

# Learning for Earning

Your Route to Success

Sixth Edition



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*PowerPoint Presentations for*

# Learning for Earning

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**CHAPTER**

**1**

**The Importance of  
Work**



# Chapter Objectives

After studying this chapter, you will be able to

- distinguish the difference between a job and a career.
- identify three reasons for working.
- explain how work influences identity and lifestyle.
- describe ways in which work provides satisfaction.
- discuss how work keeps the economy strong.
- explain how to study careers.



# Key Terms

- work
- job
- occupation
- career
- career ladder
- income
- needs
- wants
- identity
- lifestyle
- self-esteem
- economy
- career clusters
- transferable skills

# What Is Work?

- **Work** – An activity done to produce or accomplish something.



- ❖ *Can you give examples of work teenagers may perform?*

# A Job or a Career?

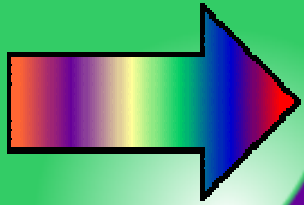
- ***Job*** – Work a person does, usually to earn money.
- ***Occupation*** – Employment that requires related skills and experiences.
- ***Career*** – A series of occupations, usually in the same or related fields, that help you advance in a chosen field of work.

# A Job or a Career?



❖ *Can you explain the difference between a job and an occupation?*

❖ *Jobs may involve as few as one task, but an occupation involves many tasks.*



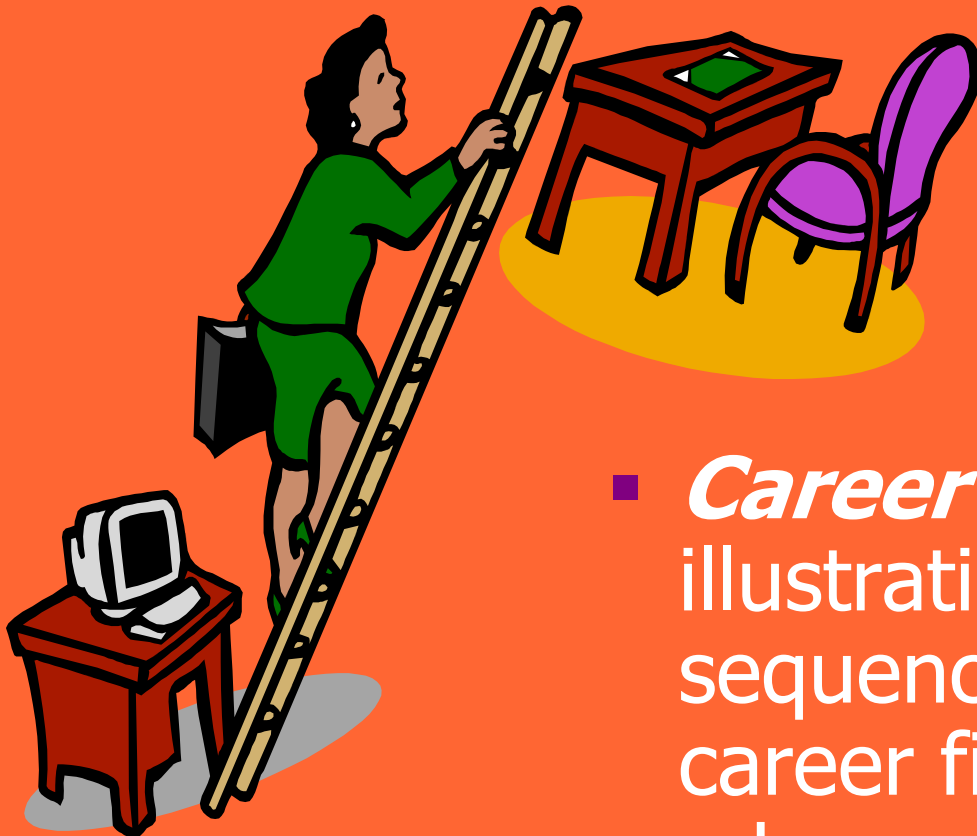
# In Your Opinion



- ❖ *Is delivering newspapers a job or a career?*
- ❖ *Why?*
  - ❖ ***Delivering newspapers is generally a part-time job, because it involves one task.***



# A Job or a Career



- ***Career ladder*** – An illustration that shows a sequence of work in a career field, from entry to advanced levels.

