee, business executive, librarian, notary, accountant etc.*

Scales of self-image and decisiveness

Self-image

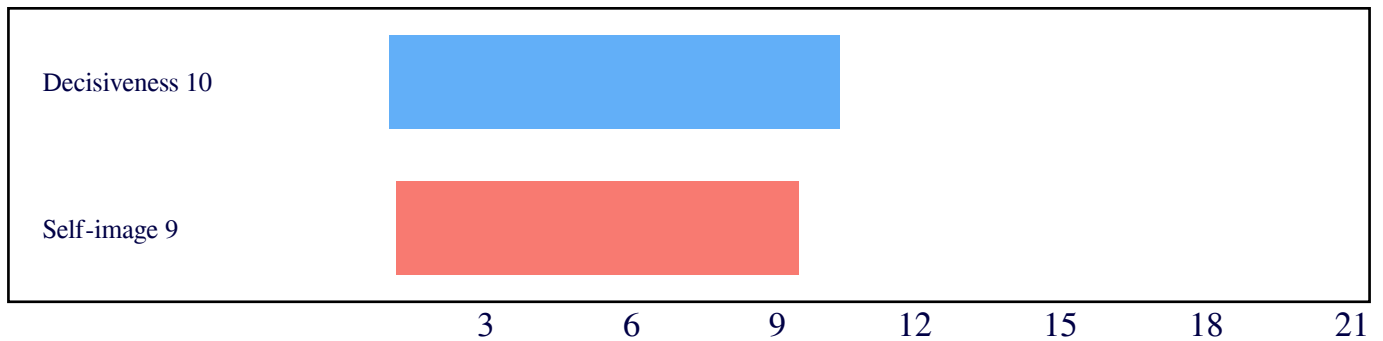
By a separate set of questions of "Career Gate Test k.17, Personality 1", the level of self-image is evaluated. This is a special personality factor that characterizes the working behavior of the individual and his/hers professional choices. Very high or very low level of self-image, usually constitutes a rather negative situation. In general, the most rational behavior is considered to be the one that is in the middle and little above the mid-point of the scale. The relative conclusions must be co-evaluated in relation to the other data, especially as far as the professional choices are concerned.

Decisiveness

By a separate set of questions of "Career Gate Test K.17, Personality 2", the level of decisiveness is evaluated. High level of decisiveness constitutes an evidence of leadership abilities, which can be a positive criterion of appropriateness for professions that presuppose similar personality characteristics. Nevertheless, high level of decisiveness, even if it is an advantage, does not prejudice certainty of professional success, as other factors must be also appraised. People with strong decisiveness and high self-image may have low indicator of emotional intelligence . Hence, very low and/or very high self-image and decisiveness may have negative repercussions in their career although this is not always the case. The Histogram 2 exposes the levels of self-image and decisiveness in accordance with the your answers to the questionnaire of the test.

