Chapter #2
GETTING TO KNOW YOURSELF
Know Thyself
Some of the Best Paying Jobs in the U.S.

**OB/GYN**
- Deliver babies, specialize in the health of women’s reproductive systems.
- **Mean Annual Salary:** $222,000
  - **Top Salary:** $338,000
  - (They pay very high malpractice insurance rates)
- **Top Paying State:** Maine
- **Top Paying Metro:** St. Cloud, Minn. (NA)
Some of the **Best** Paying Jobs in the U.S.

**Anesthesiologists**

- Administer anesthetics during surgery or other medical procedures.
- **Mean Annual Salary:** $290,000
  - **Top Salary:** $408,000
- **Top Paying State:** New Jersey
- **Top Paying Metro:** Savannah, Ga.
Some of the **Best** Paying Jobs in the U.S.

**Psychiatrists**

- Diagnose, treat and help prevent disorders of the mind.
- **Mean Annual Salary:** $177,000
  **Top Salary:** $279,000

**Top Paying State:**
Colorado

**Top Paying Metro:**
Springfield, Mo.
Some of the **Best** Paying Jobs in the U.S.

**Airline Pilots, Copilots, and Flight Engineers**

- Pilot and navigate the flight of multi-engine aircraft in regularly scheduled service for the transport of passengers and cargo.

- **Mean Annual Salary:** $134,090
  - **Top Paying Industry:** Scheduled air transportation ($144,140)
  - **Top Paying State:** New York ($159,010)
  - **Top Paying Metro:** New York City ($175,130)
Some of the **Best** Paying Jobs in the U.S.

**Dentists, General**

- Diagnose and treat diseases, injuries and malformations of teeth and gums and related oral structures.
- **Mean Annual Salary:** $132,660

**Top Paying Industry:**

- Offices of dentists ($135,560)

**Top Paying State:**

- Alaska ($184,460)

**Top Paying Metro:**

- Colorado Springs, Colo. ($198,650)
Some of the **Worst** Paying Jobs in the U.S.

**Waiters and Waitresses**

- Take orders and serve food and beverages to patrons at tables in dining establishment.
- **Mean Annual Salary:** $15,980
- **Top Paying Industry:** Other personal services ($25,060)
- **Top Paying State:** Hawaii ($22,590)
- **Top Paying Metro:** New York City ($25,140)
Some of the Worst Paying Jobs in the U.S.

Farm workers and Laborers, Crop, Nursery and Greenhouse

- Manually plant, cultivate and harvest vegetables, fruits, nuts, horticultural specialties and field crops.
- **Mean Annual Salary:** $17,110
- **Top Paying Industry:** Federal government ($33,890)
- **Top Paying State:** North Dakota ($23,990)
- **Top Paying Metro:** Somerset-Hunterdon, N.J. ($29,230)
Some of the Worst Paying Jobs in the U.S.

Cashiers

- Receive and disburse money in establishments other than financial institutions.
- **Mean Annual Salary:** $17,200
- **Top Paying Industry:** Postal service ($50,120)
- **Top Paying State:** Washington ($22,100)
- **Top Paying Metro:** San Francisco ($23,560)
Some of the **Worst** Paying Jobs in the U.S.

**Personal and Home Care Aides**
- Assist elderly or disabled adults with daily living activities at the person's home or in a daytime non-residential facility.
- **Mean Annual Salary:** $17,560
- **Top Paying Industry:** Other investment pools and funds ($27,530)
- **Top Paying State:** Alaska ($26,390)
- **Top Paying Metro:** Stamford-Norwalk, Conn. ($30,470)
Some of the **Worst** Paying Jobs in the U.S.

