

**Finding Careers that Fit**

The **BIG** Idea

- How can I find a career that's a good fit for me?

**AGENDA**

- Approx. 45 minutes
- I. Warm Up: What's Your Career Type? (5 minutes)
  - II. Classifying Career Choices (10 minutes)
  - III. Examining Career Reports (10 minutes)
  - IV Exploring Careers on CFWV.com (5 minutes)
  - V Wrap Up: Research Your Own Career (10 minutes)

**MATERIALS**

- PORTFOLIO PAGES:**
  - Portfolio pages 5-6, 8-9, & 11-12, Career Report, (3 per student)
  - Portfolio Page 4, Interest Profiler Results (from previous lesson)
- STUDENT HANDBOOK PAGES:**
  - Student Handbook pages 14 and 15, What Do You Like to Do?
  - Student Handbook page 16, CFWV.com Directions
- FACILITATOR PAGES:**
  - Facilitator Resource 1, Sample Career Reports [one copy (2 pages) for each student]
- Overhead projector
- LCD projector
- Laptop

**OBJECTIVES**

During this lesson, the student(s) will:

- Consider how their interests influence their selection of careers.
- Navigate the CFWV.com website to locate the job description of a specific career.

## OVERVIEW .....

Students begin by considering the six Interest Areas used in making career matches, and reflect on the importance of personal interests in determining career satisfaction. Then, students select three careers to investigate in the coming weeks. Next, students examine the requirements for successfully completing their Career Reports and learn how to find specific careers on CFWV.com. Finally, they'll read the **What They Do** section for one of their own selected careers on CFWV.com.

In the coming weeks, students will be using CFWV.com ([www.cfwv.com](http://www.cfwv.com)) to research three selected careers. In this lesson, you'll model how to find specific careers, either by using the search function or the index. You'll also point out the sections of the Career Profile they'll be using in the coming weeks:

- What They Do
- Money and Outlook
- What to Learn

## PREPARATION .....

- Make arrangements for the class to use the computer lab, and make sure the CFWV.com website is accessible from students' computers in advance.
- List the day's **BIG IDEA** and activities on the board.
- Write the web address [www.cfwv.com](http://www.cfwv.com) on the board.
- The following handouts need to be made into overhead transparencies or copied onto chart paper:
  - **Student Handbook page 16, CFWV.com Directions**
  - **Student Handbook pages 14 and 15, What Do You Like to Do?**
  - **Portfolio page 4, Interest Profiler Results**
- Students will choose 3 careers to research for this unit. For two of the careers, students can choose whatever career they want to research, provided that it can be found on CFWV.com. The third career will be picked from a list of high-demand jobs in their geographical area. NOTE: You will need to create a list of 20-30 jobs that are in high demand in your students' area, using the website below. Each of these careers must require one of the following post-second-

ary education options: tech/trade school, apprenticeships, community college, four-year college, or graduate school.

To find employment projections for your state, go to

[http://www.projectionscentral.com/lt\\_search.aspx](http://www.projectionscentral.com/lt_search.aspx) . Choose your state, then use the “Sort By” box to choose whether to view projections by year, annual openings, or number/percent change.

- ❑ Visit <http://online.onetcenter.org/explore/interests/> and become familiar with the information available when researching careers by type.
- ❑ Each lesson in this unit builds on the previous one. Students who missed last class will need to complete the interest inventory today. Direct absent students to **Student Handbook pages 11 and 12, CFWV.com Basic Directions** (from lesson 1). These directions outline how to sign on to CFWV.com, create a portfolio and complete the interest inventory. You will need to give these students the username and password for your school. In addition, you can also assign a student to assist those students who were absent.

## BACKGROUND INFORMATION .....

During early adolescence, students begin to make the transition from fantasy career aspirations (actor, pro athlete, rock star) to “aligned ambitions” - aspirations that correlate more clearly with things they’re good at. Though this process is by no means complete in ninth grade (or even in high school), having a career goal can help students make the connection between the classroom and the outside world. Why am I studying this? Because electricians need to be good at algebra. Colleges prefer four years of math, etc.

