

Career Plan-it Workbook (senior) is the third in a series of career planning workbooks developed by Career Services.

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Rapua te ara tika mou ake Seek the path that is right for you

Career Plant Workbooks are designed to help New Zealand students take the first giant step in planning a career.

Career planning is a lifelong process every time you move from study to employment or change employment direction, you should refer to your map, your career plan.

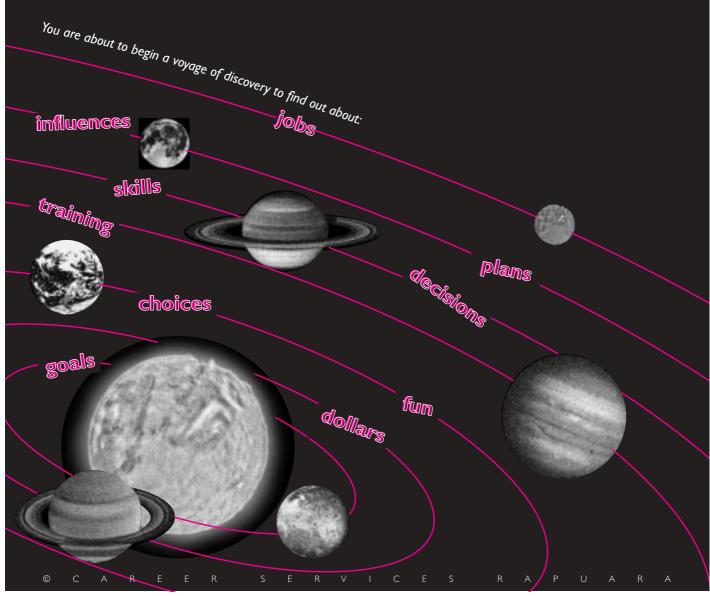
Career Services' consultants can help you to plot your course - see page 32.



Destination: Life

Welcome to Career **Plant**.

This is your survival manual for Planet LIFE.



Where in Orbit are You?

Kei hea koe i tenei wa?

Fill in the statements that reflect where you are now.

I'm concerned about

I think these subjects are wrong

I want to train in

but don't know if I can afford it

Help! I'll be leaving school with no qualifications

Yes/No

(delete one)

I've got some ideas about

but I'm having trouble deciding

I do/do not (delete one) want to live in

town/city

There are so many options to choose from **Yes/No**

(delete one)

My parents want me to

I might not be accepted into

My friends know what they want to do I do/don't
(delete one)

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Star Tracking

Individual profile

Personal Qualities Nga korero pai mou ake

honest	trusting	energetic	courageous	alert	generous
assertive	approachable	interesting	polite	thorough	tactful
observant	frank	gentle	lively	charitable	loyal
efficient	genuine	warm	reliable	discreet	optimistic
co-operative	creative	enthusiastic	organised	vital	punctual
innovative	understanding	responsible	determined	ambitious	dependable
practical	calm	adaptable	down-to-earth	methodical	sociable
reasonable	self-reliant	tolerant	versatile	friendly	sensitive
patient	persevering	caring	һарру	competent	enterprising

List the 10 personal qualities that d	escribe you	best.	
	-		
	_		
	-		
	-		
	_		

junior sp	each statement, giving an example e.g. I feel I am a responsible person. I coacl orts team twice a week.
low ask o	ne of your friends to choose five personal qualities from the list that they feel
escribe y	ou best. Record these below:

Important values in your constellation

Values are your personal beliefs, viewpoints, attitudes and outlook on life. Your values are influenced by your family background, the way you are brought up and your own experiences. Recognising and understanding your values is an important part of your career decision making.

What do you value most in life? He aha nga mea kainga kautia ana e au?

Work through the following list, rating each term with a tick according to how important it is to you.