Maids and Housekeeping Cleaners
- Perform any combination of light cleaning duties to maintain private households or commercial establishments such as hotels, restaurants and hospitals.
- **Mean Annual Salary:** $18,030
- **Top Paying Industry:**
  - Cut and sew apparel manufacturing ($33,640)
- **Top Paying State:**
  - New York ($24,920)
- **Top Paying Metro:**
  - New York City ($29,880)
CHAPTER OBJECTIVES

- Name the seven steps in the decision-making process.
- Explain how to use the decision-making process to choose a career.
- Determine your values, interests, aptitudes, and abilities.
- Explain the importance of a good self-concept in choosing a career.
- Identify your personality and learning styles and match them to career choices.
KEY COMPONENTS of CHAPTER #2

KEY AREAS

MAIN IDEA:
Using a consistent decision-making process will enable you make sound career decisions and other decisions throughout your life.
Developing a good self-concept and using it to guide your career decisions will help you lead a rewarding, enjoyable life.

KEY CONCEPTS:
Making Decisions
Your Lifestyle Goals
Your Values
Your Interests
Your Aptitudes and Abilities
Your Personality and Learning Styles

KEY TERMS
- Decision-Making Process
- Lifestyle Goals
- Values
- Data
- Aptitude
- Ability
- Personality
- Self-Concept
- Learning Styles
- Work Values
- Economic Values
- Interest Surveys

Only the “Red” Information
Workplace Statistics

- Married-couple households have slipped from nearly 80 percent in the 1950s to just 48 percent today.
- Married couples with a working dad, stay-at-home Mom, and kids living with two biological parents - 1900 - 90% of households
  2010 - 10% of households
- 40% of children are now born to single moms.

MAJOR CAUSE OF POVERTY IN USA!! IN THE 1960’S IT WAS 10%  LADIES BEWARE!! MEN HAVE LITTLE INCENTIVE TO GET MARRIED
Workplace Statistics

People are living longer.

Life expectancy at birth

Male
- 1950 - 66 years
- 2010 - 74 years

Female
- 1950 - 71 years
- 2010 - 80 years

There are now 39 million Americans over 65. (3 MILLION IN 1900)

There are now 1.5 million Americans over 90.

There are roughly 70,000 Americans over the age of 100.
World Life Expectancy Chart
FACTORS THAT INFLUENCE INDIVIDUAL DEVELOPMENT

- HEREDITY (Inherited Physical & Mental Characteristics)
- CULTURE (Ways of life)
- ENVIRONMENT (Physical Surroundings)
- LIFE EXPERIENCES (Significant Events)
One of our main influences in our life has been our environment.

### Things That Affect Our Lives as Kids

<table>
<thead>
<tr>
<th>Positive</th>
<th>Negative</th>
</tr>
</thead>
<tbody>
<tr>
<td>FAMILY</td>
<td>DRUGS</td>
</tr>
<tr>
<td>VACATIONS</td>
<td>ALCOHOL, VIOLENCE</td>
</tr>
<tr>
<td>SCHOOL ACTIVITIES</td>
<td>CHILDHOOD ABUSE</td>
</tr>
<tr>
<td>LIFE REWARDS</td>
<td>Divorce</td>
</tr>
</tbody>
</table>

* * *
Types of Work Environments: What’s Right For You?

- **CREATIVE**: artistic-no rules
- **STRUCTURED**: military
- **ENVIRONMENTAL**: loves outdoors
- **MECHANICAL**: works with hands
- **SCIENTIFIC**: work in labs
- **PERSUASIVE**: sales
- **SOCIAL**: people person
Decision Making

How do you make decisions?
- Flip a coin
- Talk to family / friends
- Weighs the pros and cons

Do you know about half of all employees fall into their jobs by laziness or just dumb luck?

Best way to make your career choice: follow a Logical Decision-Making Process.

Decision-Making Process - steps that help you identify careers and make a good choice.
The Seven Step Decision-Making Process

These will show up on the next slides

**STEP #1** - DEFINE YOUR NEEDS AND WANTS

**STEP #2** - ANALYZE YOUR RESOURCES

**STEP #3** - IDENTIFY YOUR CHOICES

**STEP #4** - GATHER INFORMATION

**STEP #5** - EVALUATE YOUR CHOICES

**STEP #6** - MAKE A DECISION

**STEP #7** - PLAN HOW TO REACH YOUR GOAL
Define your needs or wants

1. **Define your needs or wants** - Consider your hopes and dreams.

