

	<i>Lesson title and learning objectives</i>	<i>Resources</i>	<i>Approx time</i>	<i>Jump\$tart Standards</i>
9.1	<p>Career Basics</p> <p>Students will be able to</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 Contextualize the minimum and median wage in your state 	<p>Lesson guide</p> <p>Student Activity Packet</p>	90 mins	<p>Earning Income</p> <ul style="list-style-type: none"> 3a: Evaluate the costs and benefits of investing in additional education or training 3b: Explain how differences in people's life circumstances can affect their opportunity and willingness to further their education or training 3c: Compare earnings and unemployment rates by level of education and training 5c: Discuss the effects of an economic downturn on employment opportunities for people with different characteristics, such as education, experience, employment type, ethnicity, and gender
9.2	<p>Choosing a Career</p> <p>Students will be able to</p> <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 	<p>Lesson guide</p> <p>Student Activity Packet</p>	90 mins	<p>Earning Income</p> <ul style="list-style-type: none"> 4b: Explain why wages or salaries vary among employees in different types of jobs and among workers in the same jobs 5a: Discuss how economic and labor market conditions can affect income, career opportunities, and employment status
9.3	<p>Workplace Skills</p> <p>Students will be able to</p> <ul style="list-style-type: none"> Differentiate between hard skills and soft skills Identify skills necessary for a range of jobs 	<p>Lesson guide</p> <p>Student Activity Packet</p>	85 mins	<p>Earning Income</p> <ul style="list-style-type: none"> 4a: Identify different types of jobs and careers where wages and salaries depend on a worker's productivity and skills

	<ul style="list-style-type: none"> 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 			<ul style="list-style-type: none"> 5a: Discuss how economic and labor market conditions can affect income, career opportunities, and employment status
9.4	<p>Finding a Job</p> <p>Students will be able to</p> <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 	<p>Lesson guide</p> <p>Student Activity Packet</p>	70 mins	<p>Earning Income</p> <ul style="list-style-type: none"> 1a: Research 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 2b: Describe how intangible benefits can affect a worker's career choices and income 2c: Evaluate the tradeoffs between income and non-income factors when making career or job choices
9.5	<p>Your LinkedIn Profile</p> <p>Students will be able to</p> <ul style="list-style-type: none"> Explain the benefits of having a LinkedIn profile as a professional Create a LinkedIn profile and use it to advance your career and grow your network. Understand the importance of having a professional online presence 	<p>Lesson guide</p> <p>Student Activity Packet</p>	100 mins	This lesson does not align with Jump\$tart National Standards.
9.6	<p>Resumes and Cover Letters</p> <p>Students will be able to</p> <ul style="list-style-type: none"> Explain what a resume and cover letter are and how they are used in the hiring process Identify how a resume differs from a LinkedIn profile Write a resume with little to no work experience Create a resume and cover letter for yourself 	<p>Lesson guide</p> <p>Student Activity Packet</p>	105 mins	This lesson does not align with Jump\$tart National Standards.
9.7	<p>Interviewing For a Job</p> <p>Students will be able to</p>	<p>Lesson guide</p>	120 mins	This lesson does not align with Jump\$tart National Standards.

	<ul style="list-style-type: none"> • Incorporate multiple strategies to potentially generate interview opportunities • Prepare yourself physically and mentally for a job interview • Practice answering common job interview questions • Recognize behavioral interview questions and develop a strategy for answering those questions • Review appropriate ways to follow-up after an interview 	Student Activity Packet		
9.8	<p>Outcomes of a Job Interview</p> <p>Students will be able to</p> <ul style="list-style-type: none"> • Professionally negotiate your salary • Describe key job benefits • Compare multiple job offers based on a variety of criteria to determine the best fit • How to react and next steps to follow if you do not get offered the job 	<p>Lesson guide</p> <p>Student Activity Packet</p>	90 mins	<p>Earning Income</p> <ul style="list-style-type: none"> • 1b: Explain why people should evaluate employee benefits in addition to wages and salaries when choosing between job and career opportunities • 1d: Examine the benefits of participating in employer sponsored retirement savings plans and healthcare savings plans • 2b: Describe how intangible benefits can affect a worker's career choices and income • 2c: Evaluate the tradeoffs between income and non-income factors when making career or job choices
9.9	<p>Starting a New Job</p> <p>Students will be able to</p> <ul style="list-style-type: none"> • Read a pay stub and understand how taxes and other deductions are withheld to calculate your net pay • Complete employee paperwork to initiate tax withholdings, direct deposit, health insurance, and 401(k) contributions 	<p>Lesson guide</p> <p>Student Activity Packet</p>	140 mins	<p>Employment and Income</p> <ul style="list-style-type: none"> • 1d: Examine the benefits of participating in employer sponsored retirement savings plans and healthcare savings plans • 7c: Differentiate between gross, net, and taxable income • 9a: Complete IRS Form W-4 <p>Saving</p> <ul style="list-style-type: none"> • 7c: Describe the pros and cons of saving through an employer retirement plan as compared to saving outside of an employer plan <p>Managing Risk</p> <ul style="list-style-type: none"> • 5a: Discuss the advantages of obtaining health insurance

				coverage through an employer plan versus buying private insurance or being uninsured
9.10	<p>Career Success</p> <p>Students will be able to</p> <ul style="list-style-type: none"> Identify important tasks you might not have thought to do prior to starting your new job Explain the benefits of joining a professional organization and identify professional organizations that could help you grow in your career Effectively ask for a raise Create a plan that shows the career path you can take to get to your dream job 	<p>Lesson guide</p> <p>Student Activity Packet</p>	140 mins	<p>Earning Income</p> <ul style="list-style-type: none"> 3a: Evaluate the costs and benefits of investing in additional education or training 4b: Explain why wages or salaries vary among employees in different types of jobs and among workers in the same jobs 5a: Discuss how economic and labor market conditions can affect income, career opportunities, and employment status
9.A	Unit Test	Unit Test		