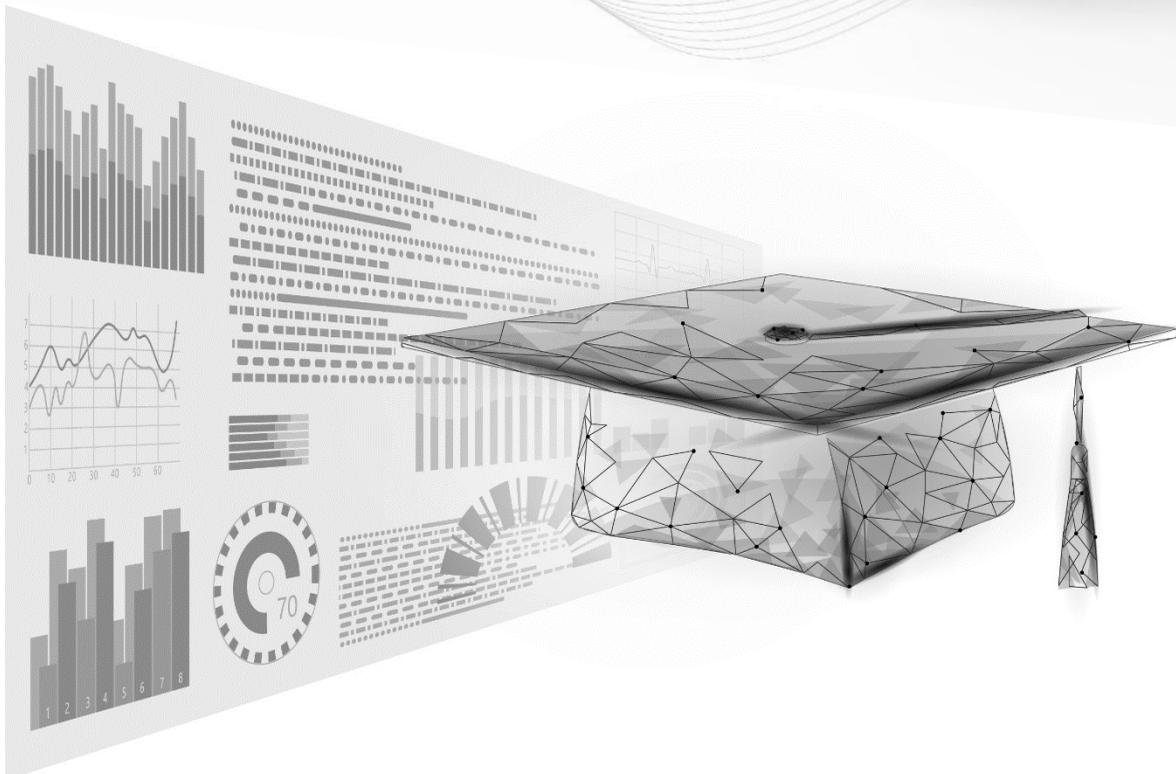




PATHWAY 2 CAREERS

Education with Destination



Meet Our Team

Dr. Joseph L Goins – Chief Executive Officer



Focused on innovation in education, Dr. Joseph Goins' career began as a Vocational Educator in the state of Tennessee and has continued to innovate academic and commercial spaces alike. Dr. Goins earned a MS in Administration and Supervision (University of Tennessee) and an EdD in Educational Leadership and Policy (Vanderbilt University) for a broader view of the challenges facing modern education. He has developed foundational skills programs for learners with the Tennessee Board of Regents, occupational profiles for a work-ready credential, and a statewide basic skills/mathematics curriculum focused on career pathways. Dr. Goins has built upon his desire to integrate innovation into education in everything he has done, promoting academic achievement, educator effectiveness, and outcome-driven leadership strategies.

Dr. Danielle J Tallent – Chief Learning Officer



Dr. Tallent specializes in bringing clean, yet creative, curriculum design to life. She encourages purpose-driven learning through the creation of materials and resources that center around meaningful learning outcomes that are aligned with the personal goals of the learner. Utilizing her PhD in Developmental Psychology (University of Denver, 2009), Dr. Tallent tells stories with data that are engaging and relatable. She embraces the challenge of identifying essential ideas within a subject area and presenting that information clearly and effectively, making the most difficult information accessible.

Trevor Stokes – Labor Market Analyst



Trevor Stokes regularly serves as a subject matter expert in labor market analysis to support career-driven curriculum development, regional economic research and growth planning, industry sector partnerships, educational product development and public policy recommendations. Personal experience in secondary education, adult technical training and workforce development have contributed to a practical approach to interpreting and applying labor market data. Trevor is a Certified Community Researcher and an alum of Lee University in East Tennessee, where he earned a bachelor's degree in communications. He now resides in Phoenix, Arizona where he supports the state's efforts to grow, attract and retain quality jobs.

Hasan Davis, JD – Inclusion Expert



Hasan Davis has reshaped himself over the course of many years through dedication, diligence, and dynamic thinking. Hasan has become a thought leader in the fields of education and juvenile justice, making youth support and guidance his purpose. Utilizing his missteps as a child and young adult to reshape his future, and the futures of countless others, Hasan has shown his skill as a practitioner in these areas through successful tenures as Commissioner and Deputy Commissioner (Department of Juvenile Justice, Kentucky), and impacted the lives of over 3,000 young people. He has, additionally, helped to inform policy decisions, testifying before federal legislators, and as a keynote speaker for 20 years, using his experiences and training to guide many more.