Not Very Important 1 2 3 4 5 Challenge You enjoy being challenged and given new problems to solve	Not Very Important 1 2 3 4 5 Location You want to work only in particular places and not in others
Communication You enjoy being able to express ideas visually, in writing or in speech	Organisation You would enjoy being part of a well known organisation
Creativity You like thinking up new ideas and ways of doing things	Peace You prefer not to have pressure or challenging demands
Help society You like to think that your work is producing something worthwhile for family, community or society	Precision You like working at things that involve great care and concentration
Independence You like being able to work in the way you want, without others telling you what to do	Pressure

Not Very Important 1 2 3 4 5 Learning It is important for you to learn new things	Not Very Important 1 2 3 4 5 Promotion You like employment where there is a good chance of promotion
Money Earning a large amount of money is important to you	Recognition
Routine You prefer regular tasks and work patterns	Time freedom
Security You would prefer a job that seems to offer you security	Variety
Status You enjoy being in a position that leads other people to respect you	Work alone
Supervision You enjoy being responsible for work done by others	Persuasion
Surroundings You want to be in pleasant surroundings	Risk You like to take risks
Friendship You would or do like close friendships with other people at work	Team work You like to work in a team
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Recognising the part that values play

Ruby is a graphic designer. In her spare time she helps her local theatre with set design.

James teaches business studies at his local polytechnic. In his spare time he coaches a taekwondo class.

Using the values list on pages six and seven to help you, select the values that may have influenced Ruby's and James's career choices.

Ruby	James

Interests and hobbies

He aha nga mea hikaka pai ki ahau

Things you do in your leisure time may increase your chances of getting a job. For example, membership and a coaching role within a local volleyball club may strengthen an application for entry into the Sport and Recreation course at a local polytechnic.

List your interests and hobbies and describe how these may enhance your future training and career prospects.

Interest	How it may help me
	·

Astronomical achievements

Nga tiwhikete me nga mahi kua tutuki e a koe

Record your achievements and suggest how these might add value to your future career prospects. Include things such as sport, cultural group and academic achievements. For example designing the programme cover for the school's drama production may increase the chances of being accepted into the local polytechnic's graphic design and production course.

Achievement	How could this help my career prospects?
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Skills: Gateway to the Galaxy

Nga pukenga o te tangata

A skill is something you are able to do well - like skateboarding, organising a party or playing an instrument. We all have skills. It is useful to identify these and put them into groups so that you can present yourself effectively when you apply for courses or jobs. It also helps you identify other skills you may need to acquire.

The following table gives a description of five core skill groups.

Skill Group	Description
Physical/Practical	Working with things and the
	physical environment; using
	your hands and body skilfully.
Creative/Artistic	Working with words, sound, visuals or
	movement to express ideas/emotions;
	using imagination; being innovative.
Communication/Interpersonal	Working with people;
	interaction or information
	exchange between people;
	using language; understanding.
Organisation/Management	Bringing resources/people
	together; making something
	work together as a whole; using
	initiative and vision; having an
	overall picture or goal.
Information processing	Working with facts, figures,
injornation processing	concepts; using thinking/
	computing skills.
	companie omic.

Which of the above general skill groups do you use the most?

Skill group	Particular skill(s)	How you use it
e.g. information processing	working with facts and figures	working in the school canteen
1		
2		
3		R A P U A R A

Transferable skills

Using your hands

Transferable skills are skills that you can take into work when you leave school.

Work through this list of transferable skills, ticking those that apply to you. Most of the examples relate to home life. Only one or two examples are given - there will be many others. Think of examples from your own life. If necessary, get someone who knows you well to prompt you.

but ope	relating tools berating tools berating machinery berating machinery berating manual dexterity bendling with precision being or repairing repody uscular co-ordination being physically active being things outside	e.g. kits, making clothes e.g. carpentry e.g. drills, food processors e.g. sound equipment as in playing sport as in assembly line, wallpapering, painting e.g. broken bike, skateboard as in skiing, gymnastics as in aerobics, gardening as in camping
ope	perating tools perating machinery riving manual dexterity andling with precision ring or repairing r body uscular co-ordination ring physically active ring things outside	e.g. drills, food processors e.g. sound equipment as in playing sport as in assembly line, wallpapering, painting e.g. broken bike, skateboard as in skiing, gymnastics as in aerobics, gardening
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wr.	ading	last books read?
spe tea	pying (accurately)	as in recipes, diagrams
tea	riting	as in essays
	eaking	on the telephone, or publicly
a.d:	aching or training	in front of groups
ear	iting	e.g. helping a friend with an essay
me	emorising	e.g. people's names
Using your	r senses	
obs	serving, surveying	as in a sports game
exa	amining, inspecting	as in checking signs of sickness
dia	agnosing, determining	as in deciding if food is cooked
sho	owing attention to detail	as in shopping, sewing