Since the results of an interest inventory aren’t always transparent, this lesson makes explicit the connection between personal interests and career choices. Students will be introduced to the following career categories: Realistic, Investigative, Artistic, Social, Enterprising, and Conventional. These categories were identified by Dr. John Holland in 1985, and continue to be used by career development experts today to match people with satisfying careers.

Students should be cautioned not to use interest areas to limit their career choices. They should recognize that there are probably two or three categories that describe them best. Students should consider Interest Areas as a way of organizing their career exploration rather than as a means of

narrowing their choices to a single category. Hopefully, this lesson will help them understand why they're drawn to specific careers, and get them thinking about related careers they may not have considered.

## IMPLEMENTATION OPTIONS

### DO NOW:

If you prefer, you may choose to use **Student Handbook pages 14-15, What Do You Like to Do?** as a DO NOW. Give the students five minutes to answer the questions. Once the students have completed their quiz, begin with the discussion as written in the **Warm Up**.

In **Activity I, Warm Up: What's Your Career Type?** students choose which career categories they believe best describe their skills and interests. As this is a personal choice that should not be influenced by peers, the lesson suggests students do this individually. However, if you feel students would enjoy doing this publicly, you could post the six career categories in different spots in the room and ask students to walk to the category that best describes them. Then have students walk to their second-choice category.

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## ACTIVITY STEPS

### I. WARM UP: WHAT'S YOUR CAREER TYPE? (5 MINUTES)

1. **SAY SOMETHING LIKE:** Hi, everyone. Welcome to the second week in our careers unit. Last week, you took an “interest inventory” to identify careers that matched your skills and interests. This week, you’ll be choosing three careers to explore in the coming weeks. Before we begin, I’d like you to take a moment to think about the careers that appeared on your Interest Profiler last week. You may remember that your list of careers appeared after you identified your top two Interest Areas. There are six Interest Areas on the CFWV.com site. Who can name some of them?  
[List the students’ ideas on the board.]
2. **SAY SOMETHING LIKE:** Please turn to **Student Handbook pages 14-15, What Do You Like to Do?** On these pages, you’ll see six career Interest Areas. Under each Interest Area is a list of three activities. Take a few minutes to read through these lists, putting a check mark beside each activity you enjoy.  
[Give students a few minutes to complete this task.]
3. **SAY SOMETHING LIKE:** How many of you found that most of the activities you enjoy appear in two or three Interest Areas? Do these correspond to the Interest Areas you checked last week?

### II. Classifying Career Choices (10 minutes)

1. **SAY SOMETHING LIKE:** Experts believe that finding satisfying work is a matter of matching your interests and abilities with careers that fit them. To simplify this match-making process, they’ve come up with categories that describe people, and have also figured out how various careers match these categories.

People may be described by more than one category. For example, you may be “social” and “artistic,” with a little “investigative” thrown in.

Similarly, a career may be included in more than one category. A doctor might be described as “investigative” and “social.” [Ask students to describe characteristics of doctors that fit each category, based on descriptions found on **Student Handbook pages 14-15, What Do You Like to Do?** Assist them with making inferences as needed.]

2. **SAY SOMETHING LIKE:** Matches between people and careers are complicated. These Interest Areas present a good place to get started. Let's see how they might work. Suppose all of you are career counselors and I'm a client you just met. I'm about to give you one piece of information about myself, and you're to suggest one of the six category - Realistic, Investigative, Artistic, Social, Enterprising, Conventional - where I might begin my career search. Be prepared to explain your answer. More than one category may be possible.
  
