

This Report Prepared For:
JOHN Q. PUBLIC

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Job Families/Job Titles

PAOC - Greg Bland

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Similarity to others in this job	◀ Least Similar	Most Similar ▶	This family includes (but is not limited to) the following jobs:
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Accounting



Analyzing, auditing and reporting financial information; include general accounting, general auditing, controllers.

[General Accounting](#)
[Tax Accounting](#)
[General Auditing](#)
[Controllers](#)

Knowledge Specialist



Utilizing personal expertise and knowledge for problem solving. Lead by example. Include professionals and managers who lead professional, educational, and other specialty functions.

[Public School Counselors](#)
[Psychologists](#)
[Career Counselors](#)
[Employee Relations Professionals](#)
[College Professors](#)
[Ministers/Priest/Clergy](#)
[Ministry Managers](#)
[Physicians](#)
[Lawyers/Litigation Specialties](#)
[Nursing Managers](#)

Social Service/Counseling



Advising and assisting others with personal problems; include ministers, theologians, therapists/counselors, social workers, sociologists, psychologists.

[Ministers/Priest/Clergy](#)
[Theologians](#)
[Therapists/Counselors](#)
[Social Workers](#)
[Sociologists](#)
[Psychologists](#)

Consultative Intangible Sales



Marketing and/or sales of intangible products or services; include stocks and bonds sales, medical services sales, bank marketing.

[Stocks and Bonds Sales](#)
[Medical Services Sales](#)
[Bank Marketing](#)

Employee Relations/Training









(continued next page)

Advising and assisting with career development and personnel issues, using creativity to identify and solve problems; include career counselors, employee assistance positions, organizational development professionals, HR training, employee relations, personnel operations, customer service, entertainment marketing, marketing and advertising, industrial relations, lobbying, public relations, legal administrators, legal assistants.

[Career Counselors](#)
[Employee Assistance Positions](#)
[Organizational Development Prof.](#)
[HR Training](#)
[Employee Relations Professionals](#)
[Customer Services](#)
[Entertainment Marketing](#)
[Marketing and Advertising](#)
[Industrial Relations](#)
[Public Relations](#)

[More information about US-based jobs listed on this page](#)
[Compensation information about US-based jobs listed on this page](#)

Similarity to others in this job	◀ Least Similar	Most Similar ▶	This family includes (but is not limited to) the following jobs:
Employee Relations/Training (continued)		Lobbying Legal Administrators Legal Assistants Consultants to Lawyers Personnel Professionals	
Banking & Finance Phases of the banking industry; include banking operations, tellers, financial analysts, loan officers, financial officers.		Banking Operations Bank Tellers Financial Analysts Loan Officers Bank Financial Officers	
Consultative Tangible Sales Marketing and/or sales of tangible products or services; include sales engineers, oil and gas sales, pharmaceutical sales, medical equipment sales, software sales.		Sales Engineers Oil and Gas Sales Pharmaceutical Sales Medical Equipment Sales Software Sales Purchasing Agent/Buyer	
Artistic Careers Artistic expression; include visual arts, literary/editorial positions, performing artists, architecture, clothing/jewelry, cosmetic sales, art sales, travel agents.		Visual Arts Literary/Editorial Positions Performing Artist/Acting Architecture Art Sales Travel Agents	
Administrative Professionals Administering and monitoring administrative systems or procedures; includes benefits administration, internal auditors, credit administration.		Benefits Administration Internal Auditors Credit Administration	
Educational Careers Teaching at educational levels; include primary and secondary teachers, religious school teachers, college professors, school counselors, university administrators.		Public Primary School Teachers Religious School Teachers Public Secondary School Teachers College Professors Public School Counselors University Administrator (1) University Administrator (2)	

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Legal



Legal specialties; include lawyers specializing in litigation and business issues.

- [Lawyers/Litigation Specialties](#)
- [Lawyers/Business Specialties](#)

Medical Professions



Specializing in the medical field; include nutritionists, pharmacists, nurses, public health administrators, clinical scientists, physicians.

- [Nutritionists](#)
- [Pharmacists](#)
- [Nurses \(1\)](#)
- [Nurses \(2\)](#)
- [Public Health Administrators](#)
- [Clinical Scientists](#)
- [Physicians](#)

Direct Intangible Sales



Selling intangible products directly to the consumer; include casualty insurance sales, life insurance sales, health insurance sales, real estate sales.

- [Casualty Insurance Sales](#)
- [Life Insurance Sales](#)
- [Health Insurance Sales](#)
- [Real Estate Sales](#)
- [Telecommunications Sales](#)

Science



Expertise in various scientific areas; include environmentalists, environmental specialists, biologists, geologists, chemists, physicists, nuclear scientists, mathematicians.

