



GEORGIA MIDDLE SCHOOL

Instructional Resources
CAREER, TECHNICAL, & AGRICULTURAL EDUCATION

CAREER DEVELOPMENT

COURSE: Career Management
UNIT 6: Postsecondary Education and Career Goals

INTRODUCTION

Annotation:

In this unit the students will recognize and assess the impact of life roles, understand the need for respect, openness, and acceptance of all human diversity, examine the positive impact of non-traditional careers, and understand the need for advancement of their education in their future career. Students will task a pre and post test, do group and individual activities, and participate in a class discussion.

Grade(s):

<input type="checkbox"/>	6 th
<input type="checkbox"/>	7 th
<input checked="" type="checkbox"/>	8 th

Time:

Eight 50 minute class periods

Author:

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Students with Disabilities:

For students with disabilities, the instructor should refer to the student's IEP to be sure that the accommodations specified are being provided appropriately. Instructors should also familiarize themselves with the provisions of Behavior Intervention Plans that may be part of a student's IEP. Frequent consultation with a student's special education instructor will be beneficial in providing appropriate differentiation. Many students (both with and without disabilities) who struggle with reading may benefit from the use of text reading software or other technological aids to provide access to printed materials. Many of these are available at little or no cost on the internet.

FOCUS STANDARDS

GPS Focus Standards:

MSCM8-4: Students will personalize a self-selected Pathway that meets educational and career goals.

- c) Recognize the importance of educational achievement to the attainment of personal and career goals.
- f) Demonstrate an understanding of how GPA calculations, financial aid information, and postsecondary options can help achieve educational and career goals. Postsecondary options include 2 and 4-year colleges and universities, technical colleges, special-purpose schools, apprenticeships, military, on-the-job training, online courses, etc.

GPS Academic Standards:

ELA8W3 The student uses research and technology to support writing.

M8P5 Students will represent mathematics in multiple ways.

M8P4 Students will make connections among mathematical ideas and to other disciplines.

M8A1 Students will use algebra to represent, analyze, and solve problems.

National / Local Standards / Industry / ISTE:

PS1.R2 Assess the impact of your abilities, strengths, skills, and talents on your career development.

PS1.R10 Assess how your educational achievement (performance) and/or success at work affect your self-concept.

ED1.R1 Evaluate how well you have attained educational achievement and performance levels needed to reach your personal and career goals.

PS3.K1 Recognize that you will experience growth and changes in mind and body throughout life that will impact on your career development.

ED1.R2 Analyze your educational achievement and performance strategies to create a plan for growth and improvement.

ED1.R5 Evaluate the results of your plan for improving educational achievement and performance.

CM5.K3 Identify employment trends that affect your career plans.

CM1.K4 Identify skills and personal traits needed to manage your career (e.g., resiliency, self-efficacy, ability to identify trends and changes, and flexibility).

PS1.R1 Assess how your interests and preferences are reflected in your career goals.

PS1.R2 Assess the impact of your abilities, strengths, skills, and talents on your career development.

ED1.K7 Recognize that your educational achievement and performance can lead to many workplace options.

ED2.R4 Analyze how your knowledge and skills affect your transition from one learning level to the next (e.g., middle school to high school, high school to postsecondary).

ED2.R5 Assess how participation in ongoing learning experiences (e.g., two- and four-year colleges, technical schools, apprenticeships, the military, on-line courses, and on-the-job training) affects your personal and career goals.

ED2.R6 Evaluate how participation in specific education/training programs (e.g., high school career paths and courses, college majors, and apprenticeship programs) affects your ability to function effectively in a diverse and changing economy.

CM1.A1

Give examples of how you use career-planning strategies to attain your career goals.

CM1.R2

Analyze your career plan and make adjustments to reflect ongoing career management needs.

CM1.R3

Re-examine your career goals and adjust as needed.

UNDERSTANDINGS & GOALS

Enduring Understandings:

- Educational achievement plays a vital role in helping students attain personal and career goals.
- Understanding how GPA is calculated and why it's important to strive for the highest possible GPA both provides motivation to do well in school by seeing the relevance of educational success.
- Recognizing financial aid requirements promotes dedication to educational excellence.
- Researching financial aid options exposes opportunities for expanding career options and achieving career success.
- By identifying all available options for education beyond high school, students can make the best possible education decisions.

Essential Questions:

- What elements provide evidence of educational achievement?
- What is the relationship between educational achievement and the attainment of personal and career goals?
- How is GPA calculated, and what is the importance of having the highest possible GPA?
- What are the requirements for obtaining financial aid and how does researching financial aid opportunities contribute to personal and career success?
- What are post-secondary options and why is it important to research all the possible choices?

Knowledge from this Unit:

Students will be able to:

- Identify the various elements of educational achievement.
- Demonstrate how GPA is calculated and understand the importance of GPA.
- Illustrate the relationships between learning and earning.
- Identify financial aid requirements and options.
- List post-secondary options.

