



Let's Inspire Young People to Reach Their Full Potential.

I appreciate your participation in my presentation!

In the following pages, you'll find the PowerPoint slides you requested.

In addition to the slides, I want to share some valuable resources and ways you can stay connected to the mission of shifting the paradigm in our homes, classrooms, places of business, and communities.

CHECK OUT THE [COMPETITIVE ADVANTAGE TRACK](#)—IT'S FREE!

Using these easy, plug-and-play videos and activities, you can inspire your learners to build a personal competitive advantage—one skill at a time. Teachers, parents, and facilitators in any learning environment can use the **Competitive Advantage Track** with learners in middle school through college, and even beyond.

With almost zero prep, it can be a bellringer exercise, a full lesson, or an ongoing topic. Access the Competitive Advantage Track today and help your learners build a powerful, personal competitive advantage!

[Click on the video to get started](#)

CONNECT WITH ME



[Forbes.com Channel](#)



[LinkedIn](#)



[YouTube](#)



[Instagram](#)



[Facebook](#)



[X](#)

If you're looking to make a bigger difference with the young people you influence, I'd love to help. Visit [MarkCPerna.com](#) for more information or call us at **330.840.2680**.

I appreciate and applaud your commitment to the next generation, and I hope we can stay in touch. Enjoy the PowerPoint slides!

MARK C. PERNA
SPEAKER | AUTHOR | CEO



Visit MarkCPerna.com for FREE resources and information about Mark's award-winning bestseller
Answering Why: Unleashing Passion, Purpose, and Performance in Younger Generations

WELCOME... 

Unleashing Passion, Purpose, and Performance in Younger Generations

PRESENTED BY
MARK C. PERNA *Speaker, Author, and CEO*

CONNECT WITH MARK NOW ON SOCIAL MEDIA:
@MarkCPernaLeadership | @markperna
linkedin.com/in/markperna | @mark_c_perna

TFSresults.com | mark.perna@tfsresults.com | 330.840.2680

1

The Shifting Landscape
Education & Workforce Development 

2

The World Has Changed 

3

THE GLOBAL SKILLS GAP 

- **60%** of employers believe skills gaps in local labor markets will be one of the greatest barriers to their business transformations
(World Economic Forum "Future of Jobs" report)
- **Nearly nine in ten executives and managers** say their organizations either face skill gaps already or expect gaps to develop within the next five years
(McKinsey Global Survey)
- **\$11.5 trillion** in global GDP could be lost by 2028 if organizations do not take action to close their skills gaps
(World Economic Forum "Future of Jobs" report)

4

THE FUTURE OF SKILLS 

- **Up to 40%** of core job skills are expected to change by 2025; and **50%** of employees will need to learn new skills
(World Economic Forum "Future of Jobs" report)
- **375 million workers globally** might have to change occupations in the next decade to meet companies' needs
(McKinsey Global Survey)
- **66%** of workers in Australia, UK and US said L&D opportunities make or break their decision to take a job or stay at a company
(HigherEd Dive)

5

The World Has Changed 

6

Visit MarkCPerna.com for FREE resources and information about Mark's award-winning bestseller
Answering Why: Unleashing Passion, Purpose, and Performance in Younger Generations



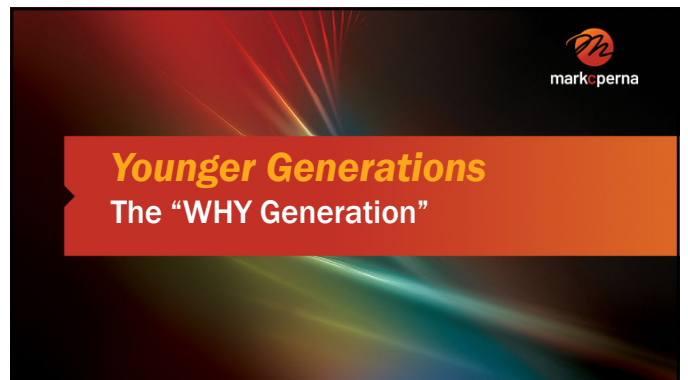
7



8



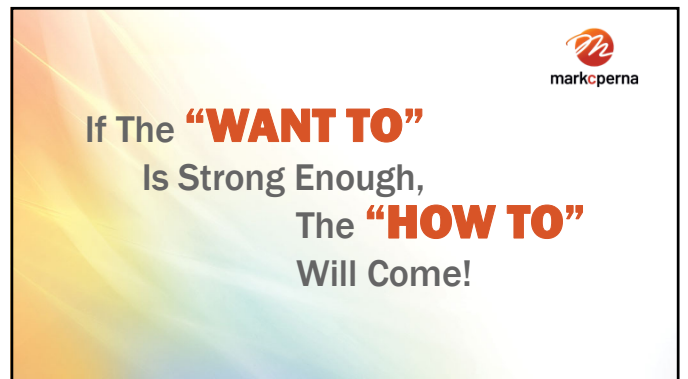
9



10

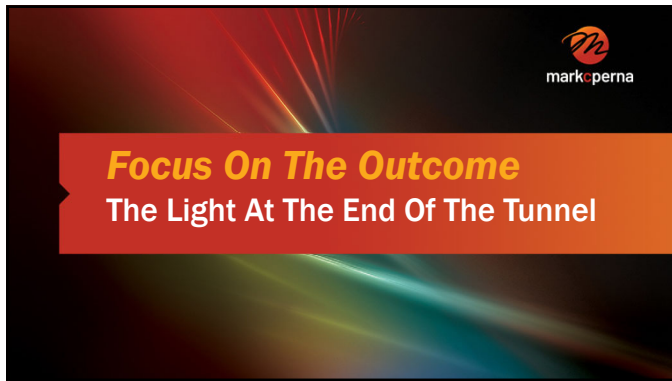


11



12

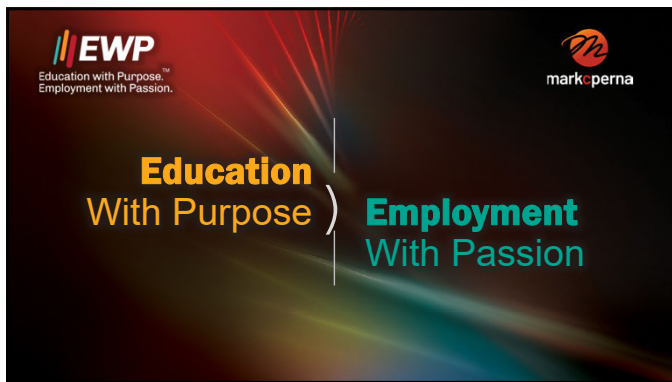
Visit MarkCPerna.com for FREE resources and information about Mark's award-winning bestseller
Answering Why: Unleashing Passion, Purpose, and Performance in Younger Generations



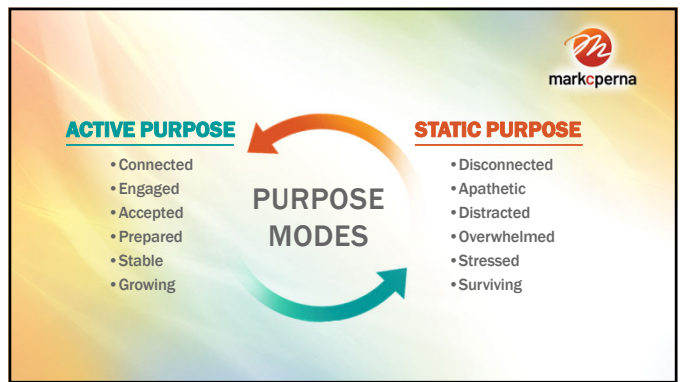
13



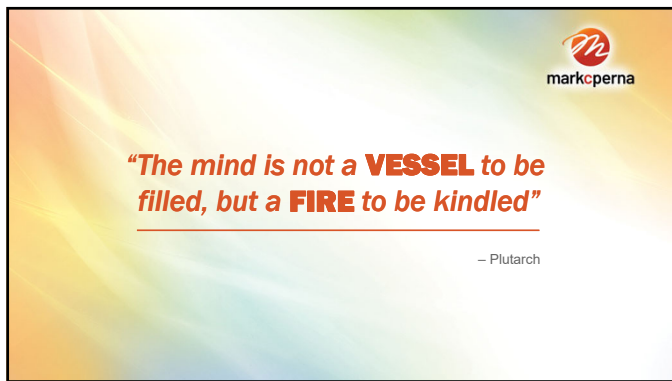
14



15



16

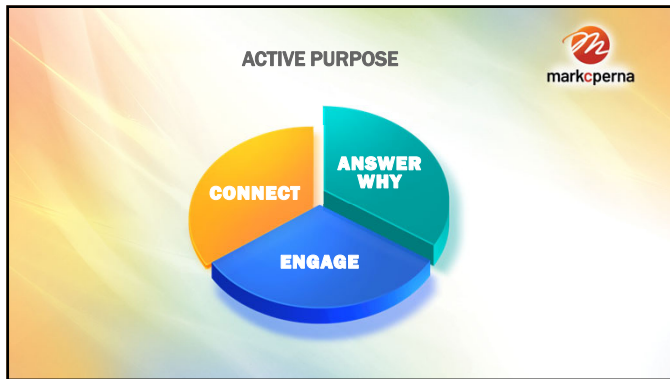


17



18

Visit MarkCPerna.com for FREE resources and information about Mark's award-winning bestseller
Answering Why: Unleashing Passion, Purpose, and Performance in Younger Generations



19

- Human Connection
 - Human Needs Met
 - Respect
 - Trust
 - Boundaries & Expectations
 - Consequences
 - Punitive/Payoff
- Empathetic Communication
 - Active Listening
 - Meet Them Where They Are
 - Validate Their Circumstances
 - Check-Ins
- Winning Hearts & Minds
 - Empowering Performance

20

Do you see me?
 Do you hear me?
 Do I matter?

21

- Human Connection
 - Human Needs Met
 - Respect
 - Trust
 - Boundaries & Expectations
 - Consequences
 - Punitive/Payoff
- Empathetic Communication
 - Active Listening
 - Meet Them Where They Are
 - Validate Their Circumstances
 - Check-Ins
- Winning Hearts & Minds
 - Empowering Performance

22

- Ownership
 - Control, Choice, and Voice
- Encouragement
 - Positive Attention
- Experience is Everything
 - Emboldened
 - Enthusiasm
- Real World Impact
 - Solution-based
- Perfection

23

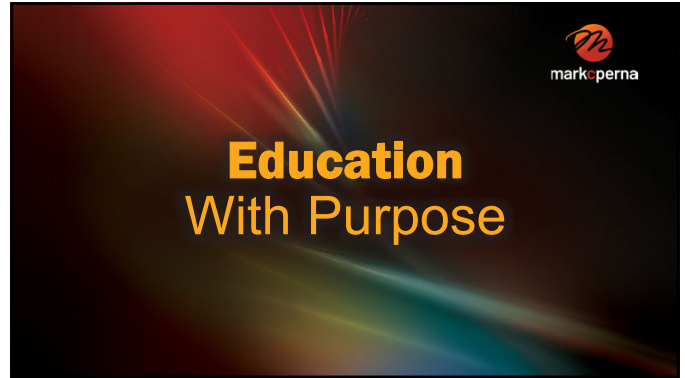
- Light At The End Of The Tunnel
 - The Big Picture & Positive Framing
 - Why Would Anyone Do This?
 - Tips For Success (Hacks)
 - Relevance To Their Journey

24

Visit MarkCPerna.com for FREE resources and information about Mark's award-winning bestseller *Answering Why: Unleashing Passion, Purpose, and Performance in Younger Generations*



25



26

Georgetown University Center for Education and Workforce

Estimates **1/3rd** of nation's top-performing high school students (SAT over 1,000) **do not obtain a college degree...** and yet nearly all of them attempt college.