\Box	good at	
	counting	as in shopping
	calculating, comput	ing as in balancing a bank account
	keeping financial re	cords as in filing or keeping a database of bills
	managing money	as in saving, allocating
	memorising numbe	rs e.g. phone numbers, remembering dates
	manipulating numb	pers as in maths
Usin	g intuition	
	showing foresight	planning, predicting consequences
	sizing up a person	noticing more than the obvious details
	or situation accurat	ely
	having insight	figuring out why people react the way they d
	acting on gut reacti	ons making decisions, deciding to trust someone
	visualising third dir	mension as in drawings, models, blueprints, memory for faces
Jsin	g analytical think	
	researching, inform	
	gathering	strange town
	analysing, dissectin	
	Organising classify	ng as in filing, organising a CD collection
_	organising, classifyi	
	problem-solving	e.g. working out how to get to a place
	problem-solving separating importan	e.g. working out how to get to a place nt dealing with complaints, or cleaning the
	problem-solving separating important from unimportant	e.g. working out how to get to a place nt dealing with complaints, or cleaning the garage
	problem-solving separating important from unimportant diagnosing	e.g. working out how to get to a place dealing with complaints, or cleaning the garage as in tracing problems to their sources
	problem-solving separating important from unimportant diagnosing systematising, putti	e.g. working out how to get to a place dealing with complaints, or cleaning the garage as in tracing problems to their sources laying out tools or utensils in the order you
	problem-solving separating important from unimportant diagnosing systematising, putti things in order	e.g. working out how to get to a place dealing with complaints, or cleaning the garage as in tracing problems to their sources laying out tools or utensils in the order you will use them
	problem-solving separating important from unimportant diagnosing systematising, putti things in order comparing, perceiving	e.g. working out how to get to a place dealing with complaints, or cleaning the garage as in tracing problems to their sources laying out tools or utensils in the order you will use them
	problem-solving separating important from unimportant diagnosing systematising, putti things in order comparing, perceivi	e.g. working out how to get to a place dealing with complaints, or cleaning the garage as in tracing problems to their sources laying out tools or utensils in the order you will use them as with different brands in the supermarket
	problem-solving separating important from unimportant diagnosing systematising, putti things in order comparing, perceiving	e.g. working out how to get to a place dealing with complaints, or cleaning the garage as in tracing problems to their sources laying out tools or utensils in the order you will use them as with different brands in the supermarket as with cooking, deciding what to wear

	imagining, imaginative	as in figuring out new ways to do things, or
		making up stories
	inventing, creating	as with processes, products, figures, words
	designing, developing	as with new recipes, gadgets
	improvising, experimenting	as in camping when you've left some
		equipment at home
	adapting, improving	as with something that doesn't quite work
		properly
hov	wing helpfulness	
	helping, being of service	as when someone is in need
	sensitivity to others	as in a discussion, argument
	listening	to friends, children, in counselling
i i	developing rapport	as with someone who is initially a stranger
_	conveying warmth, caring	as with someone upset, ill
Ħ.	understanding	as when someone tells you how they feel
i i	drawing out people	as when someone is reluctant to talk
	offering support	as when someone is facing a difficulty alone
ī	representing others'	as when one student tells another what a
	wishes accurately	teacher wants
7	motivating	as in getting people into action
	sharing credit, appreciation	as when working in teams
	healing, curing	as with physical, emotional and spiritual
_		disorders
	counselling, guiding	as when someone doesn't know what to do
sin	g artistic abilities	
7	fashioning or shaping	as in handicrafts, sculpturing
	things, materials	
7	dealing creatively with	as in stained glass, jewellery
	symbols or images	
	dealing creatively with	as in photography, art
	spaces, shapes or faces	
	dealing creatively with colour	rs as in painting, decorating, making clothes
	using words at an	as in poetry, playwriting, novels
	advanced level	

