

# ONE HUNDRED JOBS EXERCISE

## LIST OF OCCUPATIONS<sup>1</sup>

- |    |  |     |  |
|----|--|-----|--|
| 1  | Marketing researcher                       | 51  | Medical researcher                     |
| 2  | Childcare worker                           | 52  | Chief Financial Officer                |
| 3  | Computer software designer                 | 53  | Office manager                         |
| 4  | Sports coach                               | 54  | Police officer                         |
| 5  | Manager at a manufacturing plant           | 55  | Investment banker                      |
| 6  | Salesperson in a retail store              | 56  | Manager of a restaurant                |
| 7  | Social services professional               | 57  | Entrepreneur                           |
| 8  | Salesperson for high technology products   | 58  | Vacation resort manager                |
| 9  | Litigator (courtroom lawyer)               | 59  | Electrical engineer                    |
| 10 | Psychotherapist                            | 60  | High school teacher                    |
| 11 | Manager of a retail store                  | 61  | Professor of political science         |
| 12 | Public relations professional              | 62  | Theoretical physicist                  |
| 13 | Advertising executive                      | 63  | Computer systems analyst               |
| 14 | TV talk show host                          | 64  | Fiction writer                         |
| 15 | Theologian                                 | 65  | Editor of a newspaper                  |
| 16 | Speech therapist                           | 66  | University professor                   |
| 17 | Newscaster                                 | 67  | Military serviceperson                 |
| 18 | Secretary                                  | 68  | Diplomat                               |
| 19 | Automobile mechanic                        | 69  | Venture capitalist                     |
| 20 | Electrician                                | 70  | Military strategist                    |
| 21 | Entertainer (singer, comedian, etc.)       | 71  | Logistical planner                     |
| 22 | Optometrist                                | 72  | City planner                           |
| 23 | Professional actor                         | 73  | Accountant                             |
| 24 | Senior hospital manager                    | 74  | Manager of a bank                      |
| 25 | Fine artist                                | 75  | Architect                              |
| 26 | School superintendent                      | 76  | Carpenter                              |
| 27 | Leader of a product development team       | 77  | Manufacturing process engineer         |
| 28 | Religious counselor                        | 78  | Firefighter                            |
| 29 | Financial analyst                          | 79  | Marketing brand manager                |
| 30 | TV or film director                        | 80  | Surgeon                                |
| 31 | Personal financial advisor                 | 81  | Investment manager                     |
| 32 | Director of human resources                | 82  | Stockbroker                            |
| 33 | Graphic designer                           | 83  | Director of non-profit organization    |
| 34 | Economist                                  | 84  | Event planner                          |
| 35 | Business strategy consultant               | 85  | Administrative assistant               |
| 36 | Homemaker                                  | 86  | Credit manager                         |
| 37 | Senior military leader                     | 87  | Elected public official                |
| 38 | Chief executive officer                    | 88  | Motivational speaker                   |
| 39 | Librarian                                  | 89  | Mayor of a city or town                |
| 40 | Research and development manager           | 90  | President of a community charity       |
| 41 | Real estate developer                      | 91  | Real estate salesperson                |
| 42 | Musical composer                           | 92  | Professional athlete                   |
| 43 | Veterinarian                               | 93  | Clerical worker                        |
| 44 | Advertising copywriter                     | 94  | Foreign trade negotiator               |
| 45 | Senior manager of a manufacturing business | 95  | Bookkeeper                             |
| 46 | Nurse                                      | 96  | Emergency medical technician           |
| 47 | Captain of a ship                          | 97  | Statistician                           |
| 48 | Research sociologist                       | 98  | Manager of a stock or bond mutual fund |
| 49 | Manager of information systems             | 99  | Proofreader                            |
| 50 | Investigative reporter                     | 100 | Civil engineer                         |

<sup>1</sup> From Getting Unstuck: How Dead Ends Become New Paths, © 2007, Harvard Business School Press.  
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## INSTRUCTIONS

When prompted, flip this page over and read through the list of one hundred occupational roles. Select the twelve roles you instinctively feel would be the most exciting, engaging, and meaningful. Move rapidly through the list and use your first intuitive impression. Do not consider whether you have the skill or training to perform well in that role. Do not consider its financial rewards. Identify the twelve roles that would simply be most engaging.

When you have selected your top twelve, write them down in the blank section on this page listing the first one (#1) as the work role you find most exciting. If your first choice is much more important than your second, leave space between the two to indicate this. If your first and second choices are essentially equal in importance, list them one after the other with no space in between. Print legibly and large so others can easily read your list.

*Example:*

1. *Sports coach*
2. *Entrepreneur*
3. *Financial analyst*
4. ...

### Top Ranked Jobs

1.	7.
2.	8.
3.	9.
4.	10.
5.	11.
6.	12.

### Key Themes
