

Thank you for taking the test. We hope it meets the purpose.
Your report is presented in multiple sections as given below:

Menu

Summary

Your synthesized profile (strengths / weaker points)

The Graph

Your results on major dimensions

The Comments

Interpretation of your score on each factor with personalised comments

General Profile

Where you stand with respect to standard behavioral dimensions

How different professions suit your profile

Complementary analysis for better assessing your abilities

Summary

O. , an analysis of your answers shows the following trends in your profile.

Your main assets or areas of interest are:

SOCIAL DEDICATION

Assist other people, serve, listen to, inform, train, encourage each person to progress, advise and orient, be useful to society.

LITERARY

Write, summarize, enhance and express ideas clearly and appropriately.

CREATIVE

Design, write, reason through analogy, draw, produce, imagine, perceive, innovate, discuss, and question conventions.

Caution: your main weak points or areas of lesser interest are:

METHODS

Organise, plan tasks precisely, put methods and rules of management to practice, control quality, establish a hierarchical structure and classify information.

ENTERPRISING SPIRIT

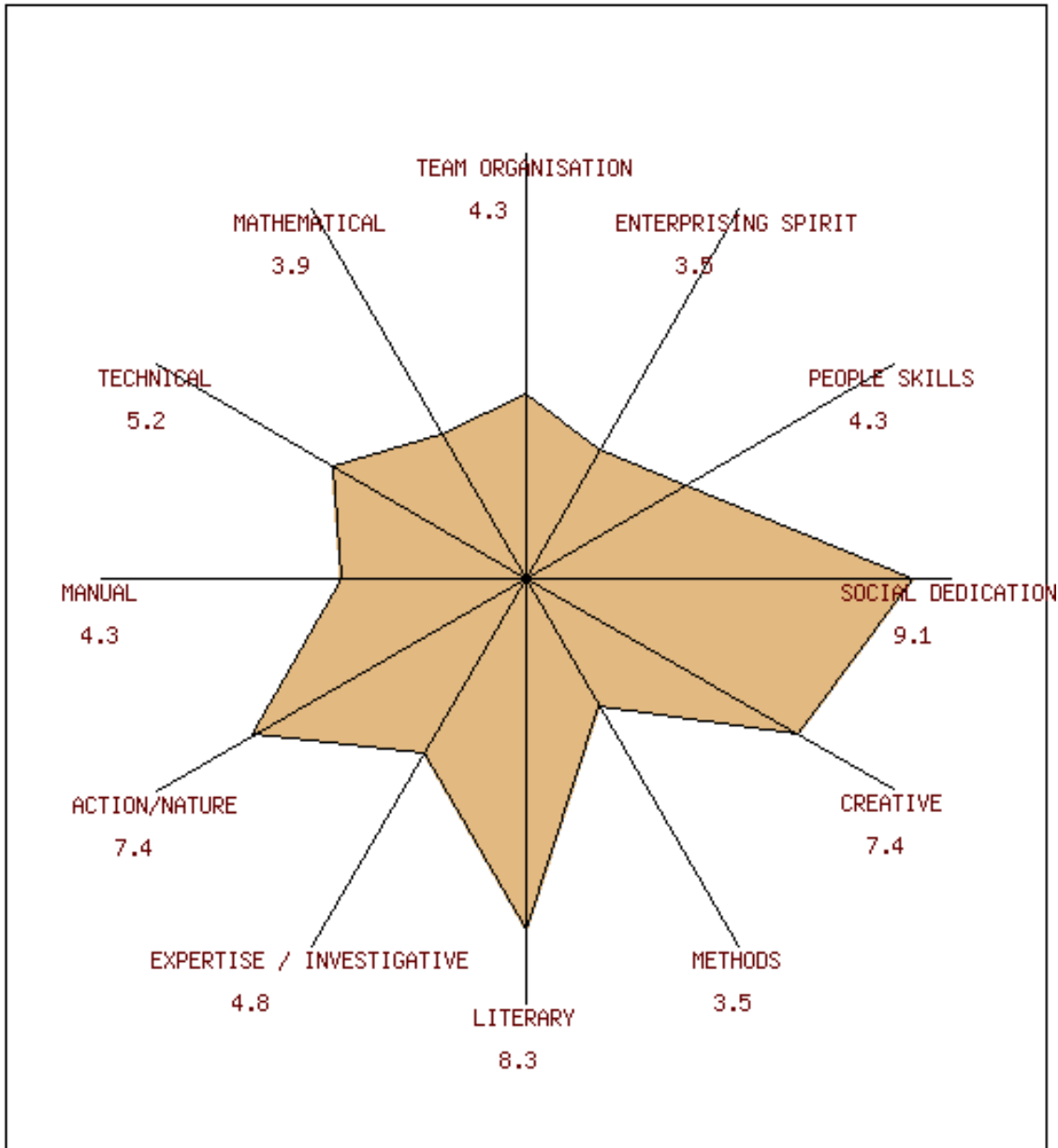
Improvise, manage emergencies, work on site, develop new activities, initiate projects and ideas, succeed in sales, launch new challenges.

