

College Goal TN 2016...
Career Development
Career Exploration & Awareness

Helen Richard, GCDF
COLLEGE & CAREER ADVISOR

I love asking kids what they want to be when they grow up because i'm still looking for ideas.



ENGINEER

DOCTOR

VETERNARIAN ASSISTANT

EDUCATOR

MECHANIC

PRESIDENT

INTERIOR DESIGNER

LET'S SEE WHAT THE KIDS HAVE TO SAY...



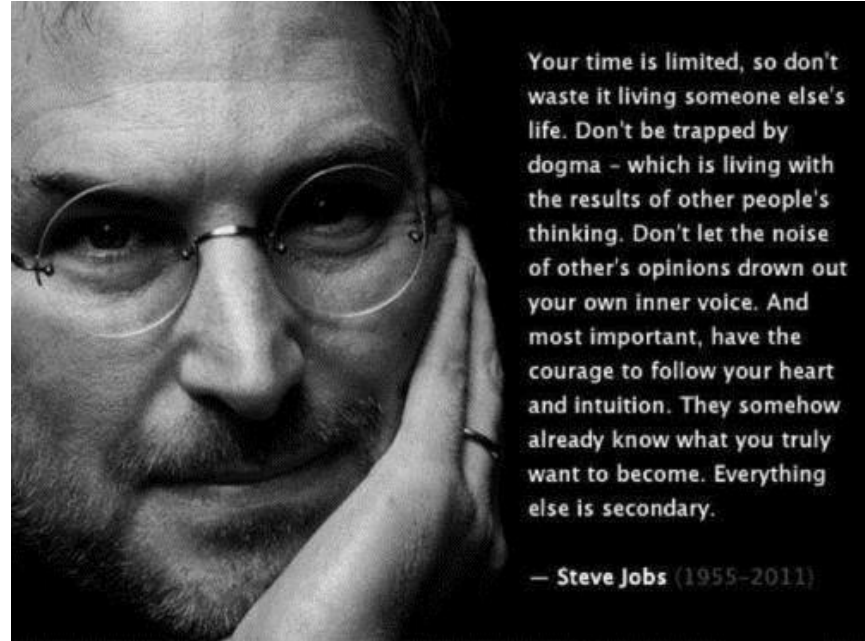
**WE HAVE A NEW GENERATION OF STUDENTS...
WE SHOULD BE HELPING OUR STUDENTS ANSWER
THESE TWO QUESTIONS...**

**WHAT PROBLEM WILL YOU
SOLVE?**

**WHAT WILL YOUR
CONTRIBUTION BE TO THIS
WORLD?**

**WE CAN'T SOLVE
PROBLEMS
BY USING THE SAME
KIND OF THINKING
WE USED WHEN WE
CREATED THEM**

Albert Einstein



**WE MUST REMIND THEM THEY ALL
HAVE A PURPOSE!**

WHAT IS CAREER DEVELOPMENT?

- Career Development is defined as the proactive planning and implementation of action steps towards your career goals.
- It involves Career Exploration and Awareness.
- It empowers youth by making education relevant to their aspirations and abilities.
- It provides guidance to students in answering these three important questions:

1. Who am I?

2. Where am I going?

3. How do I get there?

2005 SC EDUCATION AND ECONOMIC DEVELOPMENT ACT

- Established state's Personal Pathways to Success Program.
- Every high school student is required to declare a 'major' aligned with one of the nationally-recognized 16 Career Clusters.
- Students are expected to take career-focused courses through their elective graduation requirements, and districts are required to offer a standards-based academic curriculum organized around a Career Cluster system that provides students with individualized education choices.
- Supports career advisement for students throughout their K-12 experience.
- High Schools must provide at least one counselor for every 300 students.
- Beginning in 8th grade, counselors must meet with every student to create and update an individual graduation plan that details the student's course requirements, high school major and career aspiration.

Policy in Action- The state's high school graduation rate increased from 73% in 2006 to 80% in 2015, and the CTE concentration graduation rate was at 98% in 2015.

WHAT DOES THAT LOOK LIKE WHEN WORKING WITH HIGH SCHOOL STUDENTS?

(May be completed by student prior to IGP Conference based on career planning with counselor, CDF, and/or advisor)

Interests from Career Exploration and Planning:

Occupations: _____

Entrepreneurship Interests: _____

Postsecondary Majors: _____

Postsecondary Schools: _____

South Carolina Colleges and Universities: http://www.che.sc.gov/InfoCntr/Coll_Univ.htm
South Carolina College and Career Planning System: <http://www.sc.kuder.com/>
SCOIS: <http://www.scois.org/>

Planning Notes _____

WHO AM I?

