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Career Planning

- The job market is constantly changing
- New job skills are needed
- More skills, training, or education required = more income

CTE: Making the Difference

Click on link
Dollars and Sense

Focuses on consumer practices and responsibilities, the money management process, decision-making skills, impact of technology, and preparation for human services careers.
College and Career Initiative

- Education initiative designed to prepare students for a:
  - Lifetime of success
  - Secondary and postsecondary opportunities
  - Career preparation and advancement
  - Meaningful work
  - Active citizenship

- Designed to help students (and parents) make:
  - Wise education choices
  - 21st Century curricula combining
    - rigorous academics and
    - relevant career education
Programs of Study

• Consumer Services
  • Financial Manager Advisor
  • Sales Merchandising – Manager Housing
  • Sales Merchandising – Manager Apparel

• Counseling and Mental Health Services
  • Counselor - Therapist

• Early Childhood Development and Services
  • Early Childhood Educator

• Family and Community Services
  • Dieticians
  • Geriatric Care Manager
  • Social and Community Services Manager

• Personal Care Services
  • Cosmetologists
Financial Manager Advisor
Sales Merchandising – Manager Housing
Sales Merchandising – Manager Apparel

CONSUMER SERVICES
High School

Career Related Electives

• 9th – Principles of Human Services
• 10th – Interpersonal Studies, Fashion Design, Entrepreneurship, or Interior Design
• 11th – Accounting I, Advanced Fashion Design, or Advanced Interior Design
• 12th – Practicum in Human Services or Problems and Solutions

Note - Sequence of courses in your school may be different from the recommended sequence of coursework.
On the Job Training

- Account Collector
- Bank Teller
- Billing and Posting Clerk
- Data Entry Clerk
- Payroll and Timekeeping Clerk
- Sales Consultant
- Retail Salesperson
- Inventory Clerk
- Furnishings Sales Associate
- Showroom Assistant

Note: These experiences may be started and/or completed as part of the high school experience.
Possible Certificates (HS)

- Customer Service
- OSHA CareerSafe

Note: Students may earn all or part of these certificates as part of the high school experience.
Associate Degrees

- Accounting
- Apparel and Accessories Operations
- Business
- Business Administration and Management
- Business Marketing
- Financial Management and Services Management
- Marketing Management and Research

Career Options:
- Accounting Clerk
- Accounting Office Manager
- Assistant Store Manager
- Bookkeeper
- Display Designer
- Furnishings and Equipment Sales Associate
- Merchandise Display
- Procurement Clerk
- Retail Salesperson
- Sales Manager
Bachelor Degrees

- Accounting
- Advertising
- Banking Finance
- Business Administration
- Clothing and Textile Merchandising
- Entrepreneurship
- Family and Consumer Services
- Fashion Merchandising Management
- Financial Management
- Financial Services
- Home Furnishing Merchandising Management
- Human Services and Consumer Sciences
- Marketing
- Merchandising
- Personal Financial Planning
- Public Relations

Career Options:
- Accountant
- Assistant Buyer
- Financial Consultant
- Loan Counselor
- Manufacturer’s Agent
- Personal Financial Advisor
- Sales Manager
- Sales Representative
- Sales Trainer
- Securities/Investment Broker
Graduate Degrees

- Accounting
- Accounting-Audit and Financial Accounting
- Accounting-Government and NFP
- Advertising
- Business Administration
- Fashion Merchandising
- Finance or Financial Management
- General Business
- Human Services and Consumer Sciences
- Management
- Marketing
- Merchandising
- Personal Financial Planning
- Public Relations

Career Options:
- Advertising /Promotions Manager
- Chief Financial Officer
- Financial Analyst
- Financial/Estate Planner
- Financial Manager
- Market Research Analyst
- Personal Financial Manager
- Purchasing Manager
- Vice-President of Sales
Interpersonal Skills Needed

- Active Listening
- Critical Thinking
- Negotiation
- Persuasive
- Reading Comprehension
- Service Oriented
- Social Perceptiveness
- Speaking
- Writing
Careers in Consumer Services

- Accountants and Auditors
- Appraisers and Assessors in Real Estate
- Budget Analysts
- Claims Adjusters, Appraisers, Examiners, and Investigators
- Cost Estimators
- Financial Analysts
- Financial Managers
- Financial Examiners
- Human Resources Specialists
- Insurance Underwriters
- Loan Officers
- Logisticians
- Management Analysts
- Market Research Analysts
- Economists
Careers in Consumer Services

- Meeting, Convention, and Event Planners
- Personal Financial Advisors
- Purchasing Managers
- Buyers, and Purchasing Agents
- Tax Examiners and Collectors, and Revenue Agents
- Bill and Account Collectors
- Bookkeeping, Accounting, and Auditing Clerk
- Tellers
- Real Estate Brokers and Sales Agents
- Securities, Commodities, and Financial Services Sales Agents
- Insurance Sales Agents
- Actuaries
Success in the Workplace

- Networking
- Entrepreneurship
- Income
- Benefits

How to Succeed in the Workplace

Click on link
Entrepreneurship Opportunities

Advantages
- Ownership
- Job satisfaction
- Earning potential

Disadvantages
- Financial risk
- Competition
- No guarantees
Professional Organizations

- American Institute of Certified Public Accountants
- American Society of Appraisers
- National Association of State Budget Officers
- National Association of Public Insurance Adjusters
- American Society of Professional Estimators
References and Resources

Textbook:

Websites:
- Achieve Texas An education initiative designed to prepare students for a lifetime of success
- CTE – Learning that works for America Nationwide, Career Technical Education (CTE) programs are changing, evolving and innovating to better serve the country’s needs.
  [http://www.careertech.org](http://www.careertech.org)
- Occupational Outlook Handbook
  The nation’s premier source for career information
- The Occupational Outlook Handbook Teacher’s Guide
  To assist the students with their career search.
  [http://www.bls.gov/ooh/About/Teachers-Guide.htm](http://www.bls.gov/ooh/About/Teachers-Guide.htm)
- The Texas Work Prep Learning Management System (LMS) designed and hosted by the Texas Workforce Commission. The Job Hunter’s Guide Course – This course will allow the student to gain knowledge and skills to attain employment. The course is approximately an hour and a half long. Students will receive a certificate upon completion of this course. Certificate can be printed and added to their professional portfolio.
  [https://www.texasworkprep.com/texasworkprep.htm](https://www.texasworkprep.com/texasworkprep.htm)

YouTube™:
- How to Succeed in the Workplace
  - Russ Mitchell and Rebecca Jarvis discuss ways to become a professional success with CBS News financial contributor Carmen Wong Ulrich.
  - [http://youtu.be/v4btmhXVXZo](http://youtu.be/v4btmhXVXZo)