Skills from this Unit:

Students will be able to:

- Use Math skills to measure educational achievement.
- Utilize online resources to identify financial aid options.
- Apply computer skills by using spreadsheet software to calculate components of educational achievement, financial aid options, and career success.
- Employ Internet research skills and presentation software skills.

ASSESSMENTS

Assessment Method Type:

- ☐ Pre-test
- ☒ Objective assessment - multiple-choice, true- false, etc.
 - ☒ Quizzes/Tests
 - ☒ Unit test
- ☐ Group project
- ☐ Individual project
- ☒ Self-assessment - May include practice quizzes, games, simulations, checklists, etc.
 - ☐ Self-check rubrics
 - ☐ Self-check during writing/planning process
 - ☐ Journal reflections on concepts, personal experiences and impact on one's life
 - ☐ Reflect on evaluations of work from teachers, business partners, and competition judges
 - ☐ Academic prompts
 - ☒ Practice quizzes/tests
- ☐ Subjective assessment/Informal observations
 - ☐ Essay tests
 - ☐ Observe students working with partners
 - ☐ Observe students role playing
- ☐ Peer-assessment
 - ☐ Peer editing & commentary of products/projects/presentations using rubrics
 - ☐ Peer editing and/or critiquing
- ☒ Dialogue and Discussion
 - ☐ Student/teacher conferences
 - ☐ Partner and small group discussions
 - ☒ Whole group discussions
 - ☒ Interaction with/feedback from community members/speakers and business partners
- ☐ Constructed Responses
 - ☐ Chart good reading/writing/listening/speaking habits
 - ☒ Application of skills to real-life situations/scenarios
- ☒ Post-test

Assessment Attachments and / or Directions:

- **Education Pays Percentage Differences based on Education**
- **GPA Review**
- **Education Options Matching Assignment**
- **Financial Aid for College.ppt**
 - Assessment is integrated within the PowerPoint and may be utilized using student response systems –clickers—also may be completed using paper and pencil or omitted if you choose)
 - If using a CPS or other student response system, you will need to set that up before Lesson 6
- **Unit Test**
 - May also be used for a Pre-test

• LESSON 1: INTRODUCTION & ACTIVATION (DOES EDUCATION PAY?)

1. Identify the standards. Standards should be posted in the classroom.

MSCM8-4: Students will personalize a self-selected Pathway that meets educational and career goals.

- c) Recognize the importance of educational achievement to the attainment of personal and career goals.
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2. Review Essential Question(s). Post Essential Questions in the classroom.
 - What elements provide evidence of educational achievement?
 - What is the relationship between educational achievement and the attainment of personal and career goals?
 - How is GPA calculated, and what is the importance of having the highest possible GPA?
 - What are the requirements for obtaining financial aid and how does researching financial aid opportunities contribute to personal and career success?
 - What are post-secondary options and why is it important to research all the possible choices?
 3. Identify and review the unit vocabulary. Terms may be posted on word wall.

GPA	Quality Points	CTAE
CTSO's	Work Based Learning	Post Secondary Education
OJT	Military	Technical Degree
Associate's Degree	Bachelor's Degree	Master's Degree
Doctoral Degree	Professional Degree	Online Courses
Special Purpose Schools	FAFSA	Grants
Loans	Scholarships	Federal Work Study
H.O.P.E.		

4. Assessment Activity.

- Education Pays Percentage Differences based on Education
- GPA Review
- Education Options Matching Assignment
- Financial Aid for College.ppt
- Unit Test

5. Discussion

Before you begin, be sure you have access to a digital projector and that CM_8-6_Does Education Pay.ppt is working. Make enough copies of **Education Pays (percentage differences based on education).doc** for each student.

1. Begin "Does Education Pay" PowerPoint as students enter and have them do what it says on slide one. You could have them write it on paper, type it if in a lab, or work in groups if you want.
2. Before showing the rest of the slides, you could have some students share responses to get the class focused on the topic

3. Continue the slide show, commenting and asking questions as you go to engage students and foster thinking
4. Handout **Education Pays (percentage differences based on education).doc**
5. Monitor and help students as needed
6. Summarize: TICKET OUT THE DOOR—List 3 things you learned from today's lesson
7. If time allows, share student responses (keeping student identities anonymous)

• LESSON 2: GPA INTRODUCTION & ACTIVITIES

Discussion

1. Review "Education Pays" lesson (ex. Journal entry prompt, verbal response, etc)
2. Introduce GPA using GPA introduction and activity instructions.doc
3. Allow students to use Internet or other available resources or guide them using the answer sheet by allowing them to work in groups or take answers from student volunteers until all answers are filled in—this works better than you might think because it gets the students talking.
4. **GPA Worksheet.xls**—Go over instructions and monitor students by walking around checking their work.
5. Summarize: What does GPA stand for? Why is it important to work for the highest possible GPA? Who uses your GPA to make decisions about you and your future?