Histogram 2

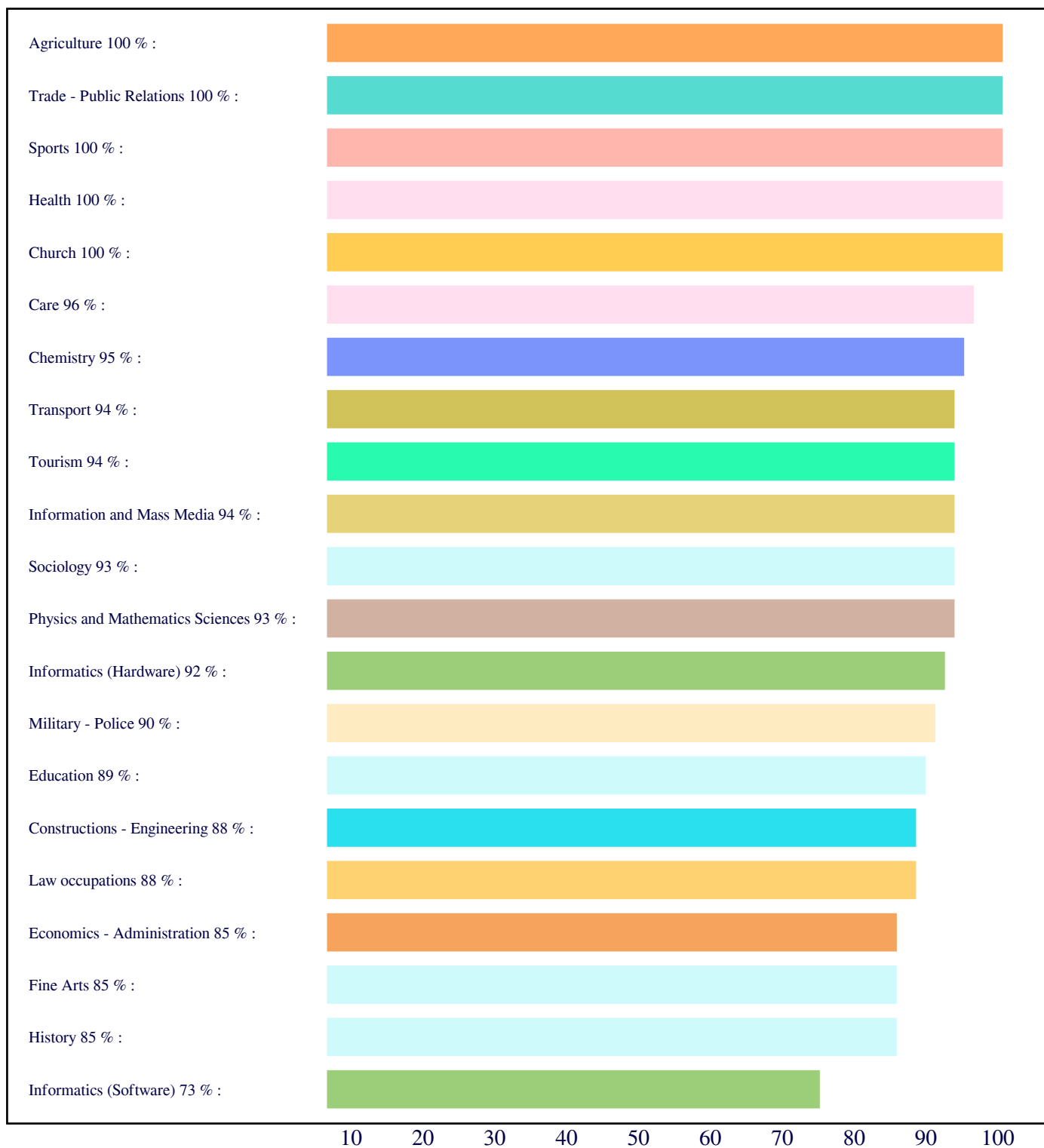
Levels of self image and decisiveness



Occupational inclinations in relation to the 17 main occupational categories

At this point, Career Gate Test K 17, examines the crucial question of the degree of compliance of personality, interests, preferences with certain groups of professions. To this end, the original, valid “classification K.17” is used. The Histogram 3 and the Table 2 below illustrate an “x-ray of your personality” as far as your professional inclinations are concerned. It records with accuracy your professional preferences and interests in relation with the seventeen general occupational categories of the classification K.17, according to your answers in the questionnaire following their evaluation by the automated sincerity test.

Histogram 3
Occupational inclinations in relation to the 17 main occupational categories of the Classification K.17



The professional categories which appear to have the highest grading, represent to a large extent your inclinations, interests and preferences, as shown in the above histogram 2. Individuals with multiple interests and inclinations have histograms with high distributions, whereas the reverse happens in the opposite case. The following Table 1 presents your occupational inclinations in relation to the 17 main occupational categories of classification K.17 in a descending order. It is important to avoid professions that are included in the last occupational categories of the Table 1. It is sure that, those professions do not fit with your personality and in case you choose them, you will become an unsuccessful and unhappy professional. In accordance with career guidance theory and practice, people will be more productive in occupations that are compatible with their personality and vice versa. And it should be reminded that nowadays, there are many professions that fit every personality. And vice versa.