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ising	goo. at	d	
		beginning new tasks	as in starting a group
		ideas, projects	
		initiating relationships	as with a stranger on a bus, train, or at a
			gathering
		organising	as with a team or a game at a picnic
		leading, directing others	as with a field trip, clean-up operation
		promoting change	as in a family, school or community
		making decisions	as in places where decisions affect others
		taking risks	as in sticking up for someone in an argumen
		getting up before a	as in demonstrating a product, making
		group, performing	people laugh, entertaining, public speaking
		selling, promoting,	as with a product, idea, materials in a
		negotiating, persuading	garage sale, argument, recruiting, changing
			someone's mind
Folia	wi	ng through	
		using what others have developed	as in working with a kit
		following through on plans	arriving home on time
	L	attending to details	returning library books
	80	classifying, recording,	materials, ideas, information, letters
		filing, retrieving	
dapted	from 1	Richard Bolles The Three Boxes of Life	
			our top five transferable skills:
			our top five transferable skills:
			our top five transferable skills:
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		e list above, record below y	

Interstellar Influences

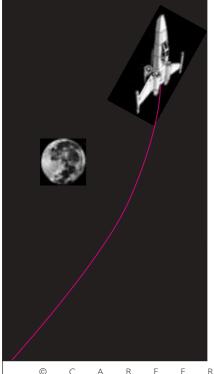
Ko wai te tangata e mana awhina nei i au?

Who influences your career decisions?

Lots of factors can influence your career decisions. These influences can come from family, friends, where you live and your own experience and knowledge. Fill in the following, using the examples as a guideline.



Strong influence	What is the influence?	Why?
e.g. parents	want me to be an accountant	because Dad is one
	- <u></u> -	



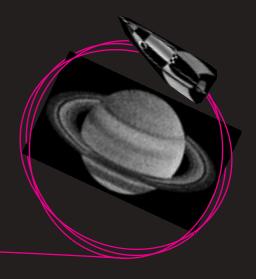
e.g. teache	er			to c	carry	on v	with 1	hei	sul	oject	thusi oject	for t	he
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What is the influence?

Why?

Some influence

Career probe





Families have strong influences on career decision making. In order to discover what has influenced other people in making career decisions, interview a person from each of the following categories:

- a) a family member
- b) a person you admire

To help you do this, design a questionnaire in pairs or small groups. Include questions about influences upon the people you interview, options and information available to them at the time and the career pathways they took as a result. When you are asking questions, start them with: what, when, where, who, why or how?



Voyage of Discovery

Jobs by Interest

A good way of working out your most suitable career options is by reading through and answering the following jobs by interest exercise. There are 11 categories to work through.

- 1 Read each description and write a score in the box that best describes your level of interest in this particular job category.
- Highlight a special work area and the subjects you like within each category. For example, you may be interested in a horticultural career, so highlight nursery services and viticulture under the interests heading, and biology and horticulture under subjects.

Score the categories according to the following scale:-	
1 very interested 2 interested 3 some interes	st 4 neutral 5 not interested
Interests	Subjects Score
Agriculture, horticulture, environment general farming, crops, animals, agricultural services, forestry services, forestry propagation and harvesting, fish collecting, fish farming, nursery services, viticulture environmental services, resource planning, environmental protection, fieldwork. Arts, information, recreation, sport presentation, drama, dance, music, modelling, media studio art, sculpture, photography, ceramics and pottery, art education, review, creative writing, publishing, graphic art, industrial/interior design, fashion design, printing design, carving, building decoration, fashion accessories, sports administration, coaching and performing, leisure industry, outdoor recreation, communications, library and archives, editing and journalism, language.	applied maths physics chemistry, biology horticulture workshop technology maths English drama graphics and design music art P.E.
Computing, electronics, electrical data entry, programming and analysis, computer operators, computer engineering, information processing, user support, computer science, electronics, telecommunications, electronic equipment operation, transmission of power signals, electrical equipment operation, electrical installation and maintenance. Education, health, social work general education, pre- school, primary, secondary, tertiary teaching, vocational training, specialised skills training, life skills, social work, community work, counselling, psychology, medical practice, therapy and natural medicines, pharmaceutica medicine, dentistry, veterinary, medical technologies, health specialties, psychiatry, support services.	English history geography maths