MATHEMATICAL

Indicates an ease with figures and the ability to rely on mathematical reasoning capabilities, very much in demand in finance, for example. It implies a capacity for abstract reasoning and for handling quantitative and statistical data.

The Graph

Your principal results (score out of 10)



The Comments

Note: Certain character traits may seem contradictory in the descriptions.

SOCIAL DEDICATION

+++

You are particularly altruistic and appreciate, whenever the opportunity arises, to work serving others. Full of empathy by nature, with heightened listening skills, you do not hesitate to give your time or assist others. Be sure to choose an activity that will enable you to evolve in this direction.

LITERARY

+++Being very literary-minded, with undeniable writing skills, you know how to transmit your knowledge and clearly express your ideas. You give tremendous importance to the potential and riches of language. Your natural ease with language makes you an expert in communication. Reading and writing are definitely areas of predilection for you.

The literary factor analyzes the interest you have in reading and writing. Likewise, it indicates a partiality for written documents, as well as for researching and summarizing information.

CREATIVE

++

You are more creative than conventional. You know how to tap your imagination for innovative solutions to extraordinary problems. Be sure to seek employment in an area where new ideas, such as yours, are welcome and appreciated.

ACTION/NATURE

++

Your answers show that having a rather physically demanding job or one in direct contact with nature appeals to you very much. You are someone who likes action.

The action/nature factor covers your need to be physically involved in your work, far from the passivity of a closed-in office, and/or the need to work outside or in direct contact with nature.

TECHNICAL

Judging from your answers, machines and technical areas/aspects interest you.

The technical factor tells you about your relationship to machines and their use. Being at ease with technical areas/aspects would imply that you have a predisposition for work in industry, on a production line, or could work as an installer, a repairperson or an administrator (IT, computer networks, etc.)

EXPERTISE / INVESTIGATIVE

You would do best to orientate your choices toward a job that would let you make the most of all your technical skills, but where you would still have the possibility to evolve toward new sectors of activity.

TEAM ORGANISATION

Before taking charge of a group, you would like to reinforce your own professional strengths. You are not a person who imposes yourself on others, even if you do possess a certain amount of charisma. Choose a job where you will not be directly responsible for organizing the work of a group. You can always take the initiative of leading a group a bit later on yourself.

PEOPLE SKILLS

You enjoy meeting new people, and have a knack for discussions and negotiations. However, you lose your spontaneity when contact is too superficial. Therefore, when choosing a job, you should rely more on your other qualities than on your 'people' skills.

MANUAL

Your answers show a certain interest for manual activities, without it being your primary interest.

Manual dexterity refers to the desire to carry out actual tasks, to the aptitude to produce objects or work in a way that relies on the hands or on manual tools and techniques. It would imply a willingness to go beyond the "idea" and purely conceptual phase and really be involved in actual production.

MATHEMATICAL

Your answers denote a mind that is only moderately inclined to work with quantitative or abstract data.

The mathematical factor indicates your ease with handling numbers and mathematical reasoning, very common in the world of finance, for instance. It indicates your capacity for abstract reasoning and ability to manipulate quantitative and statistical data.

METHODS

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Even if you are not precise by nature, you know how to manage your projects methodically when necessary. You rely, to a large degree, upon your capacity to improvise and therefore do not always try to plan for the unexpected. You will want to avoid a position that would close you in with rigid procedures.

ENTERPRISING SPIRIT

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You prefer to avoid risktaking when you are uncertain about an issue. It is best for you then to seek a structured environment and a trade that will enable you to make decisions after having considered all related issues.