Table 1

Occupational inclinations in relation to the 17 main occupational categories in a descending order

A/A	Category	%
1	Agriculture	100
2	Trade - Public Relations	100
3	Sports	100
4	Health	100
5	Church	100
6	Care	96
7	Chemistry	95
8	Transport	94
9	Tourism	94
10	Information and Mass Media	94
11	Sociology	93
12	Physics and Mathematics Sciences	93
13	Informatics (Hardware)	92
14	Military - Police	90
15	Education	89
16	Constructions - Engineering	88
17	Law occupations	88
18	Economics - Administration	85
19	Fine Arts	85
20	History	85
21	Informatics (Software)	73

Personality inclinations in relation to 33 occupations of higher education (H.E.) and 16 of vocational education (V.E.)

Professions that match your personality, interests, inclinations and preferences are presented in the two important tables 2 and 3 as follows) From the analysis of your answers to the questionnaire, 33 professions have been selected that are connected mainly with education of higher or even postgraduate level (H.E.) and 16 professions that are connected with vocational education and/or work experience (V.E.). The professions presented in Tables 2 and 3, comprise a reliable sample of the professions best suited for you. The degree of compliance with your personality also appears in the same tables, along with their prospects and outlets to the labour market, as explained further on. In the expanded job markets, other similar professions exist - or even the same professions with a different name – that are suitable for you, but it was not possible or purposeful to include those in these tables. In case you want to search for other professions that are closer to your inclinations and preferences, you will have to resort (apart from the individual specialties of the first six groups) to the professions belonging to the 7th and 8th and even in the 9th group of professions in the classification K.17, as those appear in declining order on the present Table 1. As noted before, the professions that you should avoid because they are not suitable for you, are those appearing in the last groups of the same table. Provided that, other factors occur, i.e. family tradition, financial, labour market prospects or even regional reasons, easy access to academic studies etc, you can choose professions that have a smaller degree of relevance with your personality, but not professions that are utterly against it. These will be explained more analytically further on, by the notion of the so-called “golden rule for career choice”

Certain professions presuppose a recognized degree of higher education (H.E.). Such cases, are inter alia those of medicine, the doctor, the psychologist, the dentist, the pharmacist, the biologist, the chemist, the chemical engineer, the agronomist, the geologist, the civil engineer, the architect, the tax consultant, the lawyer, the judge, the public prosecutor, the diplomatic employee, the teacher, the army aviator and navy officer, etc. A number of other professions usually derive from higher education, but their practice does not obligatorily presuppose the existence of a relevant, recognized degree. Mainly professions of informatics, economy, trade, transport, tourism, sports, mass media, fine arts etc., belong to this category. Professions such as, journalists, computer network specialists, sales advertisers, public relations executives, insurers etc, are usually practised by individuals with higher education, without this constituting an obligatory pre-condition.

In vocational education (V.E), there are included professions usually related to junior and/or high school or colleges, professional/technical training studies, or practical experience. Numerous professions that concern mainly agriculture, manufacturing, health, but also economy and tourism, belong to this category. Some of them such as electricians, plumbers, nurses, technical radiologists, etc, in many countries, presuppose a corresponding official licence provided by a public or properly certified institution. However, in several cases, the professions of a V.E. level are practised freely either by individuals who have a formal or informal relevant training or possess related work experience.

The Tables 3 of the C.G.T K.17 professions usually combined with education in a formal or informal higher level, are signalled with the initials H.E. (Higher Education). Professions connected with medium, formal or informal professional education with or without) work experience, are signalled in Table 3 with the initials V.E. (Vocational Education)⁴. Each one of the 33 professions of H.E. level and 16 of the V.E. level, is marked, according to its employment prospects in the domestic and international labour market⁵ for the next 5-10 years with one of the following symbols (see relative tables):

*** Very positive perspectives

** Positive perspectives

* Limited perspectives

Another indicator mentioned in the same tables is the one of professional outlets to other professions or specializations that is marked as follows:

UUU Profession with wider professional outlets

UU Profession with satisfactory professional outlets

U Profession with limited professional outlets

Professions with wider professional outlets are those that provide wider flexibility of changing to a relevant or even different profession. Mainly the graduates of theoretical studies such as the sociologists, the political scientists, the philologists, the historians, the theologians, the mathematicians, the physicists etc., belong to this case. During their studies, they usually acquire a wider education and the possibility of developing critical way of thinking, of "learning how to learn". That is why it is often easier for them to practise another profession, after having a further suitable training or work experience in other occupations such as, for example, in mass media, public relations, trade, transport, or even information technology. On the contrary, it is more difficult and unusual, although not impossible, for a doctor, a dentist, a civil engineer, etc, after many years of being educated and practising their profession, to change to a different sector. The level of education, abilities and skills necessary for practising any profession, depends on learning abilities, performance and will. Career Gate Test K.17 offers a first and reliable image for the user to think of, to discuss the whole matter with parents, teachers, career guidance counselors and make the best possible decisions for career choices.