3. [Read aloud each of the following statements, and ask students to suggest a career category that might fit each. You may wish to model an example or two to illustrate how you might infer a career type from the available info.]
  - "I want to be in charge." (Enterprising)
  - "I enjoy budgeting and balancing my checkbook." (Conventional)
  - "I enjoy photography." (Artistic)
  - "I want to design a more fuel-efficient car." (Investigative)
  - "I want to operate heavy equipment." (Realistic)
  - "I'm interested in social work and family therapy." (Social)
  
4. [Have students access **Portfolio page 4, Interest Profiler Results**, which they completed the previous week. This list includes the six careers generated by the CFWV.com Interest Profiler Inventory, and six other careers of interest.]

**SAY SOMETHING LIKE:** In this unit, you'll be researching three careers. Two of the careers are entirely your choice.

Your third career will come from a list of careers that are in high demand in this area, which I'll pass out in a moment. You will be allowed to choose whatever career interests you on this list. Why do you think we're researching careers that are in high-demand in our area? [Allow students to respond.] Exactly! It is important to know what opportunities are in your area. Note: it will eventually be up to you whether you choose a career you can pursue nearby or one where most opportunities are in another part of the country.

[Pass out a copy of the list of in-demand careers to each student (see **Preparation** section). Instruct students that they have 5 minutes to pick their three careers. Students should record these choices on the back of **Student Handbook page 15, What Do You Like to Do?**]

### III. Examining Career Reports (15 minutes)

1. [Instruct students to turn to **Portfolios page 5-6, Career Report**. Display this page using an overhead transparency or chart paper. Point out the line titled “**Career: \_\_\_\_\_**” at the top of the page. Explain that they need to write the name of the first career they choose on this line. Instruct them to put their second and third career choices on the top of their second and third **Career Reports (Portfolio pages 8-9 & 11-12)**.
2. **SAY SOMETHING LIKE:** Throughout this unit, I will be collecting your Career Reports to check on the progress of your career research. Right now I am going to pass out two sample Career Reports, labeled **Career Report A** and **Career Report B**.

[Assign pairs, while a student passes out **Facilitator Resource 2, Sample Career Reports**.]

We are going to use these reports to determine how to correctly complete a **Career Report**. You will have 5 minutes to read over the two reports with your partner. You will need to write at least 3 specific comments for each report. Your comments could include things that could be improved on the **Sample Career Reports** along with things that are done well. We will then come back as a class to create a class list of characteristics for a **High Quality Career Report** and a **Career Report In Need of Improvement**.

[Circulate around the class while pairs are working. After 5 minutes, bring the class back together. Use chart paper or an overhead transparency to create a chart with two columns. Label the columns with the following titles: **High Quality Career Report** and a **Career Report In Need of Improvement**. This list should be kept and posted whenever students are working on their Career Reports.]

### IV. Exploring Careers on CFWV.com (5 minutes)

1. **SAY SOMETHING LIKE:** In the coming weeks, you’re going to use the CFWV.com website to learn more about the careers you selected. Let’s all log in to CFWV.com, and find out how this website can help us explore careers.



[Instruct students to turn to **Student Handbook pages 11 and 12, CFV.com Basic Directions**. Walk the students through the log-in process, while you do the same on your laptop/LCD projector. Guide them to the **Career Planning** tab at the top of the home page and tell students to click on it. Then tell students to click on the section **Explore Careers**]

2. **SAY SOMETHING LIKE:** Let's look at a career together, and explore some of the different things we can learn about it. For example, let's investigate "Graphic designer" (or another sample career that interests your students).

[Model the two ways to find individual career profiles. First, type in the name of the career in the "Search Careers" field, click **Go**, and select the career from the list of results. Next, click the appropriate letter under "Every career from A-Z" - in this case, "G" for "Graphic designer." Then have students click the link for **Graphic designer**.]

3. **SAY SOMETHING LIKE:** This is the "Career Profile" for graphic designer. On the left-hand side, you'll see there are tabs that describe different information about this career.