   A. Where do you want to live?
   B. Do you want a job that will allow you to travel?
   C. Do you want to get married and have children?
   D. How much money will you need to earn?
   E. How much time and energy will you devote to your job?
   F. Do you want to start your own business?
Analyze your personal resources

2. Analyze your personal resources-

Your resources relate to who you are and what you have to offer. Can your parents afford to send you to college? Can you earn a scholarship? Are you good at a sport or have a good GPA or ACT score?

Know Your Personal Resources:

- a. Values
- b. Interests
- c. Aptitudes
- d. Abilities
- e. Personality traits
- f. Learning style
- g. Lifestyle goals
Identify your career choices

3. **Identify your career choices**

Selecting a career is more difficult than you think. Career Cluster test is helpful. Your personal goals and resources will allow you to start your path to your future career.
Gather information

4. Gather information

Research and development with a potential job can put you on the right path for a career plan.

Ways to gather information:
- A. Taking notes
- B. Listening
- C. Observing
- D. Talking to other people in that career field
- E. Research in the library or student learning centers
- F. Internet
Evaluate your choices

5. Evaluate your choices - This involves systematically looking at career choices, to see whether they match your personal goals, values and resources.
6. **Make a decision**

Making a sound decision is important in developing a career plan. What factors will help you with your decision? Do I have the aptitude for the career I want? Have to relocate?
Plan how to reach your goal

7. Plan how to reach your goal –
What kind of training and education will you need to get to your goal? Vocational, Associates, Bachelors, Masters, Doctorate, Professional, military?
Setting Lifestyle Goals

You need to get to know yourself, so you can start making future choices and plans for a career.

Now imagine your life 10 years from now.

Think about your: Goals, Lifestyle Goals, Interests
Setting Lifestyle Goals

**LIFESTYLE GOALS** – the way you want to spend your time, energy, and money in the future.

Consider the lifestyle you would like to have someday. Ask yourself a few questions:

a) What do you want to accomplish in life?

b) Where would you like to live:
   - House vs. Apartment
   - City vs. Country

c) How do you want to spend your time?

d) Do you want a lot of money or just enough to be comfortable?

e) Do you want a family?
**VALUES** - your beliefs and principles.
They define who you are, shape your attitude and choices.
Our values are influenced by **spiritual beliefs, society, and personal experiences**.

Your family, teachers, and friends will influence your values.

**WORK VALUES** - things about work that will be important to you. (movement, surroundings, interaction, independence, etc.)

**ECONOMIC VALUES** - influence your career goals.

### Six General Values

<table>
<thead>
<tr>
<th>Values</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>Responsibility</td>
<td>• Being responsible means fulfilling obligations in a dependable and trustworthy way.</td>
</tr>
<tr>
<td>Relationships</td>
<td>• If you value relationships, your family and friends are important to you.</td>
</tr>
<tr>
<td>Compassion</td>
<td>• Is caring deeply about people and their well-being.</td>
</tr>
<tr>
<td>Courage</td>
<td>• Is the ability to overcome difficulties or to conquer fear or despair.</td>
</tr>
<tr>
<td>Achievement</td>
<td>• Is when you want to succeed in whatever you participate in.</td>
</tr>
<tr>
<td>Recognition</td>
<td>• Is when you want other people to appreciate and respect your accomplishments.</td>
</tr>
</tbody>
</table>
List of Values

Make a list of your top 3 Values.

Different Values match different careers.
WHAT ARE YOUR INTERESTS?

Your interests are the things you enjoy doing. Try new activities to find out your interests.