27

Strada-Gallup Education Network College Student Survey
32,000 students representing 43 random 4-year institutions

- Only **34%** of students believe they will graduate with the skills and knowledge to be successful in the job market and workplace
- Only **50%** believe their major will lead to a good job

28

College Completion
Wall Street Journal

- **40%** of all college students drop out
- Of the 60% that earn a degree in 6 years, **20%** will end up chronically underemployed
- This means for every 5 students, **only 2** will graduate and find a job based on their degree

29

College Enrollment
Wall Street Journal

- Percentage of students who enrolled in college after high school has fallen to **62%**
- **3 million** fewer students in college annually
- **2/3** of high school students think they will be just fine without a college degree

30

Visit MarkCPerna.com for FREE resources and information about Mark's award-winning bestseller
Answering Why: Unleashing Passion, Purpose, and Performance in Younger Generations




Cost of College in America
Wall Street Journal

- **\$36k/year** to attend a public college
- Average time to earn a degree is **5 years**
- **\$36k x 5 + student loan debt service + opportunity cost** of not working while in school = real cost of college, **now topping \$300,000**




31



College Debt in America
As Reported by Major News Agencies

- **\$1.6 Trillion** In Total Student Loan Debt
- **\$176 Billion (11%)** Over 90-Days In Default
- **44.2 Million** People Carry Student Loan Debt
- **4.86 Million** People Are Over 90-Days In Default
- **3,000 Defaults** Per Day in America



32



College Debt in America
Business Insider, Survey of Millennials

- **90%** Did Not Fully Understand Their Student Loan Terms & Conditions
- **84%** Borrowed More Than They Needed And Also Accrued Credit Card Debt
- **83%** "It Was A Mistake Attending An Expensive College"



33



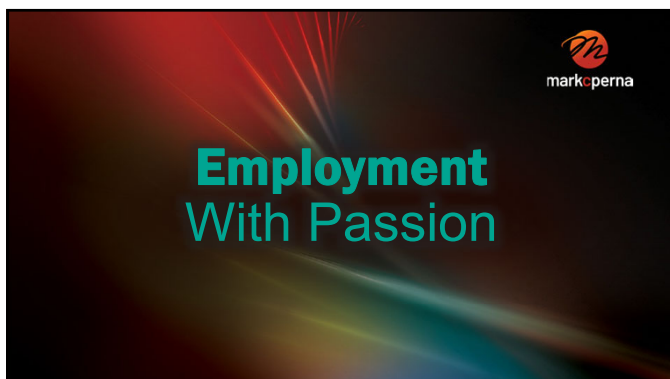
Etiquette Gap Among Recent College Graduates
Intelligent.com, Survey of Managers, Directors, and Executives Involved in Hiring

At the Interview:


- **53%** Struggled with Good Eye Contact
- **50%** Asked for Unreasonable Compensation
- **47%** Dressed Inappropriately
- **27%** Used Inappropriate Language
- **21%** Refused to Turn On Camera During Virtual Interview
- **19%** Brought a Parent to the Interview



34



Employment With Passion




35

THE GROWING SKILLS GAP

9.5 million open jobs in the U.S. (historic high).
By 2030, there will be a labor shortage of more than **85 million** people that could result in **\$9.5 trillion** lost in annual revenue.
(Source: Korn Ferry)

- **Train through the transition**
 - Technical competencies and professional skills
- **Tap new talent pools**
 - Requirements/Responsibilities
 - Degrees really needed?
 - Multiple years of experience for entry level?
 - Hire skill sets, not work history
- **Connect with rising generations**
 - Purpose, not just paycheck
 - Mental health resources
 - Social and environmental responsibility



36


Visit MarkCPerna.com for FREE resources and information about Mark's award-winning bestseller *Answering Why: Unleashing Passion, Purpose, and Performance in Younger Generations*



Transitioning to Skills-Based Hiring

- Nearly **70%** of U.S. jobs require a bachelor's degree, but only **37%** of the workforce has one (OpportunityAtWork; U.S. Census Bureau)
- Skills-first hiring** increases the talent pool for Gen Z by **10.3x** and Millennials by **9x** (LinkedIn)
- 45%** of companies intend to eliminate bachelor degree requirements for some positions in **2024** (Intelligent.com)

37





THE GROWING SKILLS GAP

9.5 million open jobs in the U.S. (historic high).
By 2030, there will be a labor shortage of more than **85 million** people that could result in **\$8.5 trillion** lost in annual revenue. (Source: Korn Ferry)


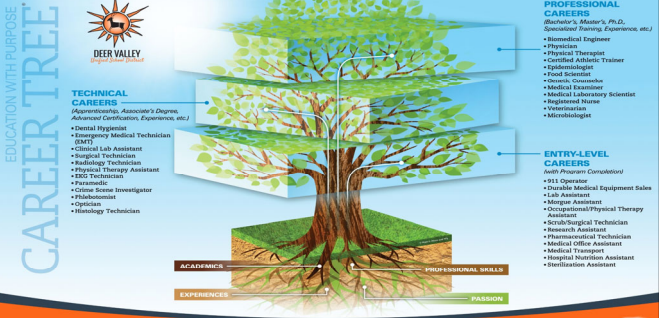
- Train through the transition**
 - Technical competencies and professional skills
- Tap new talent pools**
 - Requirements/Responsibilities
 - Degrees really needed?
 - Multiple years of experience for entry level?
 - Hire skill sets, not work history
- Connect with rising generations**
 - Purpose, not just paycheck
 - Mental health resources
 - Social and environmental responsibility

38

Education With Purpose | **Employment With Passion**

39

TECHNICAL CAREERS
(Apprenticeship, Associate's Degree, Advanced Certification, Experience, etc.)

- Dental Hygienist
- Emergency Medical Technician (EMT)
- Clinical Lab Assistant
- Surgical Technician
- Radiology Technician
- Physical Therapy Assistant
- EKG Technician
- Paramedic
- Crime Scene Investigator
- Phlebotomist
- Optician
- Histology Technician

PROFESSIONAL CAREERS
(Bachelor's, Master's, Ph.D., Specialized Training, Experience, etc.)


- Biomedical Engineer
- Physician
- Physical Therapist
- Certified Athletic Trainer
- Epidemiologist
- Food Scientist
- Genetic Counselor
- Medical Examiner
- Medical Laboratory Scientist
- Registered Nurse
- Veterinarian
- Microbiologist

ENTRY-LEVEL CAREERS
(with Program Completion)


- 911 Operator
- Durable Medical Equipment Sales
- Lab Assistant
- Morgue Assistant
- Occupational/Physical Therapy Assistant
- Scrub/Surgical Technician
- Research Assistant
- Pharmaceutical Technician
- Medical Office Assistant
- Medical Transport
- Hospital Nutrition Assistant
- Sterilization Assistant

ACADEMICS | **EXPERIENCES** | **PROFESSIONAL SKILLS**

BIOMEDICAL SCIENCE



40

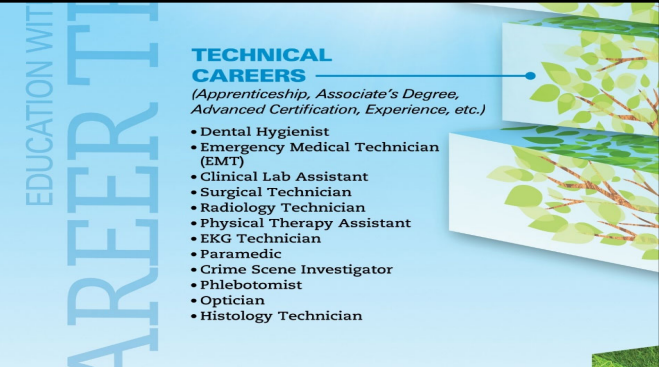


ENTRY-LEVEL CAREERS
(with Program Completion)

- 911 Operator
- Durable Medical Equipment Sales
- Lab Assistant
- Morgue Assistant
- Occupational/Physical Therapy Assistant
- Scrub/Surgical Technician
- Research Assistant
- Pharmaceutical Technician
- Medical Office Assistant
- Medical Transport
- Hospital Nutrition Assistant
- Sterilization Assistant

PROFESSIONAL SKILLS

41



TECHNICAL CAREERS
(Apprenticeship, Associate's Degree, Advanced Certification, Experience, etc.)

- Dental Hygienist
- Emergency Medical Technician (EMT)
- Clinical Lab Assistant
- Surgical Technician
- Radiology Technician
- Physical Therapy Assistant
- EKG Technician
- Paramedic
- Crime Scene Investigator
- Phlebotomist
- Optician
- Histology Technician

42

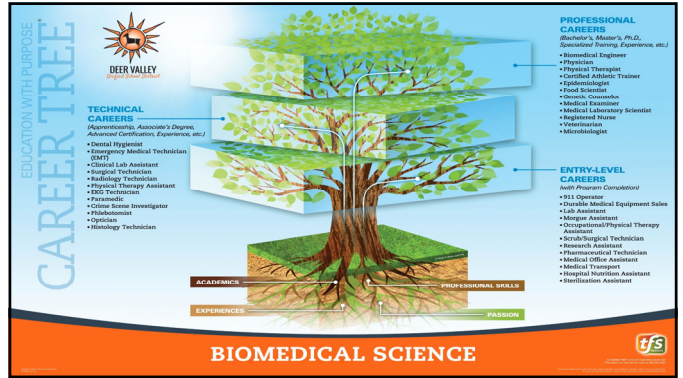
Visit MarkCPerna.com for FREE resources and information about Mark's award-winning bestseller *Answering Why: Unleashing Passion, Purpose, and Performance in Younger Generations*



PROFESSIONAL CAREERS
(Bachelor's, Master's, Ph.D., Specialized Training, Experience, etc.)

- Biomedical Engineer
- Physician
- Physical Therapist
- Certified Athletic Trainer
- Epidemiologist
- Food Scientist
- Genetic Counselor
- Medical Examiner
- Medical Laboratory Scientist
- Registered Nurse
- Veterinarian
- Microbiologist

43



DEER VALLEY

TECHNICAL CAREERS
(Apprenticeship, Associate's Degree, Advanced Certification, Experience, etc.)