Over the next three weeks, we're going to focus on the following sections: **What They Do** (which you'll see when you open a career profile), **What to Learn**, and **Money and Outlook**. [Point out each section. If time permits, click on each one.] Next week, we'll spend some more time in each of these sections. For now, I just want to make sure you're all comfortable signing in and finding specific careers.

## V. WRAP UP: Research Your Own Career (10 minutes)

1. **SAY SOMETHING LIKE:** Now I'd like each of you to find the "Career Profile" for the first career you selected. Let me know if you have any trouble.
2. [Have students turn to **Portfolio page 5-7, Career Report**.

**SAY SOMETHING LIKE:** Please read through the **What They Do** tab and answer the questions for the **What They Do** section on your **Career Report**.]

3. **SAY SOMETHING LIKE:** Next week, you'll be investigating the education and earnings for this career, then sharing what you learned with another student in the class. By the end of next class, you should have a better idea if this first career would be a good match for your skills and interests.

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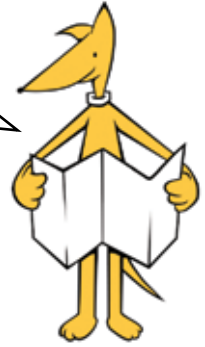
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Is this career a good fit for you? Write your findings here.



## Sample Career Report A

Use this form to record important details about your selected careers.

Career: TV Producer

### What They Do

In your own words, write a general description for what a person who has this career does.

Producers start out as a director's assistant. They make sure that a show runs smoothly.

List two to three specific tasks this person might do on a typical day.

- Hire Key Staff
- Oversee the Budget
- Coordinate daily activities on the production

**Follow-up:** Is this career a good match for my skills and interests? Explain why.

Yes, because it's a good match for me.

### Money and Outlook

How much money can a person with this career expect to make in my state?

ENTRY WAGE: \$ N/A Annual

AVERAGE WAGE: \$ 69,460 Annual

EXPERIENCED WAGE: \$ N/A Annual

**Follow-up:** How does this compare with other related careers?

Name of career: Event Planner

AVERAGE WAGE: \$ 43,300 Annual

Name of career: Reporter

AVERAGE WAGE: \$ 32,130 Annual

### What to Learn

How much post-secondary (after high school) education is recommended for this career?

not sure.

Which of these best describes the recommended level of education?

- |  |   |
|--|---|
| <input type="checkbox"/> high school graduate only | <input type="checkbox"/> 2-year college               |
| <input type="checkbox"/> apprenticeship            | <input checked="" type="checkbox"/> 4-year college    |
| <input type="checkbox"/> tech or trade school      | <input type="checkbox"/> more than 4 years of college |

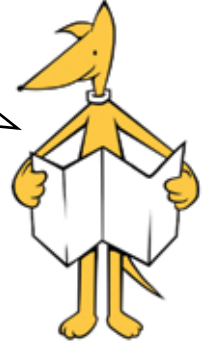
**Follow-up:** Are you willing to invest the time and money needed to get this type of education?

Explain your answer.

Yes.



Is this career a good fit for you? Write your findings here.



## Sample Career Report B

Use this form to record important details about your selected careers.

Career: Middle School Teacher

### What They Do

In your own words, write a general description for what a person who has this career does.

Middle school teachers work with students to teach them a particular subject. They prepare all lessons and materials. They also grade papers and maintain all records for the classroom.

List two to three specific tasks this person might do on a typical day.

- Present lessons through lectures, demonstrations or discussions
- Confer with parents or guardians
- Correct homework.

**Follow-up:** Is this career a good match for my skills and interests? Explain why.

This career would be a great match for me because I love working with people. I also enjoy teaching people things.

### Money and Outlook

How much money can a person with this career expect to make in my state?