- **Self-Knowledge**

- What are my priorities, interests, aptitudes, and skills?
- Complete a Career Interest Inventory (KUDER, FAMILY CONNECTION, CARD SORTS, ASVAB, ACT ASPIRE, COLLEGE FOR TN).
- Participate in Career Exploration Activities - Career Fair, Career Speakers, Career Lunch and Learns
- Participate in Career Shadowing/ Work Based Learning- Job Shadowing, Virtual Shadowing, Internships

WHAT'S YOUR PERSONALITY?

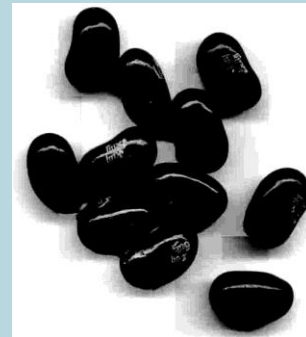
WHAT'S YOUR FLAVOR- JELLY BEAN ASSESSMENT?



White or Black, Green, Yellow, Orange, Red or Pink, Violet or Blue

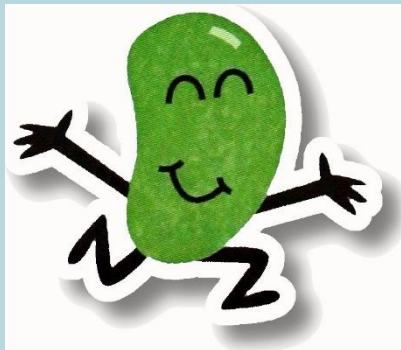
WHITE OR BLACK?

- This individual is highly structured and organized.
- Surroundings are neat.
- If given an assignment such as a paper or bibliography, wants to know how many pages, exact requirements, number of entries, etc.
- Always wants to know the rules.
- Memorizes things well.
- Can't stand unorganized, sloppy people.
- Deliberates before making decisions.
- Sometimes appears to others to be aloof or standoffish. This is often perception, not reality.



GREEN?

- Love recognition.
- These people are seen as leaders, usually in highly visible positions.
- They are respecters of authority and tradition.
- They are decisive, directive and focused.
- They love black and white jelly bean people to organize their projects for them- then they take all the credit.



YELLOW?

- Not usually outspoken.
- Always in a state of transition, whether they are 8 or 80.
- Usually smart and innovative, often artistic.
- Sometimes confused in making decisions, not sure where they are supposed to be.
- Hard workers.
- Exciting to be with- will try anything as long as it's safe.
- Spiritual aspects usually important to them.
- They look at things with perspective and respect other people's opinions.



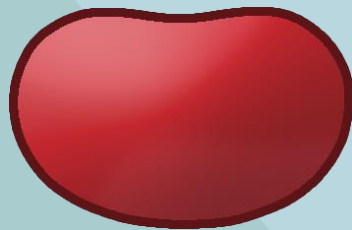
ORANGE?

- Cheerful and good natured
- Have the ability to get along well with almost anyone.
- They are friendly and have a ready smile.
- Usually have a quick wit.
- Fluent, often eloquent and profound in speech.
- Do not like to be left alone.
- Enjoy life and inspire others to reach their highest potential.



RED AND PINK?

- Those who choose red or pink are courageous and their energy seems boundless.
- Smile much of the time.
- If they see someone not smiling, they will ask what the problem is.
- Genuinely care about people and become involved in other's problems.
- Highly influenced by others, share their sadness or grief.
- Make their decisions with feelings, act on the impulse of the heart, spend a great deal of time on the phone, usually listens to others.
- Quality communicators.
- Sensitive, enthusiastic friends.



VIOLET OR BLUE?

- Passionate.
- Highly creative, highly excitable.
- Have new ideas and are visionaries.
- Short attention spans- cannot stay put for a long time.
- Disorganized, often choosing to close doors rather than deal with the organization.
- Procrastinators who thrive on chaos, enjoy the challenges of different problems.
- Questioning- when given an assignment, ask why it must be done a certain way and want to do it differently.
- Set high standards for themselves and those who work for them- hard to work for.

Pat Schwallie-Giddis

This is statistically 70% valid. No one is just “one color”, but one color is usually dominant. All of have some of the various traits associated with other colors. This is important to realize when dealing with others. We should be able to empathize with those who see things differently and deal with problems differently than we do.