Interests	Subjects	Score
Engineering, construction		
engineering- chemical, mechanical, electrical and civil,	maths	
designing and planning, building construction, services and fitting, construction operations, general labouring,	physics chemistry	
marine construction, structural and general woodwork,	graphics and design	
timber milling, furniture and crafts, surveying, cartography,	grapines and design	
building, carpentry, metal finishing, precision metalwork,	design technology	
stationery plant operation.	art	
Hospitality, tourism, personal services		
accommodation, food and drink service, food	English	
preparation, tour guiding and operating, travel	food technology	
information and planning, passenger services, road,	languages	
rail, sea and air services, home and residential care,	history	
beauty care, funeral services, general public services,	geography	
hairdressing.	first aid	
Law, protection services		
law, legal support services, legal practice, police, security,	English	
investigations. firefighting, health and safety, border control,	history	
fisheries protection, civil rights, army, navy, air force		
Manufacturing and distribution	11 . 1 1	
chemical processing, materials extraction, mass	workshop technology	
production, technical, printing trades, materials handling, stores, driving freight and machinery,	applied maths computer studies	
(specialised crafts)	computer studies	
Office, administration, finance		
politics, corporate management, advisory, city/regional	English	
planning, clerical, business administration, personnel,	accounting	
customer services, small business services, accountancy/	economics	
financial planning, economics, banking, insurance,	languages	
valuation, statistics, actuarial work	computer studies	
Sales and marketing		
wholesale, agricultural sales, technical sales, general retail,	English	
food retailing, clothing, building products, vehicle sales,	languages	
specialised retail, real estate sales, street/market sales,	economics	
telemarketing, demonstrations, sales presentation, public	computer studies	
relations, marketing, sales planning, advertising, exporting,		
importing, custom work		
Science and research		
general physical sciences, physics-based sciences, chemical	maths	
based sciences, general life sciences, plant or animal	physics	
specialisation, food sciences, medical sciences, mathematics	chemistry	
research, applied sciences	biology	

Examining Options

Tino tirohia nga huarahi

Now you have taken an initial broad look at interest areas, there's work to be done actively researching job and training options.

Working through the following case study will help you to research your own career options.

Case study

Mark was always good at English at school and for the last two years he had contributed to the school magazine. During his last year at school, Mark realised he needed to make a decision about his course of study for the following year. However, he needed more information, so he took the following steps:

- made an appointment with his careers adviser
- printed out a range of writing jobs from the New Zealand website
 KiwiCareers (http://www.kiwicareers.govt.nz)
- talked to his English teacher
- looked through information about writing occupations and courses in
 Jobs Galore and Courses Galore books
- called the freephone service **CareerPoint** (0800 222 733) and requested information about writing jobs and training in New Zealand
- attended tertiary open days
- arranged a work placement with a local newspaper as part of his social studies "World of Work" unit
- discussed with his parents **possible contacts** to talk to or visit.

Orbiting options

He aha nga huarahi maku

Using the previous case study to guide you, research 3 career ideas that appeal to you.

