

Unit 1: Career (4 weeks)

Content Area: **Business**
Course(s):
Time Period:
Length: **Semester**
Status: **Published**

UNIT RATIONALE

In this unit, students will learn to choose and plan a career. Students will explore factors that influence career planning. Finally, they will learn effective strategies to obtain employment.

WRK.9.2.12.CAP.3	Investigate how continuing education contributes to one's career and personal growth.
WRK.9.2.12.CAP.4	Evaluate different careers and develop various plans (e.g., costs of public, private, training schools) and timetables for achieving them, including educational/training requirements, costs, loans, and debt repayment.
TECH.9.4.12.CI.2	Identify career pathways that highlight personal talents, skills, and abilities (e.g., 1.4.12prof.CR2b, 2.2.12.LF.8).
TECH.9.4.12.DC.6	Select information to post online that positively impacts personal image and future college and career opportunities.
TECH.9.4.12.DC.7	Evaluate the influence of digital communities on the nature, content and responsibilities of careers, and other aspects of society (e.g., 6.1.12.CivicsPD.16.a).

ESSENTIAL QUESTIONS

What can you do to make sure the career you choose is personally satisfying and fulfilling?

How do you apply for a job?

What are the best skills and techniques to interview for a job?

WRK.9.2.12.CAP.1	Analyze unemployment rates for workers with different levels of education and how the economic, social, and political conditions of a time period are affected by a recession.
WRK.9.2.12.CAP.2	Develop college and career readiness skills by participating in opportunities such as structured learning experiences, apprenticeships, and dual enrollment programs.
WRK.9.2.12.CAP.3	Investigate how continuing education contributes to one's career and personal growth.
WRK.9.2.12.CAP.4	Evaluate different careers and develop various plans (e.g., costs of public, private, training schools) and timetables for achieving them, including educational/training requirements, costs, loans, and debt repayment.
WRK.9.2.12.CAP.5	Assess and modify a personal plan to support current interests and post-secondary plans.
WRK.9.2.12.CAP.6	Identify transferable skills in career choices and design alternative career plans based on those skills.
WRK.9.2.12.CAP.7	Use online resources to examine licensing, certification, and credentialing requirements at the local, state, and national levels to maintain compliance with industry requirements in areas of career interest.
WRK.9.2.12.CAP.8	Determine job entrance criteria (e.g., education credentials, math/writing/reading comprehension tests, drug tests) used by employers in various industry sectors.
WRK.9.2.12.CAP.9	Locate information on working papers, what is required to obtain them, and who must sign them.

WRK.9.2.12.CAP.10	Identify strategies for reducing overall costs of postsecondary education (e.g., tuition assistance, loans, grants, scholarships, and student loans).
WRK.9.2.12.CAP.11	Demonstrate an understanding of Free Application for Federal Student Aid (FAFSA) requirements to apply for postsecondary education.

STANDARDS

NEW JERSEY STUDENT LEARNING STANDARDS: CONTENT AREA

New Jersey (NJSL) - Grades 9-12 - Career Readiness, Life Literacies, and Key Skills (2020)

9.2.12.CAP.3:

Investigate how continuing education contributes to one's career and personal growth.

9.2.12.CAP.6:

Identify transferable skills in career choices and design alternative career plans based on those skills.

9.4.12.CI.2:

Identify career pathways that highlight personal talents, skills, and abilities (e.g., 1.4.12prof.CR2b, 2.2.12.LF.8).

9.4.12.DC.6:

Select information to post online that positively impacts personal image and future college and career opportunities.

9.4.12.DC.7:

Evaluate the influence of digital communities on the nature, content and responsibilities of careers, and other aspects of society (e.g., 6.1.12.CivicsPD.16.a).

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TECH.9.4.12.DC.7	Evaluate the influence of digital communities on the nature, content and responsibilities of careers, and other aspects of society (e.g., 6.1.12.CivicsPD.16.a).

NEW JERSEY STUDENT LEARNING STANDARDS: CAREER READINESS, LIFE LITERACIES AND KEY SKILLS

WRK.9.2.12.CAP.2	Develop college and career readiness skills by participating in opportunities such as structured learning experiences, apprenticeships, and dual enrollment programs.
WRK.9.2.12.CAP.3	Investigate how continuing education contributes to one's career and personal growth.

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TECH.9.4.12.CI.2	Identify career pathways that highlight personal talents, skills, and abilities (e.g., 1.4.12prof.CR2b, 2.2.12.LF.8).

NEW JERSEY STUDENT LEARNING STANDARDS: COMPUTER SCIENCE AND DESIGN THINKING

CS.9-12.8.1.12.DA.1	Create interactive data visualizations using software tools to help others better understand real world phenomena, including climate change.
CS.9-12.8.1.12.DA.5	Create data visualizations from large data sets to summarize, communicate, and support different interpretations of real-world phenomena.
CS.9-12.8.1.12.DA.6	Create and refine computational models to better represent the relationships among different elements of data collected from a phenomenon or process.

PRE-ASSESSMENTS

Discussion Prompts

INSTRUCTIONAL PLAN

MODULE 3

Lesson 1.3

Workplace Skills

Student Learning Intentions (SLI) WALT: (We are learning to...)