# Career Ladder for a Health Career

Advanced degree  
Bachelor's degree +  
Assoc./B.S. degree  
High school diploma  
Entry level

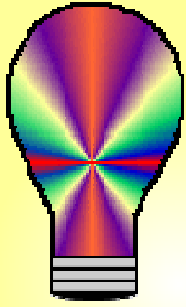
Nursing instructor

Nurse practitioner

Nurse

Nurse assistant

Home health aide



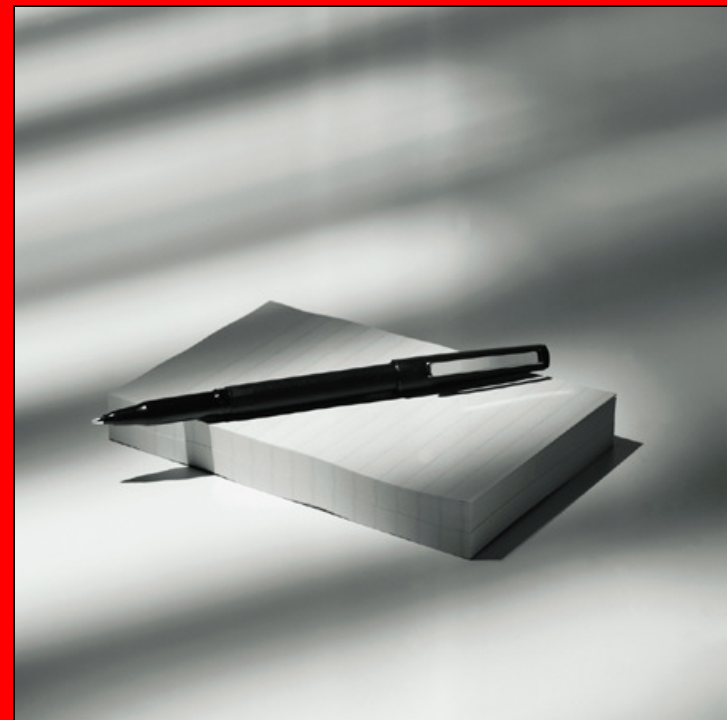
# Think About It

- ❖ *How can volunteer work help students decide what career may be best for them?*



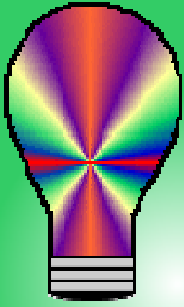
# Work Provides Income

- People work for many reasons.
- ❖ *How many reasons can you name?*



# Work Provides Income

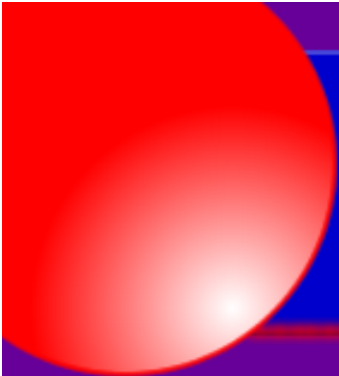
- ***Income*** – The amount of money a person receives for doing a job.
- ***Needs*** – The basics a person must have in order to live.
- ***Wants*** – The items a person would like to have, but are not needed to survive.



# Think About It

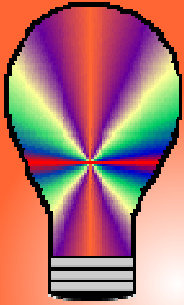


- ❖ *Imagine you have just graduated from high school. You will begin working as a bank teller in a town 15 miles away.*
- ❖ *What would be on your list of wants? needs?*



# Work Influences Identity

- ***Identity*** – The sum of traits that distinguishes a person as an individual.
- There are two parts to your identity:
  - how you see yourself
  - how others see you



# Think About It



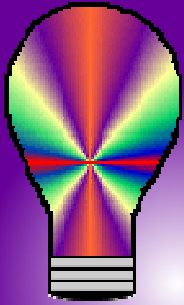
- Your job is a part of your identity.
- ❖ *Give an example of a job. How might it form a person's identity?*



# Work Influences Lifestyle

- ***Lifestyle*** – A person's typical way of life.





# Think About It

- ❖ *How does a job or career affect a person's lifestyle?*
- ❖ *How does a person's income affect lifestyle?*





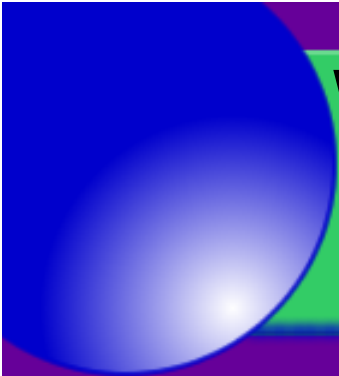
# Work Provides Satisfaction

- An important outcome of work is a feeling of satisfaction or accomplishment, which adds to your self-esteem.
- ***Self-esteem*** – The confidence a person has in himself or herself.