General Profile

Analysis of your general profile, from the perspective of the Holland typology, used throughout the world in orientation and resource evaluation.

A perfect correlation corresponds to a rate of 100%.

At the end of this part, you will find the three combined profiles that best suit you (for example Social/Conventional or Investigative/Artistic, etc.).

Holland typology

1	ARTISTIC	100%
2	SOCIAL	100%
3	INVESTIGATIVE	71%
4	REALISTIC	70%
5	ENTERPRISING	44%
6	CONVENTIONAL	30%

1 ARTISTIC 100%

The term ARTISTIC refers to artistic activities (music, drawing, art, dance, etc.) but also in a more general way, to a need to express ideas, feelings and to be creative in one's work.

This dimension correlates to the following Career Orientation Test factors: Creativity, Literary and Manual.

2 SOCIAL 100%

A « SOCIAL » person has good relational and communication skills. They help others with their actions and are patient, understanding and attentive to their problems.

This dimension correlates to the following Career Orientation Test factors: Social/Dedication, Relational and Team leader.

3 INVESTIGATIVE 71%

“INVESTIGATIVE” corresponds to a need to solve problems, to investigate, to research information and to understand better one's environment. An INVESTIGATIVE person would therefore be attracted to intellectually related activities (journalism, law, etc.) or scientific ones (medicine, research, etc.).

This dimension correlates to the following Career Orientation Test factors: Expertise/Investigative, Mathematical and Literary.

O. BOLAJOKO's profile

- | | | |
|---|---------------------|-----|
| 4 | REALISTIC | 70% |
| <p>A « REALISTIC » person likes physical and/or manual activities exert concrete actions and carry out experiments. He/she is somebody rather patient, meticulous, constant and enduring.</p> <p>This dimension correlates to the following Career Orientation Test factors: Action/Nature, Manual, Technical and Mathematical.</p> | | |
| 5 | ENTERPRISING | 44% |
| <p>The term ENTERPRISING refers to the need for adventure and risk-taking, the desire to persuade, to influence, to dominate others, etc. An enterprising person is drawn mostly toward sales trades or other trades where initiative is a driving force, as it is with lawyers, journalists or farmers, etc.</p> <p>This dimension correlates to the following Career Orientation Test factors: Enterprising Spirit, Team leader, Relational and Action/Nature.</p> | | |
| 6 | CONVENTIONAL | 30% |
| <p>The term CONVENTIONAL corresponds to the desire for work that is neat and tidy; putting into practice established principles and rules. As far as trades go, accounting, for instance, demands a conventional approach. A CONVENTIONAL manager would know how to supervise a team and make sure that procedures are followed, rather than initiate projects or handle critical situations.</p> <p>This dimension is related to the following following Career Orientation Test factors: Methodical and Mathematical.</p> | | |

Your combined Holland Profile

- | | | |
|---|---|------|
| 1 | AS (SA) (Artistic / Social) | 100% |
| 2 | IA (AI) (Investigative / Artistic) | 88% |
| 3 | RA (AR) (Realistic / Artistic) | 84% |

- | | | |
|---|------------------------------------|------|
| 1 | AS (SA) (Artistic / Social) | 100% |
| <p><i>Teacher, instructor, association leader, journalist, photographer, head of development...</i></p> | | |

Generosity and selflessness are your dominant qualities. Your motivating force gets its strength from helping others, and you would like to combine this sort of social activism with your constant desire to create and concretize your action.

You are sceptical of trades that handle money, therefore many fields that touch on sales are clearly not an option. You prefer to contribute to collective well-being.

Appropriate trades include:

- In the field of training and education: teacher, professor, private tutor
- Humanitarian-related and community service fields
- Journalism and publishing: journalist, photo reporter, etc.
- Marketing: sales or marketing assistant, head of development, etc.

O. BOLAJOKO's profile

2 IA (AI) (Investigative / Artistic)

88%

Artistic or editorial functions, IT specialist, webmaster, marketing manager, advertising positions...

Creativity and the freedom of action are your pearheads. You do not fare well in an environment that is too confining which could impede your intelligence and imagination from fully developing. You try to avoid negotiations and actions which are too sales-related. Consequently, you are more at ease in activities which deal with communications, marketing, and IT tools, etc.