- Differentiate between hard skills and soft skills

	<ul style="list-style-type: none"> Identify skills necessary for a range of jobs Analyze the skills you currently have and those you will need to gain for a specific career Demonstrate the use of soft skills in different roleplay scenarios
Student Learning Strategies	<p>Discussion prompts Think-Pair-Share Peer Feedback Close read Short written responses Note-taking and Ed-Puzzle responses</p>
Success Criteria	<ul style="list-style-type: none"> Explain the different types of jobs and careers where wages and salaries depend on a worker's productivity and skills Explain how economic and labor market conditions can affect income, career opportunities, and employment status
Formative Assessment (drives instructional decisions)	<p>Class Discussion Interactive after reading articles Graph analysis Exit Ticket</p>
Activities and Resources	Demonstrating soft skills activity
Suggested Modifications	

MODULE 2

Lesson 1.2
Choosing a Career

Student Learning Intentions (SLI) WALT: (We are learning to...)	<ul style="list-style-type: none"> Analyze potential careers based on salary, stability, growth, training, and responsibilities Explore different career options based on your interests Understand how to use an informational interview to gather details on a target career
Student Learning Strategies	<p>Discussion prompts Peer Feedback Close read Short written responses Note-taking and Ed-Puzzle responses</p>
Success Criteria	<ul style="list-style-type: none"> Explain why wages or salaries vary among employees in different types of jobs and among workers in the same jobs Discuss how economic and labor market conditions can affect income, career opportunities, and employment status
Formative Assessment (drives instructional decisions)	<p>Class Discussion Interactive after reading articles Graph analysis Exit Ticket</p>
Activities and Resources	<p>Questions after watching videos Interactive: Which jobs align with my interests. Infographic: Path to success</p>
Suggested Modifications	

MODULE 1

**Lesson 1.1
Career Basics**

<p>Student Learning Intentions (SLI) WALT: (We are learning to...)</p>		<p>Lesson 1.1 Career Basics</p> <ul style="list-style-type: none"> • Identify different available career pathways • Analyze the relationship between education, pay, and unemployment • Recognize how different careers can be connected by similar skill sets
<p>Student Learning Strategies</p>		<p>Discussion prompts Think-Pair-Share Peer Feedback Close read Short written responses Note-taking and Ed-Puzzle responses</p>
<p>Success Criteria</p>		<ul style="list-style-type: none"> • Explain the costs and benefits of investing in additional education or training <ul style="list-style-type: none"> • Explain how differences in people's life circumstances can affect their opportunity and willingness to further their education or training • Compare earnings and unemployment rates by level of education and training • Explain the effects of an economic downturn on employment opportunities for people with different characteristics such as education, experience,

		employment type, ethnicity, and gender
Formative Assessment (drives instructional decisions)		Class Discussion Interactive after reading articles Graph analysis Exit Ticket
Activities and Resources		Career Comparison Interactive: What is the most common job in each state?
Suggested Modifications		

MODULE 4

Lesson 1.4 Finding A Job

Student Learning Intentions (SLI) WALT: (We are learning to...)	<ul style="list-style-type: none"> • Use online job boards to find and read job postings for open roles that meet your career goals and qualifications • Prepare for and navigate career fairs and other networking events • Write an elevator pitch that will leave a positive first impression • Overcome imposter syndrome when applying for jobs
Student Learning Strategies	<p>Discussion prompts Think-Pair-Share Peer Feedback Close read Short written responses Note-taking and Ed-Puzzle responses</p>

Success Criteria	<ul style="list-style-type: none"> • Explain potential income and employee benefit packages that are likely to be offered to new employees by various companies, government agencies, or not-for profit organizations • Explain how intangible benefits can affect a worker's career choices and income • Explain the tradeoffs between income and non-income factors when making career or job choices
Formative Assessment (drives instructional decisions)	Class Discussion Interactive after reading articles Graph analysis Exit Ticket
Activities and Resources	Activity: Explain what Michelle Obama meant by imposter syndrome
Suggested Modifications	

MODULE 5

Lesson 1.5 Your Linked In Profile

Student Learning Intentions (SLI) WALT: (We are learning to...)	<ul style="list-style-type: none"> • <i>Explain the benefits of having a LinkedIn profile as a professional</i> • <i>Create a LinkedIn profile and use it to advance your career and grow your network.</i>
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	<ul style="list-style-type: none"> • <i>Understand the importance of having a professional online presence</i>
Student Learning Strategies	<p>Discussion prompts Think-Pair-Share Peer Feedback Close read Short written responses Note-taking and Ed-Puzzle responses</p>
Success Criteria	<p>Explain how to use linked in to network for a job</p>
Formative Assessment (drives instructional decisions)	<p>Class Discussion Interactive after reading articles Graph analysis Exit Ticket</p>
Activities and Resources	<p>Create a linked-in profile</p>
Suggested Modifications	

MODULE 6

Lesson 1.6

Resumes and Cover Letters

Student Learning Intentions (SLI) WALT: (We are learning to...)	<ul style="list-style-type: none"> • <i>Explain what a resume and cover letter are and how they are used in the hiring process</i> • <i>Identify how a resume differs from a LinkedIn profile</i> • <i>Write a resume with little to no work experience</i>
Student Learning Strategies	<p>Discussion prompts Think-Pair-Share</p>

	Peer Feedback Close read Short written responses Note-taking and Ed-Puzzle responses
Success Criteria	Create a resume and cover letter
Formative Assessment (drives instructional decisions)	Class Discussion Interactive after reading articles Graph analysis Exit Ticket
Activities and Resources	Create a resume and cover letter
Suggested Modifications	

REFLECTIONS

Discussion Prompts

INTERDISCIPLINARY CONNECTIONS: NEW JERSEY STUDENT LEARNING STANDARDS FOR ELA, SOCIAL STUDIES, SCIENCE AND/OR MATHEMATICS

PFL.9.1.12.CFR.4	Demonstrate an understanding of the interrelationships among attitudes, assumptions, and patterns of behavior regarding money, saving, investing, and work across cultures.
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WRK.9.2.12.CAP.3	Investigate how continuing education contributes to one's career and personal growth.
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