- Dental Hygienist
- Emergency Medical Technician (EMT)
- Clinical Lab Assistant
- Surgical Technician
- Radiology Technician
- Physical Therapy Assistant
- EKG Technician
- Parasitology
- Clinical Science Investigator
- Phlebotomist
- Optician
- Histology Technician

PROFESSIONAL CAREERS
(Bachelor's, Master's, Ph.D., Specialized Training, Experience, etc.)

- Biomedical Engineer
- Physician
- Physical Therapist
- Certified Athletic Trainer
- Epidemiologist
- Food Scientist
- Genetic Counselor
- Medical Examiner
- Medical Laboratory Scientist
- Registered Nurse
- Veterinarian
- Microbiologist

ENTRY-LEVEL CAREERS
(With Program Completion)

- EMT Operator
- Durable Medical Equipment Sales
- Lab Assistant
- Manager Assistant
- Occupational/Physical Therapy Assistant
- Research Assistant
- Pharmaceutical Technician
- Medical Laboratory Assistant
- Medical Transport
- Hospital Volunteer Assistant
- Sterilization Assistant

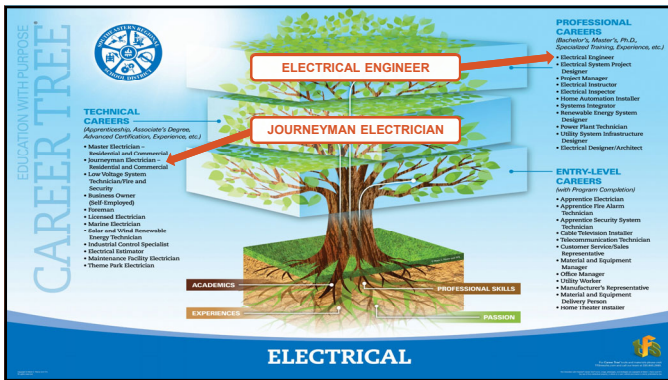
ACADEMICS | **PROFESSIONAL SKILLS**

EXPERIENCES | **PASSION**

BIOMEDICAL SCIENCE

tfs

44



TECHNICAL CAREERS
(Apprenticeship, Associate's Degree, Advanced Certification, Experience, etc.)

- Master Electrician
- Residential and Commercial
- Supervisory Electrician
- Residential and Commercial
- Low Voltage Systems Technician/Pipe and Specialty
- Electrician (Self-Employed)
- Electrician
- Licensed Electrician
- Motor Electrician
- Solar and Wind Renewable Energy Technician
- Industrial Control Specialist
- Electrical Inspector
- Maintenance Facility Electrician
- Theme Park Electrician

PROFESSIONAL CAREERS
(Bachelor's, Master's, Ph.D., Specialized Training, Experience, etc.)

- Electrical Engineer
- Electrical Systems Project Designer
- Project Manager
- Electrical Inspector
- Electrical Inspector
- Control Automation Specialist
- Systems Integrator
- Renewable Energy Systems Designer
- Power Plant Technician
- Utility Systems Infrastructure Designer
- Electrical Designer/Architect

ENTRY-LEVEL CAREERS
(With Program Completion)

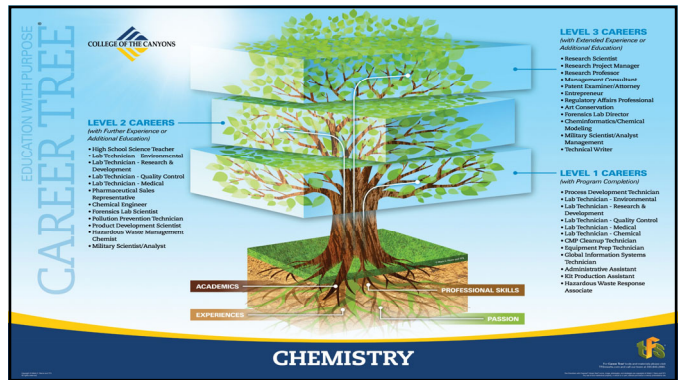
- Apprentice Electrician
- Apprentice Fire Alarm Technician
- Apprentice Security System Technician
- Cable Television Installer
- Telecommunication Technician
- Customer Service/Sales Representative
- Office Manager
- Utility Worker
- Manufacturer's Representative
- Material and Equipment Delivery Person
- Home Theater Installer

ACADEMICS | **PROFESSIONAL SKILLS**

EXPERIENCES | **PASSION**

ELECTRICAL

45



LEVEL 2 CAREERS
(With Further Experience or Additional Education)

- High School Science Teacher
- Lab Technician - Environmental Development
- Lab Technician - Quality Control
- Lab Technician - Medical Representative
- Chemical Engineer
- Pharmaceutical Sales Representative
- Pollution Prevention Technician
- Product Development Scientist
- Hazardous Waste Management Chemist
- Military Scientist/Analyst

LEVEL 3 CAREERS
(With Extensive Experience or Additional Education)

- Research Scientist
- Research Project Manager
- Research Professor
- Entrepreneur
- Patent Examiner/Attorney
- Regulatory Affairs Professional
- Art Conservation
- Forensic Lab Director
- Cheminformatics/Chemical Modeling
- Military Scientist/Analyst
- Technical Writer

LEVEL 1 CAREERS
(With Program Completion)

- Process Development Technician
- Lab Technician - Environmental Development
- Lab Technician - Quality Control
- Lab Technician - Chemical
- GMP Cleaning Technician
- Equipment Prep Technician
- Global Information Systems Technician
- Administrative Assistant
- Kit Production Assistant
- Hazardous Waste Response Associate

ACADEMICS | **PROFESSIONAL SKILLS**

EXPERIENCES | **PASSION**

CHEMISTRY

46



LEVEL 1 CAREERS
(with Program Completion)

- Process Development Technician
- Lab Technician - Environmental
- Lab Technician - Research & Development
- Lab Technician - Quality Control
- Lab Technician - Medical
- Lab Technician - Chemical
- CMP Cleanup Technician
- Equipment Prep Technician
- Global Information Systems Technician
- Administrative Assistant
- Kit Production Assistant
- Hazardous Waste Response Associate

PROFESSIONAL SKILLS

47



LEVEL 2 CAREERS
(with Further Experience or Additional Education)

- High School Science Teacher
- Lab Technician - Environmental
- Lab Technician - Research & Development
- Lab Technician - Quality Control
- Lab Technician - Medical Representative
- Chemical Engineer
- Forensics Lab Scientist
- Pollution Prevention Technician
- Product Development Scientist
- Hazardous Waste Management Chemist
- Military Scientist/Analyst

48

Visit MarkCPerna.com for FREE resources and information about Mark's award-winning bestseller *Answering Why: Unleashing Passion, Purpose, and Performance in Younger Generations*

LEVEL 3 CAREERS
(with Extended Experience or Additional Education)

- Research Scientist
- Research Project Manager
- Research Professor
- Management Consultant
- Patent Examiner/Attorney
- Entrepreneur
- Regulatory Affairs Professional
- Art Conservation
- Forensics Lab Director
- Cheminformatics/Chemical Modeling
- Military Scientist/Analyst Management
- Technical Writer

49

CHEMISTRY

LEVEL 3 CAREERS
(with Extended Experience or Additional Education)

- Research Scientist
- Research Project Manager
- Research Professor
- Management Consultant
- Patent Examiner/Attorney
- Entrepreneur
- Regulatory Affairs Professional
- Art Conservation
- Forensics Lab Director
- Cheminformatics/Chemical Modeling
- Military Scientist/Analyst Management
- Technical Writer

LEVEL 2 CAREERS
(with Further Experience or Additional Education)

- High School Science Teacher
- Lab Technician - Research & Development
- Lab Technician - Quality Control
- Lab Technician - Analytical
- Pharmaceutical Sales Representative
- Chemical Engineer
- Forensics Lab Scientist
- Pollution Prevention Technician
- Product Development Scientist
- Petroleum Water Management Chemist
- Military Scientist/Analyst

LEVEL 1 CAREERS
(with Program Completion)

- Process Development Technician
- Lab Technician - Environmental
- Lab Technician - Research & Development
- Lab Technician - Quality Control
- Lab Technician - Chemical
- O&M Cleanup Technician
- Equipment Prep Technician
- Global Information Systems Technician
- Administrative Assistant
- O&M Production Assistant
- Hazardous Waste Response Associate

50

51

The "For Now" Decision
Dealing With Analysis Paralysis

markperna

52

ELECTRICAL

TECHNICAL CAREERS
(Apprenticeship, Associate's Degree, Advanced Certification, Experience, etc.)

- Master Electrician - Residential and Commercial
- Journeyman Electrician - Residential and Commercial
- Line Voltage Systems Technician/Wire and Security
- Business Owner (Self-Employed)
- Foreman
- Licensed Electrician
- Marine Electrician
- Solar and Wind Renewable Energy Technician
- Industrial Control Specialist
- Electrical Estimator
- Maintenance Facility Electrician
- Theme Park Electrician

MARINE ELECTRICIAN

PROFESSIONAL CAREERS
(Bachelor's, Master's, Ph.D., Significant Training, Experience, etc.)

- Electrical Engineer
- Electrical System Project Designer
- Electrical Inspector
- Home Automation Installer
- Systems Integrator
- Renewable Energy System Designer
- Invert Plant Technician
- Utility System Infrastructure Engineer
- Electrical Design/Architect

ENTRY-LEVEL CAREERS
(with Program Completion)

- Apprentice Electrician
- Apprentice Fire Alarm Technician
- Apprentice Security System Technician
- Cable Television Installer
- Telecommunications Technician
- Customer Service/Sales Representative
- Material and Equipment Manager
- Office Manager
- Utility Worker
- Manufacturer's Representative
- Electrical and Equipment Installer
- Home Theater Installer

53

Student Name
Career Choice

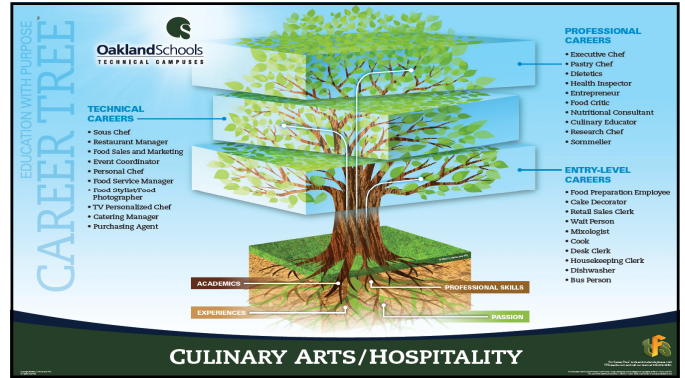
markperna

54

Visit MarkCPerna.com for FREE resources and information about Mark's award-winning bestseller *Answering Why: Unleashing Passion, Purpose, and Performance in Younger Generations*