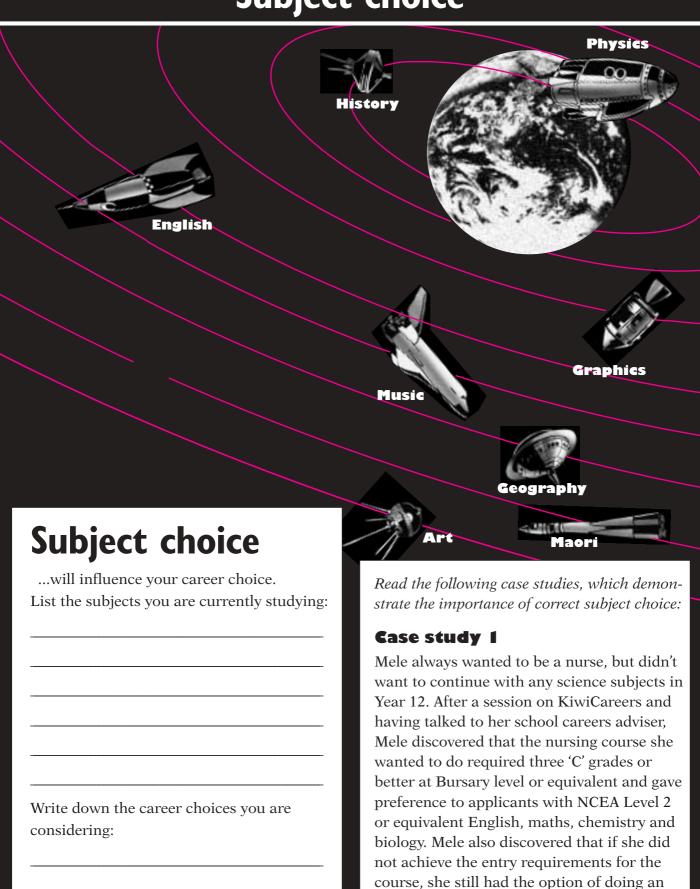
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asks				1	2	3	4	5
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			<u>.</u>					Ш
kills								
Required and related cou	rses							
low prepared am I for th	is option?							
Definitely not an Probably	not an	Neutral	An op	tion I	De	finitel	y an o	ption
option for me option	tor me		should	consider	Ι	need	to act	on

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Tasks					1	2	3	4	5	
					. \square					
					- 📙					
					- 📙					
					-					
Personal qualitie	s									
					-					
					- 🔲					
Skills										
Required and rel	ated course	e								
required and res	aica course.	3								
low prepared an	n I for this c	ption?								
Definitely not an option for me	Probably no option for	t an	Neutral	An o	otion I	Dei	finitely	y an c	ption	
	ontion for	me		should	consider	. I	need	to act	on	

Subject choice



introductory course at university. To give herself the best chance of being accepted into nursing, Mele decided to take chemistry in

Year 12.

Case study 2

Sam had his heart set on becoming a cabinet maker. He had taken suitable subjects and options up to the end of Year 10, but wished to take applied maths in Year 11. The problem was, the specialist cabinet making/joinery certificate he wanted to study preferred its students to have NCEA Level 1 maths. Sam also learned from his careers and workshop technology teachers that the course was extremely popular and was hard to get into these days. Consequently he had no hesitation in taking NCEA Level 1 maths, knowing, like Mele, that if he didn't do too well in certain areas he could still try again at these at the polytechnic's introductory course.



Now follow your own subject choice progression, using the chart below to see whether your subjects fit with the career options you are considering. An example is given to get you started.

NCEA Level 1, School Certificate or equivalent	NCEA Level 2, Sixth Form Certificate or equivalent	NCEA Level 3, Bursary or equivalent	Career option	Subject entry requirements	Career fit
chemistry	chemistry	chemistry	nursing		✓
maths					

Next year's plan

Good planning involves having choices or alternatives as you and your interests and skills change. To help you plan for the future, fill out the following:

My next year's plan is: **School subjects** Family, friends, relationships Sports/interests Work - holiday/part-time/work experience My goals - short/long term Short-term_ Long-term_

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Me pehea te utu i o whakaakonga

There are many ways to train and many sources of funding to assist you. Some common sources of finance are:

- (\$) Income from employment (full-time or part-time jobs)
- \$ Student allowance

\$ Student loan

\$ Training benefit

- (\$) Youth allowance
- (\$) Assistance from family
- (\$) Personal loans e.g. from banks
- (\$) Scholarships and study awards
- (\$) Maori and Pacific Island scholarships and awards

Consider your own situation

Using the above list, write down any funding you may be eligible for and where to find it.

unding	Where to find	lit		
sudget Exercise	Annual	Fortnightl		
student loan				
student allowance				
bursary				
other grants/scholarships				
income from job				
rent/accommodation				
electricity/gas/phone				
transport				
fees				
texts				
food				
entertainment				
clothing				
personal/medical costs				
insurances				
miscellaneous				

V I C E S

Decision making

Now you've examined the key factors, such as influences, interests, skills and values, you will need help to make decisions about where your career should go from here.