Three key areas of interests all jobs fall into:

**DATA** - involves working with information, ideas, facts, symbols, figures, or statistics.

**PEOPLE** - include working with people and animals.

**THINGS** - involve working with physical objects of any size.

<table>
<thead>
<tr>
<th>DATA</th>
<th>PEOPLE</th>
<th>THINGS</th>
</tr>
</thead>
<tbody>
<tr>
<td>Accountants</td>
<td>Teachers</td>
<td>Plumbers</td>
</tr>
<tr>
<td>Librarians</td>
<td>Counselors</td>
<td>Machinery / ELECTRICIAN</td>
</tr>
<tr>
<td>Physicists</td>
<td>Animal Handlers</td>
<td>Artists, Carpenters</td>
</tr>
<tr>
<td>Proof Readers</td>
<td>Health Care</td>
<td>Auto repair</td>
</tr>
<tr>
<td>Scientists</td>
<td>Law Enforcement</td>
<td>Musicians</td>
</tr>
<tr>
<td>CHEMISTS</td>
<td>PASTORS</td>
<td></td>
</tr>
</tbody>
</table>
Your aptitude and abilities are the “Before” and “After” of learning a skill.

**APTITUDE** - is potential for learning a certain skill. (Natural talent that gives you potential to become good in an area)

**ABILITIES** - are skills you have already developed. (Something you can do easily)
Your Personality and Learning Style

Your personality should also influence your career choice.

**PERSONALITY** - your unique combination of attitudes, behaviors, and characteristics.

These qualities and characteristics define who you are as individuals.
Your Self-Concept

SELF-CONCEPT- is the way you see yourself.

How do you see yourself?:

A confident person
A curious person
A dependable person
A funny person
A good natured person
A responsible person
Why You Are Different From Everyone Else

INTEREST SURVEY - is a list of questions about career interests.
# 8 Learning Styles

**LEARNING STYLE:** the different ways which people naturally think and learn. **CIRCLE 3 STYLES YOU POSSESS**

<table>
<thead>
<tr>
<th>Type of Learner</th>
<th>Likes</th>
<th>Best Ways to Learn</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>VERBAL / LINGUISTIC</strong></td>
<td>Likes to read, write, and tell stories</td>
<td>Saying, hearing, and seeing words</td>
</tr>
<tr>
<td><strong>LOGICAL / MATH</strong></td>
<td>Likes to experiment, work with numbers, and explore patterns and relationships</td>
<td>Making categories, classifying, and working with patterns</td>
</tr>
<tr>
<td><strong>VISUAL / SPATIAL</strong></td>
<td>Likes to draw, build, design, and create things</td>
<td>Using the mind’s eye and working with colors and pictures</td>
</tr>
<tr>
<td><strong>RHYTHMIC / MUSIC</strong></td>
<td>Likes to sing, hum, play and instrument, and listen to music</td>
<td>Through rhythm and melody</td>
</tr>
<tr>
<td><strong>BODILY / KINESTHETIC</strong></td>
<td>Likes to touch and move around</td>
<td>Interacting with people and objects</td>
</tr>
<tr>
<td><strong>INTERPERSONAL</strong></td>
<td>Likes having lots of friends, talking to people, and joining groups</td>
<td>Sharing, comparing, cooperating</td>
</tr>
<tr>
<td><strong>INTRAPERSONAL</strong></td>
<td>Likes to work alone and pursue interests at own pace</td>
<td>Through independent study</td>
</tr>
<tr>
<td><strong>NATURALISTIC</strong></td>
<td>Likes to spend time outdoors and work with plants, animals, and other parts of the natural world</td>
<td>Recognizing patterns, sorting, and classifying</td>
</tr>
</tbody>
</table>
# Chapter Summary

**TEST INFORMATION---Know These Key Concepts**

## Review Key Concepts:

1. **Explain how the decision-making process can help you make a good career choice.**
2. **Explain how lifestyle goals affect career choices.**
3. **Describe how values, interests, skills, personality, and learning styles may shape career plans.**
4. **Define data, people, and things.**
   - **Give an example of each.**
5. **Explain how an aptitude becomes an ability.**
   - **Give an example.**
6. **Describe three different learning styles.**
Chapter Reference Materials

- Succeeding in the World of Work
- Preparing for Career Success
- Exploring Career
- Entering the World of Work
- Job Savvy
- Teenagers Guide to the Real World