- Environmentalists
- Environmental Specialists
- [Biologists](#)
- [Geologists](#)
- [Chemists](#)
- [Physicists](#)
- Nuclear Scientists

Delegative Management



Managing, leading and accomplishing goals through others by utilizing plans and strategies; arrange resources and assist subordinates and teams in dealing with resource and implementation issues. Include managers and executives in plan-driven organizations.

- [Property Managers](#)
- [Hotel, Club & Restaurant Managers \(1\)](#)
- [Hotel, Club & Restaurant Managers \(2\)](#)
- Tangible Sales Managers
- [Intangible Sales Managers](#)
- [Insurance Sales Managers](#)
- [Bank Managers](#)
- [Controllers](#)
- [Public School Administrators](#)
- [Nursing Home Administrators](#)

Direct Tangible Sales



(continued next page)

- [Clothing/Jewelry/Cosmetic Sales](#)
- [Merchandise Sales](#)
- [Retail Sales](#)

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Direct Tangible Sales

(continued)

Selling tangible products directly to the consumer; include merchandise sales, retail sales, appliance sales, furniture sales, auto sales, purchasing agents/buyers.

[Appliance Sales](#)
[Furniture Sales](#)
[Auto Sales](#)

Engineering/Technology

Expertise in engineering, science, or traditional computer applications; include computer operators, computer programmers, systems analysts, geophysicists, engineers, agriculture, medical technicians, medical equipment technicians.

[Medical Technicians](#)
 Medical Equipment Technicians
[Computer Operators](#)
 User Assistance
[Computer Programmers](#)
 Computer Systems Analysts
 Computer Systems Engineers
 Technical Trainers
[Geophysicists](#)
[Petroleum Engineers \(1\)](#)
[Petroleum Engineers \(2\)](#)
[Oil & Gas Production Engineers](#)
[Civil Engineers](#)
[Electrical Engineers](#)
[Chemical Engineers](#)
[Mechanical Engineers](#)
[Industrial Engineers](#)
 Research Engineers
[Agriculture \(1\)](#)
[Agriculture \(2\)](#)

Enforcement/Security

Public service involving a degree of danger and adventure; include enlisted military, firefighters, paramedics and police.

[Enlisted Military](#)
[Firefighters & Paramedics](#)
[Police](#)

General Administrative

General administrative duties; include receptionists, general office clerks, communication clerks, secretaries, administrative assistants.

[Receptionists](#)
[General Office Clerk](#)
 Communications Clerk
[Secretaries](#)
 Administrative Assistants

Petrochemical

(continued next page)

[Oil Field Operations](#)
[Oil Field Drilling Work](#)
 Chemical Plant Maintenance

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Petrochemical

(continued)

Petroleum industry; include oil field operations, oil field drilling, chemical plant maintenance, chemical plant operators, chemical plant technicians.

Chemical Plant Operators
[Chemical Plant Technicians](#)

Directive Management

Managing and leading through professional expertise and force of personality. Include personal involvement in problem solving, direction and implementation; leads from the front and exercises strong authority. Include managers and executives in action-driven organizations such as construction, engineering, exploration, utilities.

Operations Managers
[Manufacturing Managers](#)
[Construction Managers](#)
 Petrochemical Plant Managers
 Telecommunications Managers
 Utility Company Managers
[Military Officers](#)
 Police Department Managers
 Grocery Store Managers
 Information Center Managers

Crafts/Technical

Skilled and semi-skilled workers in construction/ manufacturing/ engineering industries; include semi-skilled positions, maintenance work, electricians, carpenters, machinists, manufacturing foremen, heavy equipment operators, service work operations, stationary engineers, mechanics, utility field work, electronics technicians, and similar positions.

[Semi-Skilled Construction](#)
 Semi-Skilled Operations
 Semi-Skilled Manufacturing
 Maintenance Work, Operations
[Electricians](#)
[Carpenters](#)
[Machinists](#)
 Manufacturing Foremen
 Heavy Equipment Operators
 Service Work Operations
[Stationary Engineers](#)
[Mechanics](#)
 Utility Field Work
[Electronics Technicians](#)
[Drafting](#)
[Printing](#)
[Quality Assurance](#)
[Safety Technicians](#)
 Technical Trainers

Numerical Administrative

Data entry or bookkeeping functions; include data entry clerks, bookkeepers, accounting/billing customer service.

[Data Entry Clerks](#)
[Bookkeepers](#)
[Accounting/Billing Customer Service](#)

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