Appropriate trades include:

- Artistic or editorial functions: editorial designer
- copywriter, art director, multimedia designer, etc.
- Technical-related area: industrial designer, computer-graphics designer, webmaster, IT specialist (study and development,) etc.
- Arts and entertainment fields: cameraman, production manager, etc.
- Marketing, communications and advertising fields: marketing director, product manager, product engineer, information officer, account manager, etc.

3 RA (AR) (Realistic / Artistic)

84%

Craftsmanship, industrial design, layout artist, landscape artist...

For you, artistic abilities must be expressed concretely. As such you draw on both your manual faculties and your strong sense of aesthetic to advance your creativity.

You can therefore orient yourself toward trades which combine technique with ingenuity (such as architecture, drawing, graphic arts, etc.) and also toward fields which allow you to use your full potential outdoors (such as horticulture).

Appropriate trades include:

- With a mainly artistic orientation: craftsmanship, wardrobe-props man, interior decorator, illustrator
- Concerning the technical aspects: arts and entertainment technician, industrial designer, computer graphics designer
- More in relationship with nature: horticulturist, landscape architect, etc.

How different professions suit your profile

Below, 44 general job clusters, representing the majority of internationally recognized careers, are analyzed with respect to your profile.

A perfect correlation corresponds to a rate of 100%.

Adequacies generally fall somewhere between 50 and 100%.

To visualize the reference grid of the profession, click on "details" (html version of your report).

PRODUCTION / MARKETING / INFORMATION TECHNOLOGY / RESEARCH

1	Artistic and editorial positions	85%
2	Research in human or natural sciences	74%
3	Craftsman / Graphic Design / Drafting	67%
4	Functional marketing / Economic or financial research	62%
5	Operational marketing / Product development	59%
6	Technical support and maintenance	58%
7	Industrial technician	57%
8	Research and Development (IT, industrial, etc.)	55%
9	Organizational consulting / Quality management	55%
10	Research and development technician	52%
11	Operations / Maintenance / Network architecture	45%
12	Logistics / Production management	39%
13	Technical project management	36%

1	Artistic and editorial positions	85%
	<i>Graphic designer, interactive design specialist, creative / technical writer, art director, etc.</i>	

- Designs and produces artistic creations (both graphic and editorial) relying, for the most part, on computer technology (DTP, graphic software, etc.).
- Works according to the artistic director's instructions and in collaboration with other services (marketing, sales, production, etc.), adapts easily.
- This position can be freelance.

O. BOLAJOKO's profile

- 2 **Research in human or natural sciences** 74%
Archeologist, sociologist, anthropologist, geographer, historian, etc.

This group of professions deals with investigative and research work in various fields according to the speciality : natural and human development in geography, events in history, questions on the way society functions in sociology, etc.

Research requires perseverance, an ability to analyze, a discerning mind and a taste for fieldwork.

- 3 **Craftsman / Graphic Design / Drafting** 67%
Graphic Arts technicians (computer graphics designer), layout artists, DTP designers, technical draftsmen, etc.

- Produces artistic or graphic creations or reproductions.
- Relies, for the most part, on advanced technology. An excellent command of computer tools is often required (Desktop Publishing, graphics software, etc.)
- Creative talent alone is insufficient for this type of position. Good levels of organization, perseverance and attention to detail are also required.
- This can be a freelance position.

- 4 **Functional marketing / Economic or financial research** 62%
Marketing research executive, research manager, economist, statistician, data base manager, media planner, market developer, financial product designer, etc.

- Positions within a company's marketing or R&D departments, or in companies which specialize in market research.
- Deals in sales, especially when working as an independent entity (as opposed to within a company.)
- Deals mainly with financial, economic and qualitative research.
- This type of position demands highly developed analytical skills as well as a strong ability to anticipate and identify industry trends.
- The position is crucial in determining a project's success.

- 5 **Operational marketing / Product development** 59%
Direct or operational marketing, product manager, marketing assistant, merchandiser (mass distribution, etc.).

- Operational marketing aims at optimizing the overall performance of a particular article (product, packaging, price, promotion.)
- This requires an excellent coordination with the other departments (sales, manufacturing, research, etc.) as well as with all external partners and service providers.
- This type of position spans very diversified methods and levels of responsibility (direct marketing, internet, etc.)
- In some industries, new marketing positions are less frequent during periods of economic duress.