ENTRY WAGE: \$ N/A Annual  
AVERAGE WAGE: \$ 39,920 Annual  
EXPERIENCED WAGE: \$ N/A Annual

**Follow-up:** How does this compare with other related careers?

Name of career: Secondary School Teacher

AVERAGE WAGE: \$ 40,270 Annual

Name of career: Elementary School Teacher

AVERAGE WAGE: \$ 40,860 Annual

### What to Learn

How much post-secondary (after high school) education is recommended for this career?

A Bachelors Degree is required. This takes around 4 years to complete.

Which of these best describes the recommended level of education?

- high school graduate only       2-year college  
 apprenticeship                       4-year college  
 tech or trade school                   more than 4 years of college

**Follow-up:** Are you willing to invest the time and money needed to get this type of education?  
Explain your answer.

Yes.

## What Do You Like to Do?

You can find clues to careers you'll like by paying attention to the activities you enjoy most. Here are six career types used by many experts to sort careers by interests. Put a check mark next to each item that describes something you like to do. Then circle the two career types (for example, Realistic and Investigative) that describe you best.

### REALISTIC

- Practical, hands-on activities
- Working with plants or animals, wood, tools, or machinery
- Working outdoors

#### Sample careers:

cooks, construction workers, forest fire fighters, landscapers, truck drivers, mechanics, airline pilots, fish and game wardens, oral and maxillofacial surgeons (remove damaged teeth, repair cleft palates), cartographers (prepare data and make maps)

### INVESTIGATIVE

- Working with ideas
- Solving problems that require lots of thinking
- Searching for facts

#### Sample careers:

Sonographers (use ultrasound equipment), fire investigators, chemists, engineers (computer, electrical, industrial, mechanical), computer systems analysts, market research analysts, city planners, coroners, doctors, dentists, psychiatrists, surgeons, veterinarians

### ARTISTIC

- Working with designs and patterns
- Expressing yourself
- Working without a clear set of rules

#### Sample careers:

Actors, desktop publishers, fashion designers, film and video editors, artists, hairdressers and cosmetologists, interior designers, singers, musicians and composers, radio and TV announcers, editors, graphic designers, landscape architects, reporters, writers

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## **SOCIAL**

- Working with and communicating with people
- Teaching
- Helping others

### **Sample careers:**

Child care workers, concierges (help hotel guests), flight attendants, home health aides, dental hygienists, paramedics, fitness trainers, massage therapists, nurses, respiratory therapists (help patients with breathing problems), tour guides, teachers, school administrators, chiropractors, clergy (ministers, priests, rabbis, imams), psychologists, substance abuse counselors, speech pathologists

## **ENTERPRISING**

- Starting and completing new projects
- Leading people
- Making decisions

### **Sample careers:**

Real estate agents, brokers, and appraisers, food service managers, opticians (make and sell glasses), detectives and private investigators, sheriffs, boat captains, construction managers, financial services sales agents, chief executives (in charge of companies), judges, lawyers

## **CONVENTIONAL**

- Following procedures and routines
- Working with details rather than “big ideas”
- Understanding what’s expected and who’s in charge

### **Sample careers:**

Calculating machine operators (billing), dental assistants, medical and legal secretaries, police, fire, and ambulance dispatchers, bank tellers, administrative assistants, medical transcriptionists (type records of procedures), paralegals (assist lawyers with research), accountants, auditors (study financial records to make sure companies are obeying the law), proof-readers, librarians, statisticians (use numbers to analyze info), treasurers

For more information about career categories, as well as specific career descriptions, visit <http://online.onetcenter.org/explore/interests/>.