WHERE AM I GOING?

- **Educational and Career Exploration and Investigation**
- Meeting with School Counselor and/or College & Career Advisor
- Discuss 4-year plan that Reviews Course Selection, GPA , Test Scores, Extra- Curricular Activities and Post Secondary Plans
 - What are my priorities, interests, aptitudes, and skills?
 - Complete a Career Interest Inventory (KUDER, FAMILY CONNECTION, CARD SORTS, ASVAB, ACT ASPIRE, COLLEGE FOR TN).
 - Explore Career Clusters that interest you.
- Participate in Career Exploration Activities - Career Fair, Career Speakers, Career Lunch and Learns
- Participate in Career Shadowing/ Work Based Learning- Job Shadowing, Virtual Shadowing, Internships, Volunteering
- College Tours and College Admissions Representative Visits to the High Schools
 - Visit College Fairs

√ Complete the Career Clusters Interests Survey

WHY DO I NEED THIS ENGLISH CLASS?

- **Strong English skills are required for the following jobs:**
- Arts and Communication- News Analyst, Reporter, Publisher, Author
 - Engineering/Manufacturing and Industrial Technology- Project Manager, Construction Manager, Flight Engineer, Truck and Bus Drive, Science Teacher
- Health Sciences- Speech Language Pathologist, Mortician, Optometrist, Medical Assistant

WHY DO I NEED THIS MATH CLASS?

- **Strong Math skills are required for the following jobs:**
 - Arts and Communication- Chief Engineer, Musician, Singer, Architect
 - Engineering/Manufacturing and Industrial Technology- Tool and Die Maker, Assembler, Welder, Nuclear Chemist, Network Technician, Automobile Mechanic
 - Health Sciences- Dentist, Physician, Veterinarian, Radiologist, Chemist
 - Human Services- Education Researcher, Coach, Bank Examiner, Buyer, Tax Attorney, Census Clerk

HOW DO I GET THERE?

- **Planning and Management**
- Meeting with School Counselor and/or College & Career Advisor
- Discuss 4-year plan that Reviews Course Selection, GPA , Test Scores, Extra- Curricular Activities and Post Secondary Plans
- What are my priorities, interests, aptitudes, and skills?
 - Complete a Career Interest Inventory (KUDER, FAMILY CONNECTION, CARD SORTS, ASVAB, ACT ASPIRE, COLLEGE FOR TN).
 - Explore Career Clusters that interest you and Related Programs of Study.
- Participate in Career Exploration Activities - Career Fair, Career Speakers, Career Lunch and Learns

HOW DO I GET THERE?

- **Planning and Management**
- Participate in Career Shadowing/ Work Based Learning- Job Shadowing, Virtual Shadowing, Internships, Volunteering
 - College Tours and College Admissions Representative Visits to the High Schools
 - Visit College Fairs
 - Prepare and Take ACT/SAT
 - Compile a List of Colleges/Universities that match your interests and your money (Best Fit)
 - Apprenticeship or Military
 - FAFSA and applying for Scholarships

“ DEAL ME IN”

- **Card Sort Interest Inventory**
- **Red-** These are your “idea people”- these are the people that you want on a team for their creativity! Do you like to think of new ways of doing things rather than always doing things the same old way? Some of the careers that might interest you are:
 - Advertising Executive
 - Animator
 - Architect
 - Graphic Artist
 - Industrial Engineer
 - Lawyer
 - Photographer
 - Web Developer
 - Technical Writer
 - Statistician
 - Marketer
 - TV Writer

“ DEAL ME IN”

- **Card Sort Interest Inventory**

- **Green**- These are the people that are good with “hands-on” things and are usually extremely handy to have around- always taking things apart and fixing things. Some of the careers that may interest you are:
 - Aerospace Engineer
 - Audio/Video Repairperson
 - Carpenter
 - Chef
 - Computer Technician
 - Electrician
 - Florist
 - Hairstylist
 - Machinist
 - Welder

“ DEAL ME IN”

- **Card Sort Interest Inventory**
- **Blue**- These are your “Data People”- You can not pull anything over on these people because they want the facts and figures to prove everything! These are the people that you want as your treasurer! Some of the careers that may interest you are:
 - Accountant
 - Auditor
 - Banker
 - Bio-Medical Researcher
 - Bookkeeper
 - Broker
 - Building Inspector
 - Economist
 - Editor
 - Loan Officer
 - Statistician