O. BOLAJOKO's profile

- 6 **Technical support and maintenance** 58%
Computer fleet manager, hotline (first and second levels,) maintenance head, technical support assistant, systems/network technician, etc.
- Ensures technical assistance both internally and externally (private clients, retailers, partners).
 - Takes part in project management (user training, technical approval, technical documentation, etc.) and in some cases handles sales.
 - The essential qualities for this type of work include: organizational skills, a desire to serve, ability to work autonomously, resistance to stress.
 - These positions can be found with various levels of responsibility.
- 7 **Industrial technician** 57%
Electromechanical technician, electronics technician, field service technician, electrical engineer, etc.
- Industrial technicians, very often with an electrical, electronic or electromechanical specialization, are in charge of monitoring and maintaining technical installations, robots and assembly line equipment. Jobs can be found in the automotive, mechanical construction, metallurgy, chemical, transportation company, and other such industries.
- 8 **Research and Development (IT, industrial, etc.)** 55%
Research engineer, development engineer, systems integrator/ webmaster, computer specialist, etc.
- Designs software applications according to specifications (which precisely determine the requirements).
 - Takes part in programming applications and in their implementation.
 - May be called upon to carry out tests (technical approval) and to draft technical documentation.
- 9 **Organizational consulting / Quality management** 55%
Organizational or quality consultant (engineer), information systems consultant, process engineer, etc.
- Studies and optimizes overall processes (information systems, production, work procedures, etc.).
 - Ensures that quality measures are implemented.
 - In industry, plays an intermediate role between R & D and Production / Manufacturing.
- 10 **Research and development technician** 52%
Laboratory research technician, biologist, chemist, chemist's assistant, scheduling technician, process and scheduling technician, technical writer, analyst/programmer, etc.
- Takes part in R&D programs (in industry, computing, biology, etc.).
 - Beyond specific personality factors, these positions also require personal involvement and technical expertise.
 - They require on-going training, in order to stay abreast of the rapidly changing technologies and to remain competitive on the work market.

BUSINESS / COMMUNICATION / MANAGEMENT / ADMINISTRATION

1	Journalism	74%
2	Sales or marketing assistant	73%
3	Human Resource Management	69%
4	Documentation trades	67%
5	Consulting / Expert (consultant / fiscal advisor / coach...)	65%
6	Communication / Public Relations / Advertising	64%
7	Legal Professions	61%
8	Client support and management / customer services	60%
9	Financial and accounts auditor	53%
10	Sales person / Product Representative / Pharmaceutical sales rep.	50%
11	Store sales person / Shop manager	49%
12	Customer representation / Technical sales	48%
13	Functional management	47%
14	Executive services / corporate services	46%
15	Before-sales / Business engineering	46%
16	Prospection / Sales / Business development	45%
17	Accounting /Administration	42%
18	Finance / Management supervisor / Sales administrator	37%
19	Purchasing/ Director of Purchases	27%

1	Journalism	74%
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Journalist, editor-in-chief, photo reporter, etc.

- Leading an editorial team, the editor-in-chief is responsible for the contents and coherence of the articles within a publication. This person determines, with the help of the journalists, both the subject matter and the "voice" of the publication.

- The journalist collects, verifies and writes up information.

- The photo and cameraman-reporter specialize in picture taking and filming respectively. They must perfectly master the necessary techniques while also showing journalistic initiative-taking qualities and a keen sense of judgement.

Work is primarily to be found in the written press, but also in the audiovisual sector.