55



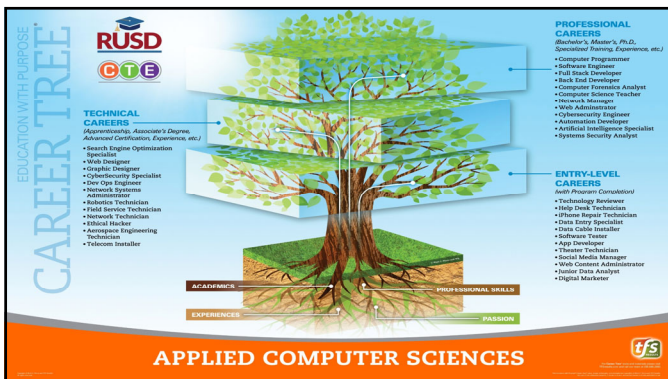
56



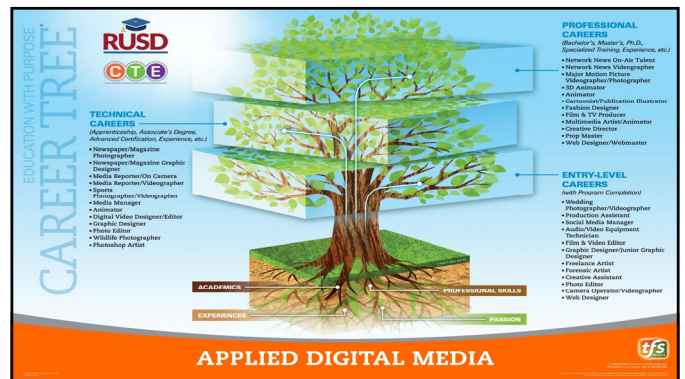
57



58



59



60

Visit MarkCPerna.com for FREE resources and information about Mark's award-winning bestseller *Answering Why: Unleashing Passion, Purpose, and Performance in Younger Generations*

EDUCATION WITH PURPOSE
CAREER TREE
RUSD
GTE

TECHNICAL CAREERS
(Apprenticeship, Associate's Degree, Advanced Certification, Experience, etc.)

- AEC
- Tech/Service/Plumber
- Building Surveyor
- Construction Project Manager
- City Planner/Traffic Engineer
- Graphic Designer
- CAD Technician/Instructor
- Architectural Drafter
- BIM (Building Information Modeling) Technician
- Civil Estimator
- Athletic Equipment Designer
- Sport Technician
- Video Game Environment Designer

PROFESSIONAL CAREERS
(Bachelor's, Master's, Ph.D., Specialist Training, Experience, etc.)

- Commercial and Residential Architect
- Interior Design
- Green/Sustainable/Environmental Design
- Civil Engineer
- Social Science Developer
- Mechanical Engineer/Product Designer
- Electrical & Instrumental Engineer
- Robotics Engineer
- Automotive Engineer
- Biomedical/Trauma Engineer

ENTRY-LEVEL CAREERS
(Entry Program, Convolutions)

- Auto Programmer/Consultant
- Electrical/Instrumental Making, Soldering
- Welding
- Assistant Architect
- Assistant Civil Engineering
- Geographic Information Systems
- Landscaper
- Electrician
- Construction Worker/Carpenter
- Apprentice
- Logic Designer/Illustrator
- HVAC Drafter
- Marine Drafter
- Commercial Drafter

ACADEMICS | **PROFESSIONAL SKILLS** | **PASSION**

ARCHITECTURAL DESIGN

tfs

61

EDUCATION WITH PURPOSE
CAREER TREE
RUSD
GTE

TECHNICAL CAREERS
(Apprenticeship, Associate's Degree, Advanced Certification, Experience, etc.)

- ASE Certified Technician
- Transmission Specialist
- Chassis and Alignment Technician
- Collision and Refinishing Technician
- Inspection
- Service Advisor/Apprentice/Inspector
- Automotive Mechanic
- Member
- ASE/Shop Mechanic
- Body & Paint Specialist
- Automotive Detailer
- Purchasing/Sales Supervisor

PROFESSIONAL CAREERS
(Bachelor's, Master's, Ph.D., Specialist Training, Experience, etc.)

- ASE Master Certified Technician
- Shop General Manager
- Automotive Designer
- Automotive Service Information Specialist
- Automotive Instructor
- Low Voltage Electrical Engineer
- CNC Programmer
- Safety Design Engineer
- DOT/DMV Inspector
- Software Designer

ENTRY-LEVEL CAREERS
(Entry Program, Convolutions)

- Line Technician
- Detailer/Assistant
- Tire Technician
- Automotive Body Technician Apprentice
- Technician Assistant
- Vehicle Inspector
- Parts Counter Sales & Service Representative
- Sales Representative
- Car Detailer
- Auto Sales & Service Receptionist
- Vehicle Photographer
- Social Media Manager

ACADEMICS | **PROFESSIONAL SKILLS** | **PASSION**

AUTOMOTIVE TECHNOLOGY

tfs

62

EDUCATION WITH PURPOSE
CAREER TREE
RUSD
GTE

TECHNICAL CAREERS
(Apprenticeship, Associate's Degree, Advanced Certification, Experience, etc.)

- Baking
- Sous Chef
- Pastry Chef
- Food Truck Operator
- Food Stylist
- Food Photographer
- Private Chef
- Bartender
- Restaurant Manager
- Caterer
- Food & Beverage Sales

PROFESSIONAL CAREERS
(Bachelor's, Master's, Ph.D., Specialist Training, Experience, etc.)

- Executive Chef
- Food Scientist
- Registered Dietitian
- Restaurant Owner
- Culinary Specialist
- Food Critic
- Health Inspector
- Executive Chef
- Resort Manager
- Food Industry Lawyer
- Nutritionist
- Culinary Educator
- General/Regional Manager

ENTRY-LEVEL CAREERS
(Entry Program, Convolutions)

- Dishwasher
- Dishwasher
- Food Server
- Prep Cook
- Server
- Expeditor
- Event Assistant
- Retail Sales Clerk
- Wine Tasting Room Specialist
- Baker
- Headliner
- Farmer

ACADEMICS | **PROFESSIONAL SKILLS** | **PASSION**

CULINARY ARTS & SERVICES

tfs

63

EDUCATION WITH PURPOSE
CAREER TREE
RUSD
GTE

TECHNICAL CAREERS
(Apprenticeship, Associate's Degree, Advanced Certification, Experience, etc.)

- Paraprofessional Teacher
- Degree Counselor/Director
- Corporate Trainer
- Community Outreach Coordinator
- Maintenance & Operations Employee
- Call Center
- Translation/Interpreter
- School Nurse
- Administrative Assistant
- Autism Behavior Technician
- Juvenile Corrections Officer

PROFESSIONAL CAREERS
(Bachelor's, Master's, Ph.D., Specialist Training, Experience, etc.)

- Classroom Teacher
- School Site Administrator
- Social Worker
- Marriage & Family Counselor
- School Counselor
- School Psychologist
- University Professor
- Librarian
- Instructional Software Designer
- Literacy Instructor
- Toy Designer/Engineer
- Educational Programs Director
- Chief Academic Officer

ENTRY-LEVEL CAREERS
(Entry Program, Convolutions)

- Tutor
- Nursery/Caregiver
- Teacher
- Activity Director
- High School Sports Coach
- Instructional Aide
- Teacher Assistant
- Paraprofessional
- Computer Aide
- Special Education Worker
- Swim Instructor/Lifeguard
- Year Guide
- Social & Human Service Assistant

ACADEMICS | **PROFESSIONAL SKILLS** | **PASSION**

EDUCATION & CHILD DEVELOPMENT

tfs

64

EDUCATION WITH PURPOSE
CAREER TREE
RUSD
GTE

TECHNICAL CAREERS
(Apprenticeship, Associate's Degree, Advanced Certification, Experience, etc.)

- Computer Network Specialist
- Electronic Mechanical Technician
- CAD Engineering Technician
- Technical Graphic Artist
- Audio Technician
- Web Developer
- Aviation Maintenance Technician
- Mechanical Engineering Technician
- Drafter

PROFESSIONAL CAREERS
(Bachelor's, Master's, Ph.D., Specialist Training, Experience, etc.)

- Astronaut
- Electrical Engineer
- Computer Engineer
- Automotive Designer
- Mechanical Engineer
- Robotics Engineer
- Civil Engineer
- Electronic/Electronics Engineer
- Engineering Professor/Instructor
- Heavy Inspector
- Mechanical Engineer

ENTRY-LEVEL CAREERS
(Entry Program, Convolutions)

- CAD Technician
- Electrical/Instrumental Technician
- 2D Printer Technician
- Retail Sales - Electronics store
- Solar System Sales
- Industrial Machine Operator
- Solar Panel Manufacturing Technician
- Metal Fabricator
- Manufacturing Line Worker
- Quality Control
- Warehouse Worker

ACADEMICS | **PROFESSIONAL SKILLS** | **PASSION**

ENGINEERING DESIGN

tfs

65

EDUCATION WITH PURPOSE
CAREER TREE
RUSD
GTE

TECHNICAL CAREERS
(Apprenticeship, Associate's Degree, Advanced Certification, Experience, etc.)

- Equipment Technician
- Appliance/Bus Manager
- Video Editor
- Lighting Technical Director
- Audio & Video Director
- Foley Artist
- Music Composer
- Camera Operator
- Camera Operator
- Visual Effects Editor
- Graphic Design & Storyboard Artist
- Technical Director

PROFESSIONAL CAREERS
(Bachelor's, Master's, Ph.D., Specialist Training, Experience, etc.)

- Director of Programming
- Multimedia Artist/Animator
- TV/Video School Professor
- Director
- Film & Video Editor
- Film Director
- News Reporter
- Division of Photography
- Production Sound Mixer/Engineer
- Script Supervisor
- Executive Producer
- Casting Director
- Motion Picture/News Producer

ENTRY-LEVEL CAREERS
(Entry Program, Convolutions)

- Production Assistant
- Event Photographer/Videoographer
- Production Assistant
- Influence Blogger/Social Media Influencer
- Script/Key Grip
- Actor/Actress
- Boom Operator
- Camera Operator/Assistant
- Gaffer/Wire
- Gaffer/Best Boy (Gaffer)
- Assistant Video Editor

ACADEMICS | **PROFESSIONAL SKILLS** | **PASSION**

FILM, TV, & VIDEO PRODUCTION

tfs

66

Visit MarkCPerna.com for FREE resources and information about Mark's award-winning bestseller *Answering Why: Unleashing Passion, Purpose, and Performance in Younger Generations*

EDUCATION WITH PURPOSE
CAREER TREE
RUSD
CTE

TECHNICAL CAREERS
(Apprenticeship, Associate's Degree, Advanced Certification, Experience, etc.)