“ DEAL ME IN”

- **Card Sort Interest Inventory**
- **Yellow** – These are your “Social People”! You definitely want these people at a party. You punish these people by putting them alone! Some of the careers that may interest you are:
 - Athletic Coach
 - Counselor
 - Business Agent
- Educator/Teacher/Trainer/Career Counselor
 - Flight Attendant
 - Law Enforcement
 - Physical Trainer
 - Recruiter
 - Social Worker
 - Telemarketer

“ DEAL ME IN”

- **Federal Career Clusters and Holland Code**
- **Red-** Arts/A/V Technology and Communications; Holland Code- A (Artistic)
- **Green-** Agriculture, Food and Natural Resources, Architecture and Construction, Manufacturing, Transportation, Distribution and Logistics; Holland Code R (Realistic)
- **Blue-** Health Science, Science, Technology, Engineering and Math; Holland Code I (Investigative)
- **Yellow-** Education and Training, Hospitality and Tourism, Human Services, Law, Public Safety and Security; Holland Code S (Social)
- **Yellow/Red-** Business, Management and Administration and Marketing, Sales and Service; Holland Code E (Enterprising)
- **Blue/Red-** Finance, Government and Public Administration and Information Technology; Holland Code C (Conventional)

EXPLORE – World of Work Map	16 Federal Clusters	School of Study
A. Employment Related Services	4. Business Management & Administration	School of Business Management and Information Systems
B. Marketing & Sales	14. Marketing, Sales & Service	School of Business Management and Information Systems
C. Management	4. Business Management & Administration	School of Business Management and Information Systems
D. Regulation & Protection	7. Government & Public Administration 12. Law, Public Safety & Security	School of Public Services
E. Communications & Records	4. Business Management & Administration	School of Business Management and Information Systems
F. Financial Transactions	6. Finance	School of Business Management and Information Systems
G. Distribution and Dispatching	16. Transportation, Distribution & Logistics	Engineering, Manufacturing and Industrial Technology
H. Transport Operation & Related	16. Transportation, Distribution & Logistics	School of Business Management and Information Systems
I. Ag/Forestry	1. Agriculture, Food & Natural Resources	School of Agriculture, Food and Natural Resources
J. Computer/Info Specialties	11. Information Technology	School of Business Management and Information Systems
K. Construction & Maintenance	2. Architecture & Construction	School of Engineering , Manufacturing, and Industrial Technology

WHY IS CAREER DEVELOPMENT SO IMPORTANT?

- The workforce today is different from 50 years ago.
- No longer is a person likely to stay at one job, let alone in one career for several years.
- Economic conditions require a new kind of workforce- a workforce of lifelong learners who can quickly gain the knowledge and skills needed to work with new technologies in emerging careers.
 - Students need more than a high school diploma.
- Students need to understand the important link between what they are doing in school and what will be required of them in a career.
- Career awareness is **one** successful strategy that can be used by high schools to engage and motivate students who are at risk for dropping out.
- It can possibly save parents lots of money from having to pay extra years of tuition costs because their child doesn't know quite what they would like to do.
- In Chattanooga Times Free Press Sunday's edition, it reported 80% of the jobs arriving in the county paying more than \$35,000 a year require some sort of post-secondary certificate or degree and right now we have 38% who currently have post-secondary credentials (Chattanooga 2.0 Initiative)

NAVIANCE – FAMILY CONNECTION

connection.naviance.com/ehmh

Username: your email address

Password: password (or whatever you changed it to)

1. Scholarship newsletters
 2. College events and other opportunities
 3. Complete Career Assessments
 4. Job and volunteer opportunities
 5. Request transcripts
 6. Request teacher recommendations
 7. Sign-up for college rep visits
 8. Documents and other resources
 9. Direct communication
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VIRTUAL JOB SHADOWING/CAREER ASSESSMENT WEBSITES

- www.act.org
- www.careerwise.mnscu.edu/careers/realitytool.html
- www.collegefortn.org
- www.acinet.org
- www.careers.org
- www.kuder.com
- www.discovernursing.com
- www.usdoj.gov
- www.succeed.naviance.com

CONCLUSION OF THE MATTER..

Students know the what....

We must help them discover their WHY!



MY CONTACT INFORMATION.....

Helen Richard, GCDF

College & Career Advisor

East Hamilton High School

2015 Ooltewah Ringgold Road, Ooltewah, TN 37363

423-893-3535 ext, 377

richard_helen@hcde.org