

Contents

Preface vii

chapter 1

Introduction to the Theory 1

chapter 2

The Personality Types 11

chapter 3

The Environmental Models 27

chapter 4

People in Environments 37

chapter 5

Some Evidence 45

chapter 6

Practical Applications 85

References 97

appendix a
The Vocational Preference Inventory 107

appendix b
The Occupational Classification 110

appendix c
The Self-directed Search 118

appendix d
**The Convergence of Occupational Codes
Obtained by Different Methods 132**

appendix e
**How to Translate Holland Codes
into DOT Codes or Vice-versa 136**

appendix f
Research Suggestions for Students 142

Index 147