• LESSON 3: GPA ASSESSMENT

1. Review how to calculate GPA and why GPA is relevant.
2. Complete **GPA worksheet** if needed.
3. Complete GPA Review.
4. If time allows and you feel it is helpful, reveal answers and have students grade themselves.

• LESSON 4: POST SECONDARY EDUCATION OPTIONS

1. Begin by asking students what is meant by Post-secondary education.
2. Remind students about "Education Pays" bar charts to generate discussion and understanding of the importance of higher learning
3. View **Importance of Post-secondary education.ppt**
4. Have students complete **Educational Opportunities.doc** (finish for HW if necessary)
5. SUMMARIZE: How many post-secondary options can you name from memory?

• LESSON 5: POST-SECONDARY EDUCATION OPTIONS ASSESSMENT

1. Review Post-secondary options
2. Have students complete **Education Options Matching Assignment.doc**
3. Have students grade themselves by either revealing the answer or having them pair up and compare answers.

• LESSON 6: FINANCIAL AID

- * This will likely take the whole period
1. Introduce Financial Aid by asking students how they expect to pay for college. Guide them to understand that there are many sources for money to pay for college (some better than others)
 2. Show **Financial Aid for College.ppt**

3. During the show you may use the Assessment questions incorporated into each section as a practice quiz or pre-assessment to check student understanding and compare to Unit Test Scores.
4. Decide if you want to reveal the correct answers or wait and compare results with unit test.

• LESSON 7: GUEST SPEAKER

1. Introduce Guest Speaker and explain the speaker will provide more information about the topics you have been studying. Remind them you will be taking up the guides. Decide whether you will take a grade or not.
2. Follow along with guest speaker guide and ask questions as needed to get speaker to provide information students need.
3. Follow up with a thank you note if you don't provide a small gift for your speaker.

• LESSON 8: UNIT TEST

1. Allow students to study any materials at their disposal for a few minutes.
2. Give the Unit test (may be done on paper, student response system, scantron, etc).
3. Remember there is a short answer question at the end of the test.

• ATTACHMENTS FOR LESSON PLANS

[Does Education Pay.ppt](#)
[GPA Introduction and activity instructions.doc](#)
[GPA Worksheet.xls](#)
[Importance of Secondary Education.ppt](#)
[Educational Opportunities.doc](#)
[Education Options.ppt](#)
[Financial Aid for College.ppt](#)

• NOTES & REFLECTION:

- **You will need to make arrangements for a guest speaker for Lesson 7, preferably someone from admissions, student recruiting or financial aid from a local college. An option is a counselor. Prepare a small gift or goody bag (ex. School related promotional items or something practical). **IT HELPS TO SEND THE SPEAKER A COPY OF THE "GUEST SPEAKER GUIDE" ahead of time.**
- **SUPPLEMENTAL RESOURCES - Several files not used in lessons are provided for additional knowledge and discussion about unit topics.
- **If a computer lab is not available, assignments can be done by hand with the use of a calculator (if you allow it)
- **Make enough copies of handouts for each student prior to each lesson
- **Financial Aid PowerPoint includes vocal narration which you may or may not find useful. Often, this method of instruction is useful if students are viewing the presentation on their own rather than as a whole class all at once.

UNIT RESOURCES

Web Resources:

- “Education Pays”
http://www.collegeboard.com/prod_downloads/press/cost05/education_pays_05.pdf
http://www.bls.gov/emp/ep_chart_001.htm
- Median Annual Income, by Level of Education, 1990–2006
<http://www.infoplease.com/ipa/A0883617.html>
- FAFSA and Financial Aid Videos
http://www.aie.org/FAFSAMadeEasy/videoarchive_english.cfm

Materials & Equipment:

- Access to computer with digital projector (speakers are a plus)
- Access to a computer lab with Microsoft Office application suite very helpful
- Calculators (optional if you want them to work manually)

What 21st Century Technology was used in this unit?

<input checked="" type="checkbox"/>	Slide Show Software
<input type="checkbox"/>	Interactive Whiteboard
<input checked="" type="checkbox"/>	Student Response System
<input type="checkbox"/>	Web Design Software
<input type="checkbox"/>	Animation Software
<input type="checkbox"/>	Email

<input type="checkbox"/>	Graphing Software
<input checked="" type="checkbox"/>	Calculator
<input type="checkbox"/>	Desktop Publishing
<input type="checkbox"/>	Blog
<input type="checkbox"/>	Wiki
<input checked="" type="checkbox"/>	Website

<input type="checkbox"/>	Audio File(s)
<input checked="" type="checkbox"/>	Graphic Organizer
<input checked="" type="checkbox"/>	Image File(s)
<input checked="" type="checkbox"/>	Video
<input type="checkbox"/>	Electronic Game or Puzzle Maker