- Unity Programmer
- Sound Design
- Level Designer
- Script Designer
- Asset Artist
- Technical Artist
- 3D Modeler
- Character Animator
- 2D Artist
- Concept Designer
- Creative Game Writer
- App Developer

PROFESSIONAL CAREERS
(Bachelor's, Master's, Ph.D., Specialist Training, Experience, etc.)

- Game Designer
- Project Manager
- Creative Director
- UX/UI Designer
- Software Engineer
- Video Game Programmer
- 3D Artist
- Art Director
- 3D Animator
- Creative Services AD/VP Developer
- Visual Effects Artist
- Systems Analyst

ENTRY-LEVEL CAREERS
(Entry Program, Consultant)

- Audio Producer/Consultant
- Quality Assurance
- Software Quality Assurance
- Game Tester
- Livestream Broadcaster
- Media & Communications Assistant
- Production Assistant
- Data Entry Specialist
- Sales Associate
- Customer Service Representative
- Technical Support
- Web Developer
- Website Content Manager

ACADEMICS | **PROFESSIONAL SKILLS** | **EXPERIENCES** | **PASSION**

GAME DESIGN & DEVELOPMENT

tfs

67

EDUCATION WITH PURPOSE
CAREER TREE
RUSD
CTE

TECHNICAL CAREERS
(Apprenticeship, Associate's Degree, Advanced Certification, Experience, etc.)

- Printer
- Large Format Print Operator
- Offset Technician
- Typography Designer
- Prepress Artist/Assistant
- Graphic Designer
- Interface Designer
- Prepress Technician
- Desktop Publisher
- Publication Designer
- Sales Representative

PROFESSIONAL CAREERS
(Bachelor's, Master's, Ph.D., Specialist Training, Experience, etc.)

- Creative Director
- Art Director
- Graphic Design Instructor
- Magazine Editor
- Production Editor
- Commercial Photographer
- Project Manager
- Set and Exhibit Designer
- Advertising Executive
- Communications Director
- Environmental Designer
- Packaging Designer

ENTRY-LEVEL CAREERS
(Entry Program, Consultant)

- Production Artist
- Digital Press Operator
- Screen Printer
- Print Associate
- Creative Graphic Designer
- Offset Press Operator
- Offset Press Operator
- Graphic Design Assistant
- Social Media Content Developer
- Proof Artist
- Print Binding and Finishing Worker
- Web Designer

ACADEMICS | **PROFESSIONAL SKILLS** | **EXPERIENCES** | **PASSION**

GRAPHIC DESIGN & PRINT PRODUCTION

tfs

68

EDUCATION WITH PURPOSE
CAREER TREE
RUSD
CTE

TECHNICAL CAREERS
(Apprenticeship, Associate's Degree, Advanced Certification, Experience, etc.)

- Pharmacy
- Pharmaceutical Sales Representative
- Laboratory Technician
- Ophthalmology Technician
- Forensic Technician
- Medical Assistant
- Dental Hygienist
- Ophthalmic Technician
- Radiology Technician
- Surgical Technician
- Nuclear Medical Technician

PROFESSIONAL CAREERS
(Bachelor's, Master's, Ph.D., Specialist Training, Experience, etc.)

- Cardiothoracic Surgeon
- Travel Nurse
- Biomedical Engineer
- Health Science Educator
- Physician Assistant
- Respiratory Therapist
- Dietetic Public Health Specialist
- Forensic Anthropologist
- Forensic Psychologist
- Medical Nutritionist
- Physical Therapist
- Healthcare Policy Advisor

ENTRY-LEVEL CAREERS
(Entry Program, Consultant)

- Emergency Medical Technician
- Certified Hearing Assistant
- Medical Assistant
- Pharmacy Technician
- Medical Interpreter
- Dental Technician/Photographer
- Contact Trainer
- Medical Billing/Coding
- Dental Aide
- Medical Scribe
- Transport Technician
- Phlebotomist

ACADEMICS | **PROFESSIONAL SKILLS** | **EXPERIENCES** | **PASSION**

HEALTH CAREERS & PATIENT CARE

tfs

69

EDUCATION WITH PURPOSE
CAREER TREE
RUSD
CTE

TECHNICAL CAREERS
(Apprenticeship, Associate's Degree, Advanced Certification, Experience, etc.)

- Logistics Coordinator
- Human Resource
- Payroll Clerk
- Advertising Agent
- Sales Executive
- Travel Agent
- Import/Export Manager
- Distribution/Logistics Manager
- Buyer/Purchasing Agent
- Purchasing
- Coordinator/Manager
- Bookings Clerk
- Trade Expansion Manager

PROFESSIONAL CAREERS
(Bachelor's, Master's, Ph.D., Specialist Training, Experience, etc.)

- Business Director
- Chief Executive Officer
- Chief Operating Officer
- General Accountant
- Market Research Analyst
- Controller/Accountant
- Director of Advertisement & Marketing
- Professional Consultant
- Business Research Director
- Director of Advertisement & Marketing
- Office Manager
- Social Media Consultant

ENTRY-LEVEL CAREERS
(Entry Program, Consultant)

- Retail Sales Associate
- General Office Clerk
- Retail
- Business
- Wholesale Trade Member
- Wholesale & Manufacturing Sales Rep.
- Bookkeeper
- Receptionist
- Customer Service Agent
- Records Manager
- Retail Buyer

ACADEMICS | **PROFESSIONAL SKILLS** | **EXPERIENCES** | **PASSION**

INTERNATIONAL BUSINESS

tfs

70

EDUCATION WITH PURPOSE
CAREER TREE
RUSD
CTE

TECHNICAL CAREERS
(Apprenticeship, Associate's Degree, Advanced Certification, Experience, etc.)

- Paralegal
- Law Enforcement Officer
- Court Reporter
- Bailor/Final Agent
- State Correctional Officer
- Public Service Representative
- Military - Non-Commissioned Officer
- Prison/Probation Officer
- Crime Analyst
- Crime Scene Investigator
- Child Protective Services Agent
- Fire Fighter/EMT

PROFESSIONAL CAREERS
(Bachelor's, Master's, Ph.D., Specialist Training, Experience, etc.)

- Private Investigator
- Public Information Officer
- Correctional Officer
- Alcohol Beverage Control Inspector
- Prison Warden
- Immigration & Customs Enforcement Agent
- Police Chief
- Detective
- Fire Chief
- Forensic Pathologist

ENTRY-LEVEL CAREERS
(Entry Program, Consultant)

- Legal Secretary/Clerk
- Emergency Services Dispatcher
- Detention Officer
- Security Officer
- Parking Enforcement
- Military Industry
- Police Cadet
- Forensic Detention Counselor
- Bailiff
- Child Independence/Recovery Agent
- Child Medical Technician (EMT)
- Veteran's Services Assistant

ACADEMICS | **PROFESSIONAL SKILLS** | **EXPERIENCES** | **PASSION**

LAW & PUBLIC SERVICES

tfs

71

EDUCATION WITH PURPOSE
CAREER TREE
RUSD
CTE

TECHNICAL CAREERS
(Apprenticeship, Associate's Degree, Advanced Certification, Experience, etc.)

- Artist & Repertoire Coordinator
- Booking Agent
- Gigging Musician
- Music Director
- Audio Journalist
- Private Instructor
- Music Business Manager
- Audio ID
- Freelance Artist
- Recording Engineer
- Live Sound Engineer
- Sound Designer

PROFESSIONAL CAREERS
(Bachelor's, Master's, Ph.D., Specialist Training, Experience, etc.)

- Producer
- Mixer
- Music Educator
- Musicologist
- Ethnomusicologist
- Music Business
- Musician
- Music Therapist
- Music Supervisor
- Audio Engineer
- Publisher

ENTRY-LEVEL CAREERS
(Entry Program, Consultant)

- Assistant Engineer
- Mixing Engineer
- Administrative Aide
- Musician/Personal Assistant
- Reader
- Producer
- Composer
- Engineer
- DJ
- Instrumentalist
- Equipment/Manager
- Production Assistant

ACADEMICS | **PROFESSIONAL SKILLS** | **EXPERIENCES** | **PASSION**

MUSIC TECHNOLOGY & AUDIO PRODUCTION

tfs

72

Visit MarkCPerna.com for FREE resources and information about Mark's award-winning bestseller *Answering Why: Unleashing Passion, Purpose, and Performance in Younger Generations*

ACADEMICS

- Be Career & College Ready
 - Consider all of your career and college options
 - Develop a career-focused academic plan
- Get Ahead
 - Pursue personal growth and take swift action
 - Succeed in your classes now to unlock schedule flexibility later
- Make It Count
 - Utilize all subject areas to build your unique Competitive Advantage
 - Register with feedback to enter the pathway you choose

EXPERIENCES

- Get Involved
 - Actively participate in a club, sport, or organization
 - Visit a high school or college campus showcase
- Engage with Professionals
 - Attentively listen to and participate with guest speakers
 - Network with business, industry, and college partners
- Change the World
 - Help at a community event or school activity
 - Tutor and mentor other students

PROFESSIONAL SKILLS

- Invest Effort & Engagement
 - Complete high-quality work in a timely manner
 - Pursue new challenges and adapt to change
- Communicate Effectively
 - Listen, share, and engage with others
 - Practice verbal, non-verbal, written, and digital communication
- Engage in Teamwork
 - Collaborate with others and contribute new ideas
 - Identify project needs and shared resources
- Apply Problem Solving
 - Develop effective strategies using appropriate resources
 - Self-reflect and accept constructive feedback

PASSION

- Discover Your Abilities
 - Explore what you are good at
 - Recognize and develop your talents
- Control Your Journey
 - Understand and embrace your strengths as a learner
 - Build confidence through consistency and practice
- Succeed
 - Enroll in programs based on individual interests
 - Take reasonable and creative risks

MY COMPETITIVE ADVANTAGE

79

ACADEMICS

- Be Career & College Ready
 - Consider all of your career and college options
 - Develop a career-focused academic plan
- Get Ahead
 - Pursue personal growth and take swift action
 - Succeed in your classes now to unlock schedule flexibility later
- Make It Count
 - Utilize all subject areas to build your unique Competitive Advantage
 - Register with feedback to enter the pathway you choose

EXPERIENCES

- Get Involved
 - Actively participate in a club, sport, or organization
 - Visit a high school or college campus showcase
- Engage with Professionals
 - Attentively listen to and participate with guest speakers
 - Network with business, industry, and college partners
- Change the World
 - Help at a community event or school activity
 - Tutor and mentor other students

PROFESSIONAL SKILLS

- Invest Effort & Engagement
 - Complete high-quality work in a timely manner
 - Pursue new challenges and adapt to change
- Communicate Effectively
 - Listen, share, and engage with others
 - Practice verbal, non-verbal, written, and digital communication
- Engage in Teamwork
 - Collaborate with others and contribute new ideas
 - Identify project needs and shared resources
- Apply Problem Solving
 - Develop effective strategies using appropriate resources
 - Self-reflect and accept constructive feedback