## CFV.com Directions

**NOTE:** *If you finish a section early, all work must be checked and approved before beginning to work on anything else.*

### What They Do:

1. Log onto CFV.com website. ([www.cfv.com](http://www.cfv.com))
  - a. Username: \_\_\_\_\_ Password: \_\_\_\_\_
2. Click on the **Career Planning** tab at the top of the screen and the click on the **Explore Careers** section. Towards the center of the page you'll see a search box.
3. Write the name of your career in the search box and press **Go!**
  - a. You can also search for a career alphabetically. Instead of typing the name of your career in the search box, click on the letter of the alphabet that your career starts with. A list of careers that begin with that letter will appear. Remember- sometimes you may have to look under more than one letter if the career might be called more than one name. For example, school counselor might be under S for school or C for counselor.
4. The first section to come up will be **What They Do**. There is also a tab on the left that will bring you here as well.
5. Read and summarize the information. Answer the questions listed on your **Career Report** for this section.
6. For additional information on the Interests and Skills needed for this career, you can click on the **Is This for You** and **Skills You Need** tabs along the left side of the page.

### Money and Outlook:

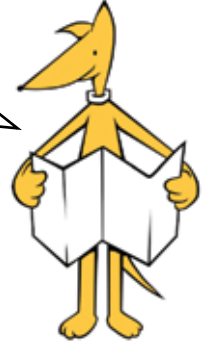
1. Complete steps 1-3 from the **What They Do** section. If you are already in the career profile, proceed directly to step 2, below.
2. Press the **Money and Outlook** tab on the left side of the screen.
3. Read and identify the **entry** (starting), **average** (median), and **experienced annual salary** for your state.
4. Then, click on **What To Learn** tab on the left side of the screen. Click on the name of the Career Cluster that this career is a part of. It's listed on the top of the page in the High School Section. Be sure that the careers are displayed by clicking on the **Careers** tab on the left side of the screen. Pick two careers that interest you and record the experienced wages for those in your state. You'll need to click on the career name and then on the **Money and Outlook** tab. Record your answers on your **Career Report**.

### What to Learn:

1. Complete steps 1-3 from the **What They Do** section.
2. Press the **What to Learn** tab on the left side of the screen.
3. Read and summarize the information. Answer the questions listed on your **Career Report** for this section.

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Is this career a good fit for you? Write your findings here.



## Career Report

Use this form to record important details about your selected careers.

Career: \_\_\_\_\_

### What They Do

In your own words, write a general description for what a person who has this career does.

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List two to three specific tasks this person might do on a typical day.

- \_\_\_\_\_  
\_\_\_\_\_
- \_\_\_\_\_  
\_\_\_\_\_
- \_\_\_\_\_  
\_\_\_\_\_

**Follow-up:** Is this career a good match for my skills and interests? Explain why.

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### Money and Outlook

How much money can a person with this career expect to make in my state?

ENTRY WAGE: \$ \_\_\_\_\_ Annual

AVERAGE WAGE: \$ \_\_\_\_\_ Annual

EXPERIENCED WAGE: \$ \_\_\_\_\_ Annual

**Follow-up:** How does this compare with other related careers? (Click What to Learn and then click the related Career Cluster listed at the top of the page. When the new page appears, click Careers to see a list of related careers. Click on the career of your choice and then on Money and Outlook )

Name of career: \_\_\_\_\_

AVERAGE WAGE: \$ \_\_\_\_\_ Annual

Name of career: \_\_\_\_\_

AVERAGE WAGE: \$ \_\_\_\_\_ Annual

### What to Learn

How much post-secondary (after high school) education is recommended for this career?

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Which of these best describes the recommended level of education?

- |  |   |
|--|---|
| <input type="checkbox"/> high school graduate only | <input type="checkbox"/> 2-year college               |
| <input type="checkbox"/> apprenticeship            | <input type="checkbox"/> 4-year college               |
| <input type="checkbox"/> tech or trade school      | <input type="checkbox"/> more than 4 years of college |

**Follow-up:** Are you willing to invest the time and money needed to get this type of education? Explain your answer.

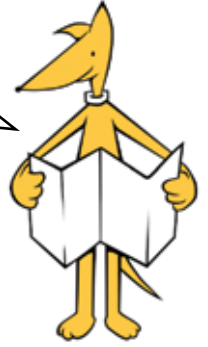
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Is this career a good fit for you? Write your findings here.