Table 2

Personality inclinations in relation to 33 occupations of higher education (H.E.)

Description	World	Outlets
Theologist *	*	U
Cleric, Priest ** (Imam)	***	U
Eparch (Mufti)	***	U
Archimandrite		U
Deacon		U
Theologist-Historian	*	U
Doctor **	***	U
Nurse **	***	U
Dentist **	**	U
Dietician **	**	U
Pharmacist **	**	UU
Technologist - Optician **	**	U
Physical education instructor **	**	UU
Sports coach **	**	U
Sports administrative executive *	*	UU
Security manager **	***	U
VIP's security guard *	***	
Tennis instructor *		U
Insurer **	**	UU
Sales manager (marketing) economist **	***	UU
Sales advertiser **	***	UU
Research and marketing economist	***	UU
Sales executive *	***	UU
Public relations specialist**	***	UU
Agriculturalist	***	U
Thalassologist - Ichthyologist	*	U
Environmentalist	***	U
Forester	***	U
Agriculture and natural resources mechanic	***	U
Agricultural machinery and irrigations technician	***	U
Psychologist **	**	UU
Social worker **	**	UU
Career advisor *	**	
Psychiatrist	**	

Table 3

Personality inclinations in relation to 16 occupations of vocational education (V.E)

Description	World	Outlets
Sacristan		
Commissary of churches *		
Chanter		
Religious organization employee		
Cosmetics specialist **	**	
Nurse	***	U
Clinical laboratory technician *	***	U
Medical devices technician	***	U
Security guard *	***	U
Assistant sports coach	**	U
Custodian	**	
Domestic help *	***	
Salesman **	***	UU
Trading and advertising specialist *	***	UU
Public relations expert	***	UU
Banking expert	**	U
Biological - ecological agriculture technician	**	U
Green house - horticulture technician	***	
Vine dresser		UU
Senior citizens- care specialist *	**	UU

If your objective is to follow higher and/or post-graduate studies, it is obvious that the above Table 3 is not of your immediate concern and is only of partial interest in your case.

The golden rule for career choices

Regarding the basic subject of the right choice of studies and profession, we summarize the following criteria, also described as “the golden rule for career choices” that are important for the above-mentioned decision:

1. Interests, inclinations, preferences, talents and, generally, the match of the candidate’s personality with studies and professions.
2. Abilities, performance and willingness
3. Family environment and tradition.
4. Labour market and occupational prospects.

Inclinations, interest, preferences, talents

Achieving self-awareness, regarding one person’s real inclinations, interest, preferences, talents, is the first and most important factor in occupational choices. Most people have complicated personalities with various interests, talents, preferences, abilities. Different occupations fit to different people. If one person chooses occupations that do not fit with his personality, he will become a unsuccessful and unhappy professional and this will result in personal failure and low productivity. The prompt and proper career guidance with the use of valid career tests and if possible, with the assistance of specialized advisors is deemed as absolute necessity. The decoding of the personality must be made with caution and not superficially and hastily. Only then may the young people achieve what they can become and not what they think they can. Only then can they choose the professions that best suit and interest them and can respond to their demands. Provided that the right conditions exist, they can have a successful career and a good journey through life. This is for their own and their country’s benefit.

Abilities, performance and willingness

Abilities, performances, and willingness for achieving the life’s objectives, constitute the second basic criterion for choosing the type and, basically, the level of studies, towards which one person is directed. That is why everyone must know who he/she is and what he/she is capable of doing. The performance in individual courses but also in school is a first criterion for the type and mainly, the level of studies one can aim at. Yet, the school performance does not constitute an absolute and only criterion for the future. It is a well-known fact that numerous successful scientists had not been brilliant students. Performances can improve radically, provided that there is strong will,

objectives and noble ambition for professional and social advancement. That is why the strength of will is very important in the career path.