PASSION

- Discover Your Abilities
 - Explore what you are good at
 - Recognize and develop your talents
- Control Your Journey
 - Understand and embrace your strengths as a learner
 - Build confidence through consistency and practice
- Succeed
 - Enroll in programs based on individual interests
 - Take reasonable and creative risks

MY COMPETITIVE ADVANTAGE

80

ACADEMICS

- Be Career & College Ready
 - Consider all of your career and college options
 - Develop a career-focused academic plan
- Get Ahead
 - Pursue personal growth and take swift action
 - Succeed in your classes now to unlock schedule flexibility later
- Make It Count
 - Utilize all subject areas to build your unique Competitive Advantage
 - Register with feedback to enter the pathway you choose

EXPERIENCES

- Get Involved
 - Actively participate in a club, sport, or organization
 - Visit a high school or college campus showcase
- Engage with Professionals
 - Attentively listen to and participate with guest speakers
 - Network with business, industry, and college partners
- Change the World
 - Help at a community event or school activity
 - Tutor and mentor other students

PROFESSIONAL SKILLS

- Invest Effort & Engagement
 - Complete high-quality work in a timely manner
 - Pursue new challenges and adapt to change
- Communicate Effectively
 - Listen, share, and engage with others
 - Practice verbal, non-verbal, written, and digital communication
- Engage in Teamwork
 - Collaborate with others and contribute new ideas
 - Identify project needs and shared resources
- Apply Problem Solving
 - Develop effective strategies using appropriate resources
 - Self-reflect and accept constructive feedback

PASSION

- Discover Your Abilities
 - Explore what you are good at
 - Recognize and develop your talents
- Control Your Journey
 - Understand and embrace your strengths as a learner
 - Build confidence through consistency and practice
- Succeed
 - Enroll in programs based on individual interests
 - Take reasonable and creative risks

MY COMPETITIVE ADVANTAGE

81

ACADEMICS

- Be Career & College Ready
 - Consider all of your career and college options
 - Develop a career-focused academic plan
- Get Ahead
 - Pursue personal growth and take swift action
 - Succeed in your classes now to unlock schedule flexibility later
- Make It Count
 - Utilize all subject areas to build your unique Competitive Advantage
 - Register with feedback to enter the pathway you choose

EXPERIENCES

- Get Involved
 - Actively participate in a club, sport, or organization
 - Visit a high school or college campus showcase
- Engage with Professionals
 - Attentively listen to and participate with guest speakers
 - Network with business, industry, and college partners
- Change the World
 - Help at a community event or school activity
 - Tutor and mentor other students

PROFESSIONAL SKILLS

- Invest Effort & Engagement
 - Complete high-quality work in a timely manner
 - Pursue new challenges and adapt to change
- Communicate Effectively
 - Listen, share, and engage with others
 - Practice verbal, non-verbal, written, and digital communication
- Engage in Teamwork
 - Collaborate with others and contribute new ideas
 - Identify project needs and shared resources
- Apply Problem Solving
 - Develop effective strategies using appropriate resources
 - Self-reflect and accept constructive feedback

PASSION

- Discover Your Abilities
 - Explore what you are good at
 - Recognize and develop your talents
- Control Your Journey
 - Understand and embrace your strengths as a learner
 - Build confidence through consistency and practice
- Succeed
 - Enroll in programs based on individual interests
 - Take reasonable and creative risks

MY COMPETITIVE ADVANTAGE

82

EXPERIENCES

- Get Involved
 - Actively participate in a club, sport, or organization
 - Visit a high school or college campus showcase
- Engage with Professionals
 - Attentively listen to and participate with guest speakers
 - Network with business, industry, and college partners
- Change the World
 - Help at a community event or school activity
 - Tutor and mentor other students

PROFESSIONAL SKILLS

- Invest Effort & Engagement
 - Complete high-quality work in a timely manner
 - Pursue new challenges and adapt to change
- Communicate Effectively
 - Listen, share, and engage with others
 - Practice verbal, non-verbal, written, and digital communication
- Engage in Teamwork
 - Collaborate with others and contribute new ideas
 - Identify project needs and shared resources
- Apply Problem Solving
 - Develop effective strategies using appropriate resources
 - Self-reflect and accept constructive feedback

PASSION

- Discover Your Abilities
 - Explore what you are good at
 - Recognize and develop your talents
- Control Your Journey
 - Understand and embrace your strengths as a learner
 - Build confidence through consistency and practice
- Succeed
 - Enroll in programs based on individual interests
 - Take reasonable and creative risks

MY COMPETITIVE ADVANTAGE

83

EXPERIENCES

- Get Involved
 - Actively participate in a club, sport, or organization
 - Visit a high school or college campus showcase
- Engage with Professionals
 - Attentively listen to and participate with guest speakers
 - Network with business, industry, and college partners
- Change the World
 - Help at a community event or school activity
 - Tutor and mentor other students

PROFESSIONAL SKILLS

- Invest Effort & Engagement
 - Complete high-quality work in a timely manner
 - Pursue new challenges and adapt to change
- Communicate Effectively
 - Listen, share, and engage with others
 - Practice verbal, non-verbal, written, and digital communication
- Engage in Teamwork
 - Collaborate with others and contribute new ideas
 - Identify project needs and shared resources
- Apply Problem Solving
 - Develop effective strategies using appropriate resources
 - Self-reflect and accept constructive feedback

PASSION

- Discover Your Abilities
 - Explore what you are good at
 - Recognize and develop your talents
- Control Your Journey
 - Understand and embrace your strengths as a learner
 - Build confidence through consistency and practice
- Succeed
 - Enroll in programs based on individual interests
 - Take reasonable and creative risks

MY COMPETITIVE ADVANTAGE

84

Visit MarkCPerna.com for FREE resources and information about Mark's award-winning bestseller *Answering Why: Unleashing Passion, Purpose, and Performance in Younger Generations*

UACCB

TECHNICAL CAREERS
(Apprenticeship, Associate's Degree, Advanced Certification, Experience, etc.)

- Licensed Cosmetologist
- Beauty Salon Consultant
- Haircutting Specialist
- Waxing Specialist
- Skincare Specialist
- Salon Owner
- Franchise Salon Owner
- Hair Extension Specialist
- Nails Extension Specialist

PROFESSIONAL CAREERS
(Bachelor's, Master's, Ph.D., Specialist Training, Experience, etc.)

- Master Educator
- Cosmetology Instructor
- Assistant Instructor
- Salon Technician Instructor
- Business Owner
- Advanced Employment of Health
- Health Inspector
- Medical Cosmetology/Aesthetics Specialist
- Professional Brand Educator
- School Owner/Director
- Cosmetology Technical Advisory Committee

ENTRY-LEVEL CAREERS
(Job Program Completion)

- Salon Receptionist
- Assistant/Attendant
- Beauty Salon Receptionist
- Makeup Consultant
- Franchise Receptionist (Arkansas Law)
- Retail Makeup Artist
- All Natural Styling
- Wig/Headpiece Stylist
- Salon Day Spa Stylist
- Retail Makeup Artist
- Skincare Service Assistant
- Salon Sales Consultant

ACADEMICS | **PROFESSIONAL SKILLS**

COSMETOLOGY

tfs

91

UACCB

TECHNICAL CAREERS
(Apprenticeship, Associate's Degree, Advanced Certification, Experience, etc.)

- Armed Security Officer
- Crime Writer
- Crime Reporter
- Deputy Sheriff
- Police Officer
- Wiggle Officer
- Probation/Parole Officer
- Juvenile Justice Case Manager (Risk Management Professionals)
- Intake Officer (Juvenile Court)

PROFESSIONAL CAREERS
(Bachelor's, Master's, Ph.D., Specialist Training, Experience, etc.)

- Attorney - Prosecutor/Defense
- Behavioral Analyst
- Criminal Scene Investigator
- Crime Agency Management Professional
- Fire Investigator
- Homeland Security Officer
- Judge
- Lawyer
- Psychological Profiler
- U.S. Postal Inspector
- Law Enforcement Administrator

ENTRY-LEVEL CAREERS
(Job Program Completion)

- Communications Officer
- Law Prevention Detective/Officer
- Uniformed Security Guard
- Victim Service Advocate
- Animal Cruelty Investigator
- Records Clerk
- Paralegal/Office Manager
- Correctional Officer
- Bill Bond Agent

ACADEMICS | **PROFESSIONAL SKILLS**

CRIMINAL JUSTICE

tfs

92

UACCB

TECHNICAL CAREERS
(Apprenticeship, Associate's Degree, Advanced Certification, Experience, etc.)

- Penetration Tester
- Systems Analyst
- Systems Administrator
- Network Operations Center Technician
- Network Security Administrator
- Computer Support Specialist
- Network Technician
- Cloud Center Technician
- Cybersecurity Specialist
- Malware Recovery Specialist
- Information Technology Trainer

PROFESSIONAL CAREERS
(Bachelor's, Master's, Ph.D., Specialist Training, Experience, etc.)

- Cybersecurity Specialist
- Security Manager
- IT Auditor
- Security Analyst
- Computer Forensics
- Cybersecurity Analyst
- Information Security Analyst
- Cybersecurity Engineer
- IT Forensics Specialist
- Systems Administrator
- Database Security Expert

ENTRY-LEVEL CAREERS
(Job Program Completion)

- Computer Operator
- Computer Support Intern
- Help Desk Specialist
- Information Technology Specialist
- Help Desk Technician
- IT Support Technician
- IT Helpdesk Analyst
- Software Trainer
- Technical Support Representative
- Customer Service Representative
- Applications Developer
- Networking Assistant

ACADEMICS | **PROFESSIONAL SKILLS**

CYBERSECURITY

tfs

93

UACCB

TECHNICAL CAREERS
(Apprenticeship, Associate's Degree, Advanced Certification, Experience, etc.)

- Childcare Center Teacher Director/Assistant
- Degree Owner
- Family Based Center Teacher
- Home Based Visitor
- Childcare Center Teacher
- Licensed Home-Based Family Childcare Provider
- Preschool Teacher
- Home Based Visitor
- Preschool Teacher
- Preschool Director
- Classroom Assistant
- Director of Extended Day Program
- Networking Assistant

PROFESSIONAL CAREERS
(Bachelor's, Master's, Ph.D., Specialist Training, Experience, etc.)

- After-school Program Director
- Assistant Preschool Teacher
- Public School Teacher
- Director of Accredited Childcare Center
- Head Start Administrator
- Early Intervention Specialist
- Early Childhood Curriculum Specialist
- Guidance Counselor

ENTRY-LEVEL CAREERS
(Job Program Completion)

- After-school Program Aide
- Assistant Preschool Teacher
- Head Start Teacher Assistant
- Behavioral Aide/Assistant
- Full Part-time Assistant
- Classroom Teacher/Assistant
- Child Care Center Teacher Assistant
- Paraprofessional in Child Development
- Child/Family Advocate

ACADEMICS | **PROFESSIONAL SKILLS**

EARLY CHILDHOOD EDUCATION (P-K)

tfs

94

UACCB

TECHNICAL CAREERS
(Apprenticeship, Associate's Degree, Advanced Certification, Experience, etc.)