## Career Report

Use this form to record important details about your selected careers.

Career: \_\_\_\_\_

### What They Do

In your own words, write a general description for what a person who has this career does.

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List two to three specific tasks this person might do on a typical day.

- \_\_\_\_\_  
\_\_\_\_\_
- \_\_\_\_\_  
\_\_\_\_\_
- \_\_\_\_\_  
\_\_\_\_\_

**Follow-up:** Is this career a good match for my skills and interests? Explain why.

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### Money and Outlook

How much money can a person with this career expect to make in my state?

ENTRY WAGE: \$ \_\_\_\_\_ Annual

AVERAGE WAGE: \$ \_\_\_\_\_ Annual

EXPERIENCED WAGE: \$ \_\_\_\_\_ Annual

**Follow-up:** How does this compare with other related careers? (Click What to Learn and then click the related Career Cluster listed at the top of the page. When the new page appears, click Careers to see a list of related careers. Click on the career of your choice and then on Money and Outlook )

Name of career: \_\_\_\_\_

AVERAGE WAGE: \$ \_\_\_\_\_ Annual

Name of career: \_\_\_\_\_

AVERAGE WAGE: \$ \_\_\_\_\_ Annual

### What to Learn

How much post-secondary (after high school) education is recommended for this career?

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Which of these best describes the recommended level of education?

- |  |   |
|--|---|
| <input type="checkbox"/> high school graduate only | <input type="checkbox"/> 2-year college               |
| <input type="checkbox"/> apprenticeship            | <input type="checkbox"/> 4-year college               |
| <input type="checkbox"/> tech or trade school      | <input type="checkbox"/> more than 4 years of college |

**Follow-up:** Are you willing to invest the time and money needed to get this type of education? Explain your answer.

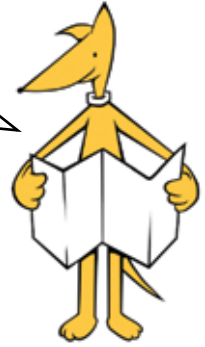
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Is this career a good fit for you? Write your findings here.



## Career Report

Use this form to record important details about your selected careers.

Career: \_\_\_\_\_

### What They Do

In your own words, write a general description for what a person who has this career does.

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List two to three specific tasks this person might do on a typical day.

- \_\_\_\_\_  
\_\_\_\_\_
- \_\_\_\_\_  
\_\_\_\_\_
- \_\_\_\_\_  
\_\_\_\_\_

**Follow-up:** Is this career a good match for my skills and interests? Explain why.

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### Money and Outlook

How much money can a person with this career expect to make in my state?

ENTRY WAGE: \$ \_\_\_\_\_ Annual

AVERAGE WAGE: \$ \_\_\_\_\_ Annual

EXPERIENCED WAGE: \$ \_\_\_\_\_ Annual

**Follow-up:** How does this compare with other related careers? (Click What to Learn and then click the related Career Cluster listed at the top of the page. When the new page appears, click Careers to see a list of related careers. Click on the career of your choice and then on Money and Outlook)

Name of career: \_\_\_\_\_

AVERAGE WAGE: \$ \_\_\_\_\_ Annual

Name of career: \_\_\_\_\_

AVERAGE WAGE: \$ \_\_\_\_\_ Annual

### What to Learn

How much post-secondary (after high school) education is recommended for this career?

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Which of these best describes the recommended level of education?

- |  |   |
|--|---|
| <input type="checkbox"/> high school graduate only | <input type="checkbox"/> 2-year college               |
| <input type="checkbox"/> apprenticeship            | <input type="checkbox"/> 4-year college               |
| <input type="checkbox"/> tech or trade school      | <input type="checkbox"/> more than 4 years of college |

**Follow-up:** Are you willing to invest the time and money needed to get this type of education? Explain your answer.

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