Family environment and tradition (The role of parents) The family environment, the family tradition and culture, has often crucial influence upon career choices. The father's or mother's profession, the family business, is often a worthy and interesting prospect for the professional future of young people. Although it may sound old-fashioned, or could be considered as nepotism, in the reality of the competitive market, the family business gives an advantage to children. And we should not oversee the fact that, ignoring this advantage can harm their own interests. On the other hand, family tradition should not be taken for granted. Often, many parents try to impose their own wishes or frustrations to their children as far as the studies and profession which the latter will follow is concerned. Many young people face considerable pressure in order to study one of the sciences that are regarded as the ticket for social and economical advancement (for example that of the doctor's, engineer's or lawyer's), or to follow the family business. Nowadays, this type of pressure often has the opposite result. Young people react negatively or even subversively towards older generations and particularly towards the parents who have overprotective behaviour. Although, sometimes parents may be right when they insist on the choice of a certain career-path for their children, they lose the fight due to the persistent and paternalistic way with which they wish to impose their will. Finally, in order to be realists, the role of financial capabilities that each family has for the studies of their children should not be overlooked. The place where the faculty is situated should be taken under serious consideration by the candidates whose families do not have sufficient financial means. The fact that the state should look into this matter, constitutes a special and often painful matter but that is a different subject.

Labour market and occupational prospects

Labour market and occupational prospects constitute a particularly important criterion for career choices. This has been strengthened by present employment uncertainty and rapid evolution in technology, economy, employment and professions' content. It is logical for many people to choose from a variety of professions best suited for them), those with wider job vacancies in the future and to avoid those that are saturated. Simply, there is a much higher possibility for career future in the area of professions of the future than in professions of the past. According to many relative studies and evidences, the majority of young people nowadays, choose their studies, professions and career based on their future perspectives and particularly on the security of guaranteed employment. The anxiety of finding a place in the present complicated and often pale scenery of the labour markets, is a very strong and logical incentive. It is preferable for someone to choose professions with wide future prospects, even if these are not their first choices. Nevertheless, regardless how strong this criterion is, it should not be the only one. It is necessary to quantify it with the other criteria and particularly with each person's occupational inclinations. If some professions do not suit one's personality type, his/her preferences and inclinations, these should not be chosen, regardless how good perspectives they have in the labour market or how good the other factors such as, personal performances and will as well as the family and financial situations are. Moreover, working conditions and salaries, the kind of work, its content, the status of each profession, the working security as well as the hierarchical and career evolution perspectives, are

other complementary elements that also need to be explored during the selection process. These particular parameters may be evaluated differently by various persons in accordance with their working values, personality and interests. They constitute part of gaining enough knowledge of the world of work that is required when they come to the great decision about their professional future.

The golden rule

The theory of the golden rule in correlation with the C.G.T. K.17 findings for each user, has been implemented for many years in practice with ultimate success for career guidance purposes. It combines appropriately as already mentioned, the four basic factors that influence predominantly career choice decisions such as : 1) interests, inclinations, preferences, talents, 2) abilities and willingness, 3) family environment and tradition,4) labour market and occupational prospects. A basis notion of the golden rule is the following: *“persons with high level of learning performances and strong will, can choose professions that fit them and are derived from a wider range of professions even from those with negative occupational prospects and weak family background. On the contrary, persons with low level of performance and weak will, should not choose professions which, in principle, fit them and also have good prospects in the labour market and/or possess a good family basis”. In any case no one should choose professions that do not match with his/her personality”* Due to the rapid technological changes nowadays all professionals must be ready to adapt to technological changes and when necessary, to move to similar and/or different occupations, so as to be in a condition of permanent employability. The constant updating of special and general knowledge and experiences, are absolutely necessary, And so is the knowledge of English and the use of the computers and of the internet. And one should not forget that, the successful professionals and good human beings are those who are always trying to learn more; those with intellectual concerns who strive to create and participate in life, become good citizens and **being** useful for the common good.

Epilogue

Your personal Career Gate Test K.17 Plus has been completed. This personal book with your name in the front page and your self as a central context opens a window to the future. Your future. The choices you make when it comes to your studies and your occupation will mark your future. So, do not forget that, the future belongs to those who are prepared for it.

*Life is all in front of you. We wish you the best.
The scientific team of the Career Gate Test*



www.careergatetest.com