- Advanced EMT
- Critical Care Paramedic
- Emergency Department Paramedic
- Emergency Room EMT
- EMT Supervisor
- EMT - Advanced
- Paramedic
- Child EMT/Special Response Team Paramedic
- Operator
- Flight Paramedic
- Community Paramedic

PROFESSIONAL CAREERS
(Bachelor's, Master's, Ph.D., Specialist Training, Experience, etc.)

- Disaster Preparedness Advisor
- Emergency Management Coordinator
- Physician Assistant
- EMS Administrator
- Trauma/Flight Nurse
- EMS Educator
- EMS Researcher
- EMS Service Director/Owner
- Risk Manager
- Emergency Room Nurse

ENTRY-LEVEL CAREERS
(Job Program Completion)

- 911 Communications
- Emergency Medical Responder
- Emergency Dispatcher
- Technician
- Search & Rescue Team Member
- Ambulance Driver/Technician
- First Responder
- Flight/airborne Representative
- Transporter
- First Aid Assistant/Technician
- Phlebotomist

ACADEMICS | **PROFESSIONAL SKILLS**

EMERGENCY MEDICAL SERVICES

tfs

95

UACCB

TECHNICAL CAREERS
(Apprenticeship, Associate's Degree, Advanced Certification, Experience, etc.)

- Business Plan Writer
- Business Development Representative
- Brand Marketing Representative
- Account Executive
- Advertising & Promotion Manager
- Product Merchandiser
- Market Research Analyst

PROFESSIONAL CAREERS
(Bachelor's, Master's, Ph.D., Specialist Training, Experience, etc.)

- CEO
- Owner/Entrepreneur
- Marketing Strategist
- Product Research/Development Manager
- Wholesale Retail Buyer
- Market Research Account Manager
- Financial Manager
- Communications and Marketing Manager
- Business Analyst

ENTRY-LEVEL CAREERS
(Job Program Completion)

- Brand Ambassador/Promoter
- Marketing Manager
- Accounting Clerk
- Sales Representative
- Marketing Associate
- Retail Merchandiser
- Sales Representative
- Business Development Associate
- Owner/Entrepreneur
- Marketing Operations Assistant
- Personal Sales

ACADEMICS | **PROFESSIONAL SKILLS**

ENTREPRENEURSHIP

tfs

96

Visit MarkCPerna.com for FREE resources and information about Mark's award-winning bestseller *Answering Why: Unleashing Passion, Purpose, and Performance in Younger Generations*

UACCB

TECHNICAL CAREERS
(Apprenticeship, Associate's Degree, Advanced Certification, Experience, etc.)

- Licensed Practical Nurse (LPN)
- RN or LPN-ACUTE CARE Nurse
- Registered Nurse (RN)
- RN Hospital Clinical Supervisor
- RN Home Health Clinical Supervisor
- Certified Wound Infection Nurse
- RN or LPN-Conventional Facility Nurse
- RN or LPN-Physician's Office Nurse
- RN or LPN - School Nurse
- RN Infection Nurse
- RN or LPN-ACUTE CARE Hospital

PROFESSIONAL CAREERS
(Bachelor's, Master's, Ph.D., Specialist Training, Experience, etc.)

- RN Nurse Administrator
- Professor of Nursing (MSN/EdS)
- Nurse Practitioner (NP)
- Certified Registered Nurse Specialist (CRNS)
- Nurse Educator/Clinical Practice (DNP)
- Chief Nursing Officer
- Nurse Educator/Research (PhD)

ENTRY-LEVEL CAREERS
(Entry Program Completion)

- Nursing Assistant-Physician's Office
- Nursing Assistant-Correctional Facility
- Nursing Assistant-Home Health
- Nursing Assistant-Long Term Care
- Nursing Assistant-Assisted Living
- Unit Secretary
- Medical Assistant-Respite
- Hospital Patient Care Technician
- Nursing Assistant/Adm-Private Home Care
- Nursing Assistant/Adm-Psychiatric Care
- MAAC Training
- Phlebotomist

ACADEMICS | **EXPERIENCES** | **PROFESSIONAL SKILLS** | **PASSION**

NURSING/CERTIFIED NURSING ASSISTANT/PHELEBOTOMY

103

UACCB

TECHNICAL CAREERS
(Apprenticeship, Associate's Degree, Advanced Certification, Experience, etc.)

- Automation Technician
- CAD Technician
- Chemical Engineering Technologist
- Computer Programmer
- CNC Production Technician
- Control Programmer
- Designer
- Electronics Technician
- HVAC Technician
- Systems Analyst
- Automation Process Supervisor
- Project Manager

PROFESSIONAL CAREERS
(Bachelor's, Master's, Ph.D., Specialist Training, Experience, etc.)

- Environmental Science/Geologist
- Architect
- Chemist
- Electrical Engineer
- Food Scientist
- Food Engineer
- Food Scientist
- Medical Professional/Health Administrator
- STEM Professor
- Mechanical Engineer
- Electrical Engineer
- Aerospace Engineer

ENTRY-LEVEL CAREERS
(Entry Program Completion)

- CAD Technician
- CNC Machine Operator
- STEM Professor
- Equipment Sales
- Public Works Worker
- Lab Technician
- GIS Technician
- Welder
- Quality Assurance Technician
- Robotics Technician

ACADEMICS | **EXPERIENCES** | **PROFESSIONAL SKILLS** | **PASSION**

STEM/PRE-ENGINEERING

104

UACCB

TECHNICAL CAREERS
(Apprenticeship, Associate's Degree, Advanced Certification, Experience, etc.)

- Paraprofessional
- Instructional Aide
- ESOL Teacher
- Academic Advisor
- Administrative Assistant
- Associate Preschool Teacher
- Adult School Program Director
- Nanny or Au Pair
- Technology Director/Teacher
- Technology Support/Educator
- Youth Program Assistant
- Interpreter

PROFESSIONAL CAREERS
(Bachelor's, Master's, Ph.D., Specialist Training, Experience, etc.)

- Adjunct Instructor
- Community College Instructor
- College Professor
- Instructional Designer
- Child & Family Social Worker
- Instructional Consultant
- Speech/Language Pathologist
- Curriculum Specialist
- Media Specialist/School Librarian
- Teacher, ESL
- School Psychologist

ENTRY-LEVEL CAREERS
(Entry Program Completion)

- Teacher's Aide
- Teaching Assistant
- Academic Tutor
- Private Tutor/Asst Pair
- Assistant Preschool Teacher
- Bus Driver
- ESOL Teacher/Assistant
- Family Advocate
- Library/Media Assistant
- Receptionist/Office Specialist
- Attendance/Guidance Secretary
- Food Service Worker

ACADEMICS | **EXPERIENCES** | **PROFESSIONAL SKILLS** | **PASSION**

TEACHER EDUCATION

105

UACCB

TECHNICAL CAREERS
(Apprenticeship, Associate's Degree, Advanced Certification, Experience, etc.)

- MIG/TIG Bevel Welder
- Stick/Flux-Cored Welder
- Carbon Arc Welder
- Shielded Metal Arc Welder
- Blueprint Designer/Reader
- Welder
- Cutting Specialist (Demolition)
- Welder
- Manufacturing Welder
- Plant Line Supervisor
- Pipe Fitter Welder
- Quality Assurance Inspector
- Submittal Writer
- Operator/Production
- Welding Sales Representative

PROFESSIONAL CAREERS
(Bachelor's, Master's, Ph.D., Specialist Training, Experience, etc.)

- Certified Welding Inspector
- Industrial Welder
- Metallographer
- Production Shop Superintendent
- Research Welder
- Automotive Designer
- Building and Code Inspector
- Certified Welding Inspector
- Certified Pipe Welder

ENTRY-LEVEL CAREERS
(Entry Program Completion)

- Apprentice Iron Worker
- Apprentice Pipe Welder
- Apprentice Welder
- Apprentice Welder/Boilermaker
- Apprentice Welder/Structural Ironworker
- Skilled Trades Apprentice
- Welder/Welder Helper
- Entry Preparation
- Welder
- Thermal Cutter
- Pipe Fitting Apprentice

ACADEMICS | **EXPERIENCES** | **PROFESSIONAL SKILLS** | **PASSION**

WELDING

106

UACCB

TECHNICAL CAREERS
(Apprenticeship, Associate's Degree, Advanced Certification, Experience, etc.)

- Agricultural and Food Science Technician
- Animal Research Technician
- Veterinary Technician
- Farm Equipment Mechanic
- Agricultural Mechanic
- Agricultural Research Technician
- Food Science and Safety Technician
- Agriculture Inspector of Meat and Poultry
- Greenkeeper
- Park Ranger
- Tractor/Trailer Technician
- Water Quality Field Technician

PROFESSIONAL CAREERS
(Bachelor's, Master's, Ph.D., Specialist Training, Experience, etc.)

- Environmental Engineer
- Veterinarian
- Zoologist
- Food Safety Inspector
- Food Safety Inspector
- Animal Scientist
- Freelance Agricultural Technician
- Soil and Plant Scientist
- Agricultural Engineer
- Quality Assurance Specialist/Analyst
- Agribusiness Teacher

ENTRY-LEVEL CAREERS
(Entry Program Completion)

- Veterinary Assistant
- Tractor/Trailer Technician
- Meat Counter Hand
- Greenkeeper
- Animal Care
- Agribusiness Equipment Operator
- Landscaping
- Greenkeeping Worker
- Landscape Repair Mechanic
- Service Technician
- Small Engine Technician
- Food Assistant
- Truck Driver
- Fast Food and Counter Worker

ACADEMICS | **EXPERIENCES** | **PROFESSIONAL SKILLS** | **PASSION**

AGRICULTURE, FOOD & NATURAL RESOURCES

107

UACCB

TECHNICAL CAREERS
(Apprenticeship, Associate's Degree, Advanced Certification, Experience, etc.)

- Cabinet Designer/Builder
- Submittal Preparation
- Architectural Millwork
- Site Selection Inspector
- Building Inspector
- Sales Manager
- Programmer
- Computer Controlled Machine Operator
- Lead Drafter
- Interior Technical Designer
- Manufacturing & Repair Worker (General)

PROFESSIONAL CAREERS
(Bachelor's, Master's, Ph.D., Specialist Training, Experience, etc.)

- Designer
- Construction Management
- Architectural Engineering
- Structural Engineer
- Interior Designer
- Landscape Architect
- Industrial Engineer
- Robotics Engineer
- Structural Architectural Drafting & Design

ENTRY-LEVEL CAREERS
(Entry Program Completion)

- Carpenter
- Building Framing
- Construction Engineer
- Electrician
- Millwright
- Construction Laborer
- Construction Worker
- Surveyor's Assistant

ACADEMICS | **EXPERIENCES** | **PROFESSIONAL SKILLS** | **PASSION**

ARCHITECTURE & CONSTRUCTION

108

Visit MarkCPerna.com for FREE resources and information about Mark's award-winning bestseller *Answering Why: Unleashing Passion, Purpose, and Performance in Younger Generations*

EDUCATION WITH PURPOSE
CAREER TREE

PROFESSIONAL CAREERS
(Bachelor's, Master's, Ph.D., Specialized Training, Experience, etc.)