# Work Keeps the Economy Strong



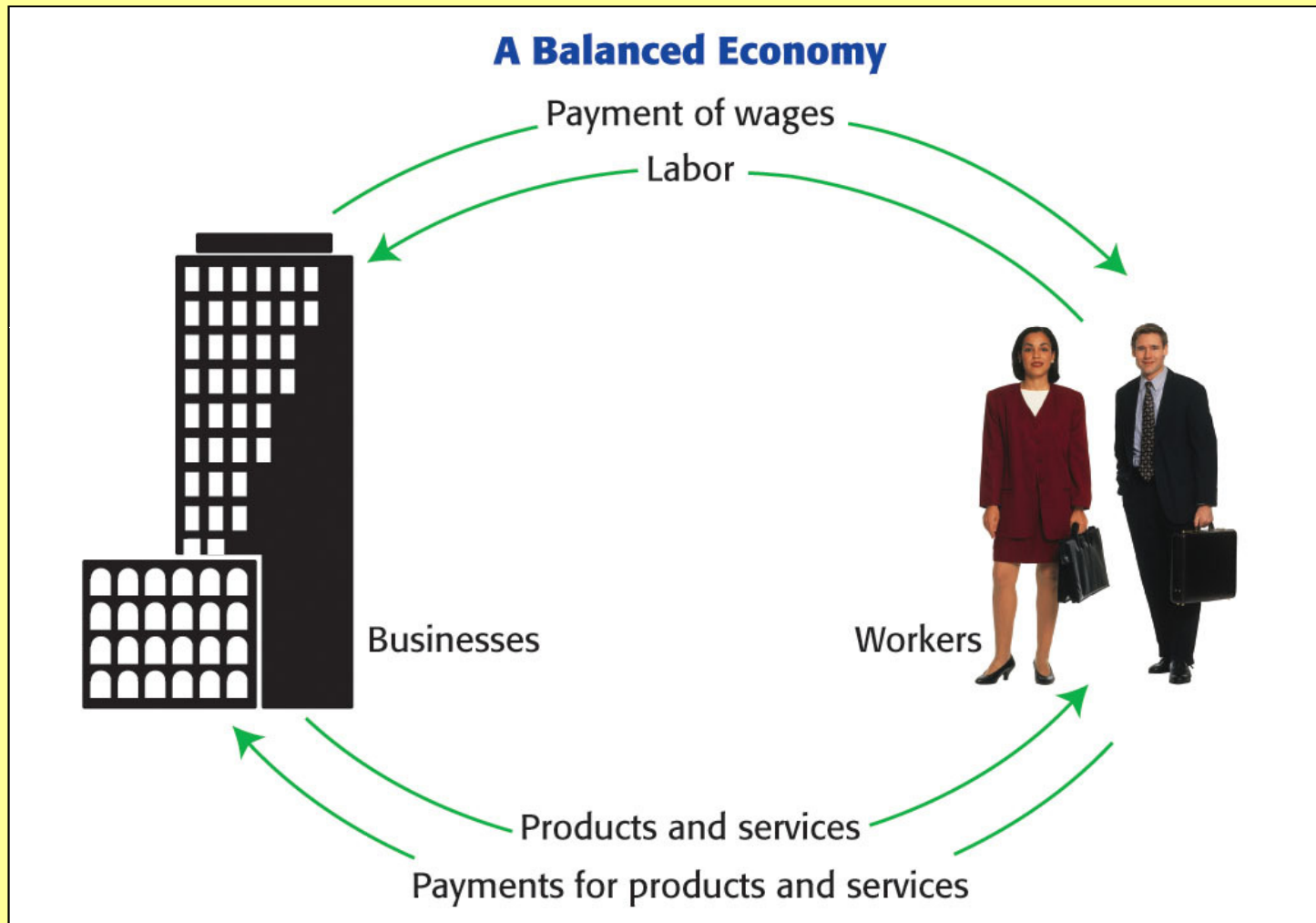
- ***Economy*** – The way goods and services are produced, distributed, and consumed in a society.



# Work Keeps the Economy Strong

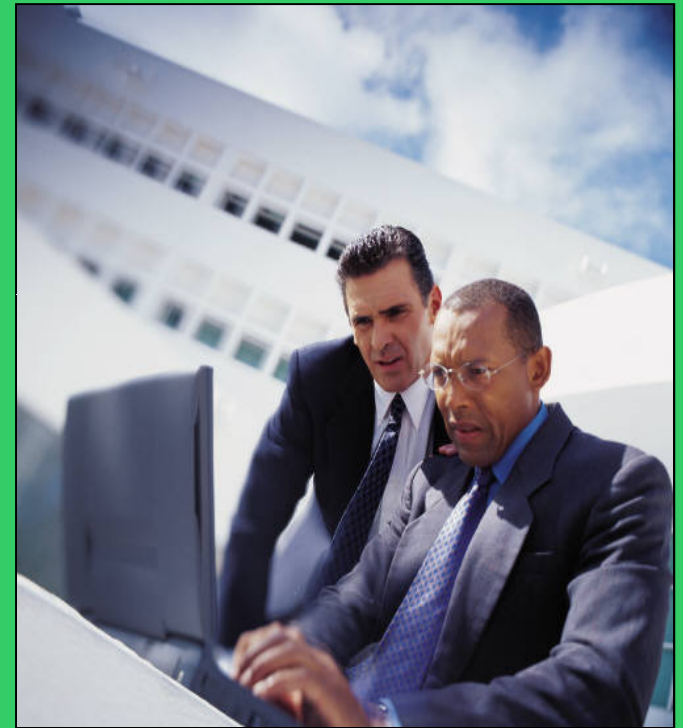
- When people are spending money on goods and services, the economy is considered strong.
- When people are unemployed and not spending money, the economy is considered weak.