O. BOLAJOKO's profile

- 2 Sales or marketing assistant** 73%
- A marketing assistant works upstream of the sales teams, building sales pitches, devising estimates, managing orders, and dealing with suppliers and transporters.
 - They make sure that sales requests are properly handled, and they implement and keep track of agendas.
- 3 Human Resource Management** 69%
- Personnel manager, head of recruitment, training manager/officer, deputy director of human resources, etc.*
- Jobs in human resource management and related fields are key to a company's success, and entail the following responsibilities :
- Establishing salaries, recruiting and training personnel, career development, and personnel mobility.
 - The bigger the company, the more this position will be important in its overall strategy.
- 4 Documentation trades** 67%
- Librarian, research assistant, bookseller, etc.*
- The nature of this trade differs according to the location : public or specialized library, documentation centre, or archival service. Globally speaking, a librarian manages collections (oftentimes with the help of a research assistant) and is responsible for enriching the collections, cataloguing and indexing as well as lending works, magazines, CDs, etc.
- The librarian will also give reading advice, and as a socio-cultural expert, will organize and lead workshops and discussions in order to attract readership. Furthermore, as a research specialist and an expert in information management, the librarian will also write reviews.
- The work of a bookseller is similar to that of a librarian as far as purchasing, management and the organization of books goes, but the store context has the important added facet of client consultation.
- 5 Consulting / Expert (consultant / fiscal advisor / coach...)** 65%
- Consulting within a company demands strong investigative and analytic capacities, as well as a real talent for forming proposals.
 - It is a question of finding customized solutions according to the situation of the company in appraisal.
 - Consulting jobs exist in a wide range of areas, and tasks include : defining company strategy, formalizing internal and external projects for growth, implementing management controls, managing crises, etc.
- 6 Communication / Public Relations / Advertising** 64%
- Communications rep (internal, external, or financial,) media planner or PR manager, press relations attaché (or associate), client account manager...*
- Communication finds itself in very different universes, including, among others, businesses, public institutions and specialized agencies.
 - It consists of presenting a company's image, products or services to a particular public.
 - It can be used to address the media (press relations,) investors (financial communication,) and salaried workers (internal communication, etc.)
 - In some cases, the company may prefer to subcontract. Work within an agency can be centred around customer relations or more focused on the creative aspect.

O. BOLAJOKO's profile

- Whether working in a business or in an agency, a communication manager is renowned for his relational sense, dynamism, great capacity to adapt, and his strong ability to mobilize and persuade.

7 Legal Professions

61%

Lawyer, notary, legal advisor...

A lawyer represents and defends individuals or companies, engaged in legal proceedings, in courts of law. The areas most in demand at the moment are business law, and corporate advice. The lawyer or legal adviser is there to prevent the risks of legal proceedings, to ensure contract validity, etc.

The notary often plays a mediator role with people having legal problems. They inform people of their rights, untangle conflicts between owners and tenants, and can even intervene in divorce cases to make sure that child custody is properly observed.

8 Client support and management / customer services

60%

Sales administration manager, head of clientele management or customer services, support engineer, etc.

- Today it is two to three times more expensive to win over a new client than it is to develop the loyalty of an existing one!

- Because of this, customer quality and satisfaction have become priorities for all businesses.

- It is no longer enough just to sell a service ; it is also necessary to efficiently manage the overall sales data, to answer specific customer/partner requests, and to resolve technical and administrative problems, etc.

- This type of position, in whatever sector of activity chosen, requires an open mind, together with a good deal of diplomacy and empathy. Additionally it is important to be sociable, practical-minded, and resistant to stress (able to face unhappy clients).

9 Financial and accounts auditor

53%

- Diagnostic work, often specializing in one area of activity. Leads investigative and supervisory work, recommends actions to improve performance and the quality of services offered.

- Identifies and evaluates risks to which the company is exposed.

- Can work for a company directly or with the company as an outside partner.

10 Sales person / Product Representative / Pharmaceutical sales rep.

50%

- Sales representatives are in charge of visiting existing clients or prospecting potential clients, in order to sell company products and services.

- Must have relational skills (feel comfortable with sales negotiations, for example), and be highly mobile to succeed in this sector.

MISCELLANEOUS JOBS

1	Environment	79%
2	Social Services	79%
3	Paramedical	78%
4	Education	74%
5	Art and entertainment technician	66%
6	Security / Assistance	64%
7	Secretarial positions	58%
8	Tourism	58%
9	Medical	57%
10	Agriculture	53%
11	Hotel and Catering	51%
12	Construction	44%

1 Environment 79%

Forest ranger and technician, horticulturist, landscape gardener and architect, etc.

Outdoor trades.

The forest technician or engineer manages forests, and is in charge of planning, implementing and maintaining forestation projects. Forest rangers ensure the proper development and conservation of forested areas, and record offences. They coordinate work of the silviculturists.

Landscape gardeners and architects are in charge of designing and maintaining the planted areas or parks around residences, stores and cities, etc.

2 Social Services 79%

Social worker, family counsellor, community worker, psychologist

Social workers play multiple roles, working towards social insertion. Their work often falls within the framework of national and/or local policies, meant to rehabilitate problem neighbourhoods, and thus demand close collaboration with numerous institutional and associative factions.

They work to fight unemployment and violence and to encourage professional insertion.