The decision-making process will help you turn possible career options into specific career goals.

Deciding about your future is seldom straightforward and it's easy to put off hard decisions.

Don't forget there is an element of risk present in most decisions. The risk can be financial, emotional, physical or intellectual. The amount of risk you take is a personal matter.

Few decisions are absolutely irreversible. However, it's important to think through the likely consequences of your decisions.

Finally, decision-making is not just a rational process. You need to use your intuition and act on what 'feels right'.

In summary:

Be clear about:

- what the choices are
- what you need to know
- what is important to you
- your options
- the risks involved
- the advantages and disadvantages

and then:

- decide
- act on your decision
- review your decision

One way of sifting through ideas is to write down the advantages and disadvantages of each of your possible options.

Fill in the pros and cons in the table below to help you clarify possible options.

e.g. t		Option					dvantages Disadvantag						Disadvantages			
c.g. t	trainee chef			course avel co	-	olyte	ch		shift work some weekend work will aff sport, social and family life					ct		
e.g.																
e.g.																

Action Stations

Putting plans into action

Planning in ordinary life

You use the same processes planning for a career as you do planning in ordinary life. For example, the senior ball is looming in two months time and you would probably plan for such things as:-

- getting money for the ticket and possible costume hire or new outfit
- what to wear
- who to go with
- how to get there and get home

Now you need to take action in planning for a career. This means writing an action plan. Your research into career options has helped sift out what you really want to do. Most of the hard work and thinking has already been done.

An action plan has:-

Goals - short and long-term clearly stating what you want

Action steps identifying the specific steps necessary to achieve your

goals, placing these in a logical order

Dates setting dates for each step and for achieving your goals

Resources listing money, materials, workspaces needed for any of the steps

People listing the people who can help you and at what stages

listing those who can check your plan with you

Plan no 1

Review setting dates for looking at progress, being prepared to

change as circumstances change

Below is an action plan example. Read carefully through this and then write your own action plan for two of your career options.

Action Plan Example

My goal is: to become an electronics engineer Date to be achieved by: 2010

Logical ste	ps	Date
Step 1	Gain bursary in physics, maths, chemistry, English	2005
Step 2	Study Bachelor of Engineering at university	2006 - 2009
Step 3	Seek employment as graduate trainee or electronics engineer	2010
Resources	computer for study, part-time job to start saving for university, use local library more for study	
People	list the people who can help you and at what stage list those people who can check your plan with you	
Review date	set dates for looking at progress and be prepared to change as circumstances change	
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My Action Plan Put together plans for two of your short-listed options using the outline below. Plan No. My goal is:__ Date achieved by: __ Resources I need: Logical steps Step 5 Step 4 People who can help me: Step 3 Step 2 Review date: Step I Plan No. _____ My goal is:____ Date achieved by: _____ Resources I need: Logical steps Step 5 Step 4 People who can help me: Step 3 Step 2 Review date: Step I

My Action Plan Put together plans for two of your short-listed options using the outline below. Plan No. ____ My goal is:____ Date achieved by: _____ Resources I need: Logical steps Step 5 Step 4 People who can help me: Step 3 Step 2 Review date: Step I Plan No. _____ Date achieved by: My goal is:_____ Resources I need: Logical steps Step 5 Step 4 People who can help me: Step 3 Step 2 Review date: Step I



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CareerCentres

KiwiCareers

Unsure about which career to choose? Visit the Career Services' KiwiCareers website. It has over 650 general job outlines, including information about education and entry requirements, a salary range and interviews with New Zealanders doing the job.

Try KiwiCareers Pathfinder – a free online guidance programme that gives you career ideas and advice that will help you plan your future.

CareerPoint is Career Services' freephone service and provides free information and advice about career and training options.

Freephone: 0800 222 733

Monday to Friday: 9am- 9pm

Saturday: 10am - 2pm Fax: (04) 801 2731

Email: careerpoint@careers.govt.nz