- Attorney - Prosecutor/Defense
- Cyber Security Director
- Medical and Health Service Director
- Judge
- Forensic Pathologist
- Probation Officer
- Emergency Management Director
- Sheriff's Office Investigator
- Crime Scene Investigator

ENTRY-LEVEL CAREERS
(Adult Program Completion)

- Court Clerk
- Deputy
- Military Personnel
- Security Guard/Officer
- Work Release Detention Officer
- Law Enforcement Detention Officer
- Private Investigator
- Public Enforcement Officer
- Correctional Officer
- Security Assistant/Secretary
- Guarding Surveillance Officer and Investigator

TECHNICAL CAREERS
(Apprenticeship, Associate's Degree, Advanced Certification, Experience, etc.)

- Forensic Lead Assistant
- Computer Forensic
- Court Reporter
- Crime Writer
- Police/Fire/EMS Dispatcher
- Probation/Parole Officer
- Police Identification and Records Officer
- I.R. Officer
- Compliance Officer

ACADEMICS | **PROFESSIONAL SKILLS** | **EXPERIENCES** | **PASSION**

LAW, PUBLIC SAFETY & CORRECTIONS

TFS

115

EDUCATION WITH PURPOSE
CAREER TREE

PROFESSIONAL CAREERS
(Bachelor's, Master's, Ph.D., Specialized Training, Experience, etc.)

- Safety Director
- Electrical Engineer
- Quality Control Inspector
- Construction Management
- Manufacturing Engineer
- Construction Engineer
- Machining/Tool & Instrument
- Plant Manager
- Process Engineer
- Quality Manager
- Software Engineer/Programmer

ENTRY-LEVEL CAREERS
(Adult Program Completion)

- Inventory Control Inspector
- Quality Control Inspector
- Maintenance and Repair Worker
- Expensive Electrician
- Meter Reader
- Electrician
- Forklift Operator
- Forklift Instructor
- Quality Assistant
- Welder/Fabricator

TECHNICAL CAREERS
(Apprenticeship, Associate's Degree, Advanced Certification, Experience, etc.)

- Pipe Fitter
- X-Ray Technician on Pipe Weld
- Welding Welder
- Lead Welder
- Mechanical Drafter
- CAD Drafter
- Commercial Electrician
- Telecommunication Transfer
- Security Personnel
- Certified Welder (MIG, TIG, Stick)

ACADEMICS | **PROFESSIONAL SKILLS** | **EXPERIENCES** | **PASSION**

MANUFACTURING

TFS

116

EDUCATION WITH PURPOSE
CAREER TREE

PROFESSIONAL CAREERS
(Bachelor's, Master's, Ph.D., Specialized Training, Experience, etc.)

- Teacher, K-12
- Child & Family Social Worker
- Special Education Teacher
- Guidance Counselor
- Speech/Language Pathologist
- Principal/Assistant Principal
- Instructional Coordinator
- School Psychologist
- Medical Equipment Nurse
- Juvenile Justice Specialist
- Financial Director
- Curriculum Specialist

ENTRY-LEVEL CAREERS
(Adult Program Completion)

- Correctional Officer
- Bus Driver
- Food Service Worker
- Daycare Assistant
- Instructional Aide
- Assistant/Classroom Aide
- Tutor
- Special Needs Assistant
- Classroom Aide
- Activity Center Assistant
- Child Care Worker/Assistant
- Front Desk
- Receptionist/Office Specialist
- Reception Worker

TECHNICAL CAREERS
(Apprenticeship, Associate's Degree, Advanced Certification, Experience, etc.)

- Paraprofessional Educator
- Administrative Assistant
- Child Welfare Specialist
- Daycare Business Owner
- Interpreter
- Resource Officer
- American Foreign School Teacher
- Adult Social Program Director
- Camp Director
- Instructional Technology Assistant
- Freshwood Director/Teacher
- Nonprofits

ACADEMICS | **PROFESSIONAL SKILLS** | **EXPERIENCES** | **PASSION**

PRE-EDUCATOR

TFS

117

EDUCATION WITH PURPOSE
CAREER TREE

PROFESSIONAL CAREERS
(Bachelor's, Master's, Ph.D., Specialized Training, Experience, etc.)

- Purchasing Manager
- Transportation, Storage, and Distribution Manager
- Supply Chain Process Analyst
- Vocational Education Teacher
- Supply Technician
- Mechanical Engineer
- Transportation Modeling Analyst
- Supply Chain Design Analyst
- Packaging Engineer
- Director of Fleet Maintenance
- Automotive Dealership Coordinator

ENTRY-LEVEL CAREERS
(Adult Program Completion)

- Coating, Painting, and Spraying Machine Operator
- Inventory Specialist
- Automotive Repair Mechanic
- Director/Production
- Forklift Operator
- Small Engine Technician
- Automotive Detail Sales Associate
- Automotive Technician Apprentice
- Forklift Technician
- Auto Parts Salesperson
- Collision Repair Assistant

TECHNICAL CAREERS
(Apprenticeship, Associate's Degree, Advanced Certification, Experience, etc.)

- Compliance Manager
- Warehouse Manager
- Shipping Manager
- Powered Industrial Truck Operator
- Import/Export Manager
- Fleet Manager
- Fleet Technician
- ASE Automotive Technician
- Service Department Manager
- Transmission Specialist
- Automotive Trainer/Instructor
- Oil Rig Technician

ACADEMICS | **PROFESSIONAL SKILLS** | **EXPERIENCES** | **PASSION**

TRANSPORTATION, DISTRIBUTION & LOGISTICS

TFS

118

FREE GIFT!

Take the experience further with a special gift from Mark

Text keyword **UNLEASH** to 33777 now and claim your free gift.

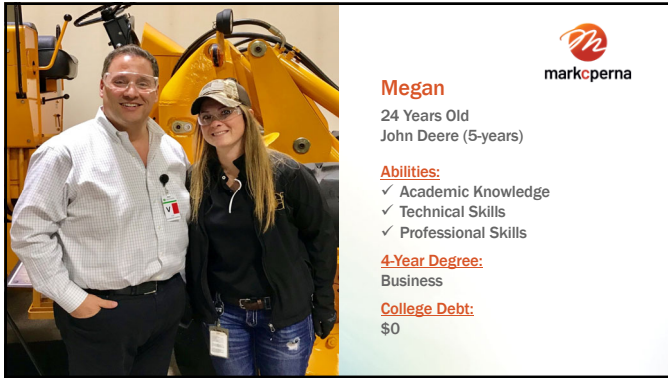
119

John Deere Davenport Works
Davenport, Iowa
Manufacturing:
Heavy Construction & Agricultural Equipment

markperna

120

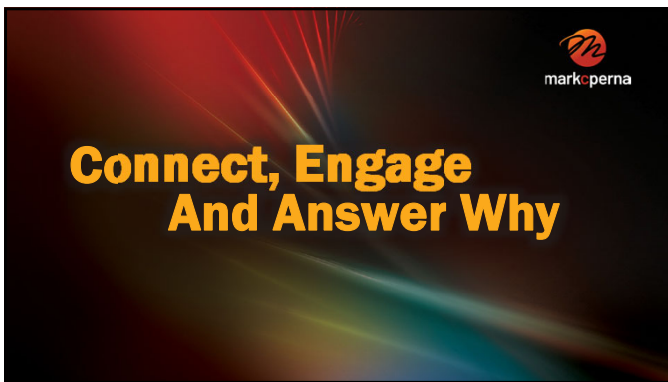
Visit MarkCPerna.com for FREE resources and information about Mark's award-winning bestseller
Answering Why: Unleashing Passion, Purpose, and Performance in Younger Generations



121



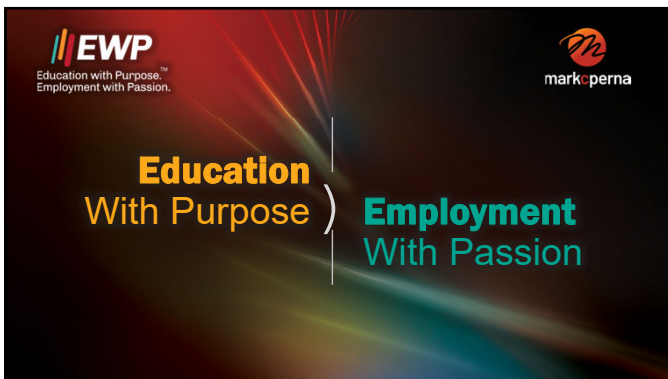
122



123



124



125



126

Visit MarkCPerna.com for FREE resources and information about Mark's award-winning bestseller
Answering Why: Unleashing Passion, Purpose, and Performance in Younger Generations



markcperna.com

Bestseller Winner of 8 National Book Awards

- Independent Press Award Winner: Education
- Independent Press Award Winner: Career
- National Indie Excellence Awards Winner: Business
- National Indie Excellence Awards Winner: Parenting & Family
- National Indie Excellence Awards Winner: Career
- IPPY Silver Award Winner: Parenting
- Axiom Business Book Awards: Human Resources
- Nautilus Award Winner: Relationships/Communication

127



COMPETITIVE ADVANTAGE TRACK™
LEARNING SERIES

Empower young people to build a personal competitive advantage — one skill at a time!

128



COMPETITIVE ADVANTAGE TRACK™

- **Slice 1:** "Why We All Need a Personal Competitive Advantage (Part 1)"
- **Slice 2:** "Why We All Need a Personal Competitive Advantage (Part 2)"
- **Slice 3:** "Leveraging The Human Connection"
- **Slice 4:** "Building Your Dream"
- **Slice 5:** "The Power of Failure"
- **Slice 6:** "Be Comfortable Being Uncomfortable"

129



COMPETITIVE ADVANTAGE TRACK™

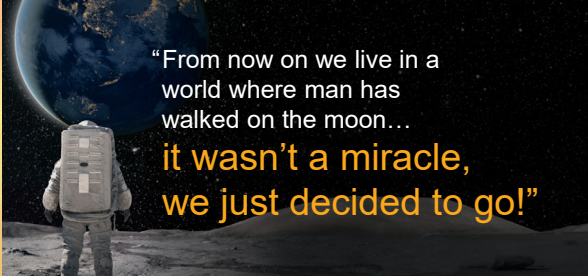


- Facilitator Reflection
- Discussion Starters
- Supersize Suggestions (Activities)
- Big Picture View


MarkCPerna.com/cat

130

Jim Lovell
Apollo 13 Commander



"From now on we live in a world where man has walked on the moon...
**it wasn't a miracle,
we just decided to go!"**



131

SHARE YOUR THOUGHTS

markcperna.com/impact/



132