In addition to the desire to help, and a strong sense of altruism, these positions require a high level of motivation, composure and resistance to stress.

3 Paramedical 78%

Speech, physical and occupational therapists, psychomotor specialist, nurse, orderly, etc.

The paramedical sector spans a group of much diversified health care professions, usually performed in hospitals, clinics, and / or private practices.

Following the doctor's recommendation, each specialist treats his patient for a particular problem. Speech therapists, for example, would deal with written and oral communication problems, whereas occupational therapists would take on the re-education of motor and neuropsychological problems, etc..

O. BOLAJOKO's profile

4 Education 74%

Educator, school teacher, professor...

- Whether in charge of teaching multiple or only one subject, a teacher's mission remains the same: to awaken children's desire to learn, thus enabling them to acquire knowledge and know-how.
- Teachers guide children in their work, teach them to be autonomous and evaluate their personal and academic progress.
- In addition to classroom instruction, these professions also demand a good deal of preparatory work as well as time spent marking papers.

5 Art and entertainment technician 66%

Studio, sound, lighting and stage managers, costumer and props man, cameraman, etc.

A show cannot go on without the technical team that works behind the scenes. The studio manager is in charge of coordinating the team of specialized technicians who see to all the technical details of the production, i.e. scenery changes, sound settings and light effects.

During a shooting, the head cameraman is in charge of the photographic technique, the shots and the artistic quality of the images. He will work with the cameraman, who is responsible for image framing and smooth camera movements.

6 Security / Assistance 64%

Policeman, Police officer, Police commissioner, Military police, Fireman

Police officers work in the field, carrying out investigations and pursuits, whereas the commissioner is more in charge of following and coordinating operations.

Police agencies also contribute to security by performing regular neighbourhood rounds, maintaining order during demonstrations, and directing traffic. Firefighters work to extinguish fires, and also serve in other emergency and rescue missions.

7 Secretarial positions 58%

Secretary, secretary-receptionist, etc.

Those jobs which deal with organization, and which require practical-mindedness, and relational skills.

- Takes part in the daily administrative functions : document drafting, file management, mail, and activity and appointment scheduling.
- Greets clients, establishes and maintains good relations, and keeps the personnel and/or the public informed.
- Tends to the usual accounting operations (invoicing, managing bank accounts, etc.)

8 **Tourism** 58%

Travel escort, travel/sightseeing guide, guide-interpreter

The guide-interpreter is in charge of taking visitors to a wide range of sites: museums, monuments, particular neighbourhoods within a city, etc. They have to adapt the contents of their presentations to the expectations of tourists.

In more rare cases, like an excursion or a cultural tour, the guide-interpreter will also have to deal with hotel and restaurant reservations.

The travel escort takes care of all trip-related details. The escort's role exceeds the mere technical aspect of the tour ; he must also ensure a healthy atmosphere within the group. Organizational qualities, ability to remain calm, resourcefulness and availability are all essential.

9 **Medical** 57%

Generalist, specialist, dentist, surgeon, pharmacist, etc.

Medicine is a much-diversified profession, usually practised privately or in a hospital by generalists or specialists, or pharmacists.

The generalist treats and equally oversees the overall health of his patients. When necessary he coordinates with specialists, who have specialized technical training in a specific area : cardiologists, dermatologists, allergists, etc.

10 **Agriculture** 53%

Farmer, wine grower, livestock farmer, horticulturist, etc.

Work in agriculture covers a wide range of activities – technical knowledge is not sufficient.

Farmers manage like the head of any business, and are equally sales persons who choose crops according to market supply and demand. They hence need to know how to negotiate, invest and keep up with the company accounts.

Computers are being used more and more in management as well as in sales, especially in the wine industry.

A love of nature, aptitudes for physical and manual work, technical knowledge and an interest for company management are all necessary qualities.

11 **Hotel and Catering** 51%

'Maître d'hôtel', waiter/waitress, bartender, wine waiter, room clerk, restaurant manager

The 'maître d'hôtel' ('maître D' or headwaiter) is in charge of greeting restaurant customers and overseeing the table service in the restaurant. All service and greeting trades in the hotel and restaurant industry demand a pleasant disposition, courteousness, availability and considerable flexibility, as working hours are often very irregular.

For managerial positions especially (restaurant or hotel manager), responsibilities include customer relations, and also the supervision of the kitchen and the restaurant.