# A Balanced Economy



# Work Requires Knowledge and Skills

- What can you bring to the workplace?
  - special skills
  - educational background
  - previous work experiences



# Linking School to Work

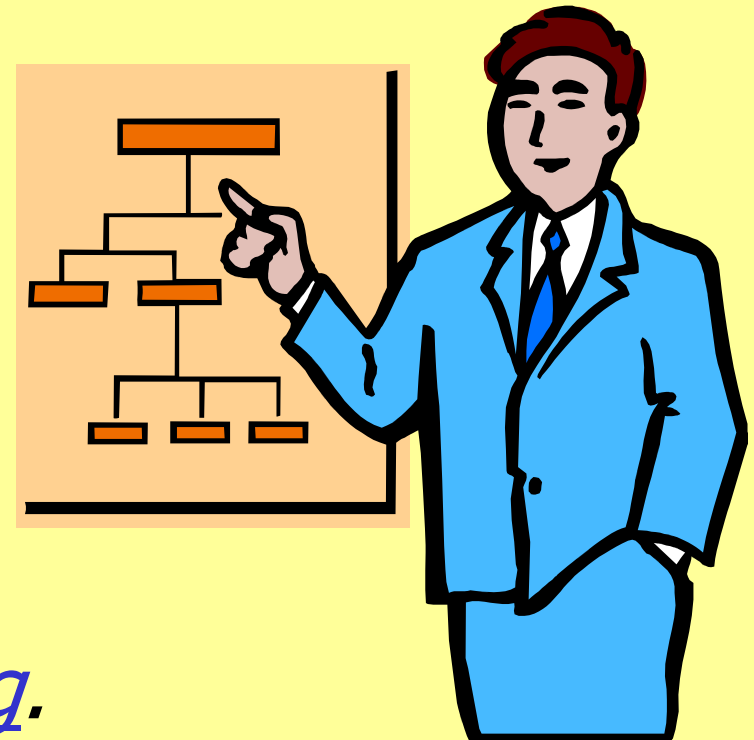
- ***Career clusters*** – The 16 broad groups of occupational and career specialties.
- Each cluster includes several career directions, called *career pathways*.
- All the career choices within a pathway require a set of common knowledge and skills.





# Did You Know?

- ❖ *Hundreds of occupations are classified into the 16 career clusters.*
- ❖ Career clusters are discussed at [www.careerclusters.org](http://www.careerclusters.org).



# Developing a Foundation



- A good foundation includes
  - academic skills
  - thinking skills
  - personal qualities

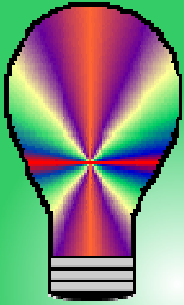
# Developing a Foundation

- *Academic skills* – reading, writing, speaking, listening, math, science, computer skills
- *Thinking skills* – thinking creatively, visualizing ideas, making decisions, thinking critically
- *Personal qualities* – positive attitude, self-esteem, sociability, flexibility, integrity, responsibility, leadership, “team” focus

# Developing Transferable Skills

- ***Transferable Skills*** – Skills used in one career that can be used in another.
  - Example: Instructors use teaching skills to inform their students. Sales managers use similar skills to inform their salespeople.





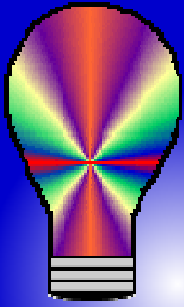
# Think About It

- ❖ *Select an occupation that interests you.*
- ❖ *Make a list of skills used in the occupation.*
- ❖ *Make a list of other occupations in which these same skills can be used.*



# Chapter 1: In the Know

- Work
  - provides income.
  - influences your identity.
  - impacts your lifestyle.
  - provides satisfaction.
  - keeps the economy strong.
  - requires knowledge and skills.



# Chapter 1: Think More About It

- ❖ *What courses are you taking in school that will help you develop the following?*
  - ❖ *academic skills*
  - ❖ *thinking skills*
  - ❖ *personal qualities*