Francisco Garcia – Migrant Education Coordinator



With both a heart and a mind for education, Francisco Garcia has served in a variety of roles in education, as an administrator, educator, and a leader. Francisco has dedicated a great deal of his career to serving Hispanic students and the nation's migratory children and youth, also collaborating with the US Commission on Civil Rights. Francisco, owning a MA in Education from Boise State University and a BA from the College of Idaho, is valued for his insight regarding the challenges of underserved and culturally and linguistically diverse populations.

About Us

Pathway2Careers is a career readiness service provider that offers a collection of resources to support career readiness efforts in educational settings. The P2C approach places considerable emphasis on the use of regional labor market data to identify local high-value careers, ensuring that education practices enhance students' access to good jobs in their communities.

What does P2C offer?

P2C strives to improve access to labor market data and encourage the use of data-informed practices in career education.

Our products and services include:

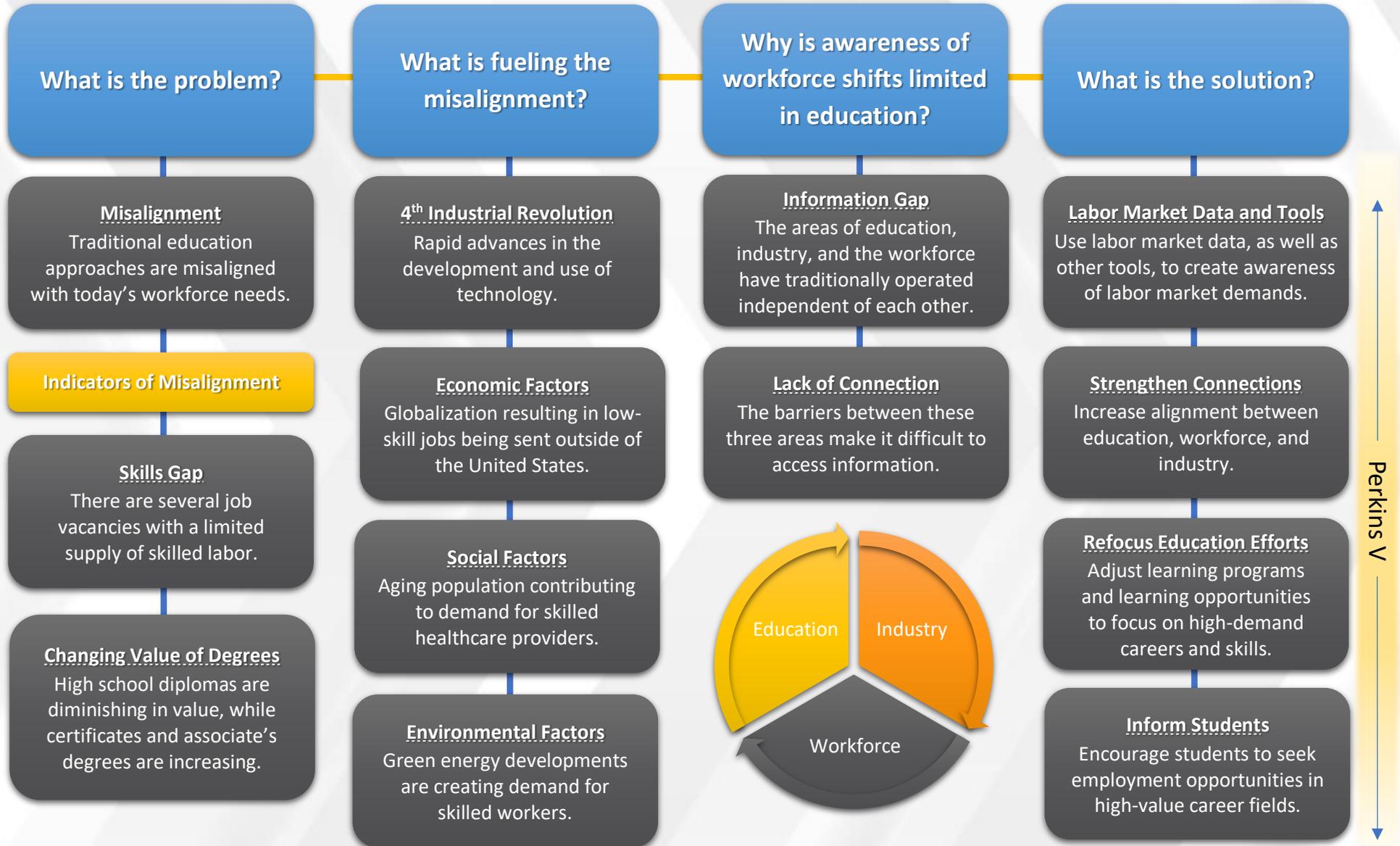
- Labor Market Data Tools
- Professional Development
- Perkins V Support
- Employer Relationships
- Career Pathway Mapping
- Career Exploration Resources
- Career-Focused Curriculum
- Customized Career Materials



Who can benefit from P2C?

As a comprehensive career service provider, P2C offers a wide variety of products and services for **administrators, faculty, students, and parents**, ranging from easy-to-use labor market systems to career-immersive curriculum.

The Need for Data-Informed Career Education



Data-Informed Career Education Model



Labor Market Data Tools for Educators

Labor market information (LMI) is a powerful resource that can be used to identify to high-value career destinations for learning. Basic statistics can help educators gain awareness of the top career clusters and pathways in their communities that offer strong career opportunities for students. Empowered with this knowledge, educators can make informed decisions about course offerings and programs that best support employment success for students.

CAREER CLUSTER [DOWNLOAD/PRINT](#)

AGRICULTURE, FOOD AND NATURAL RESOURCES

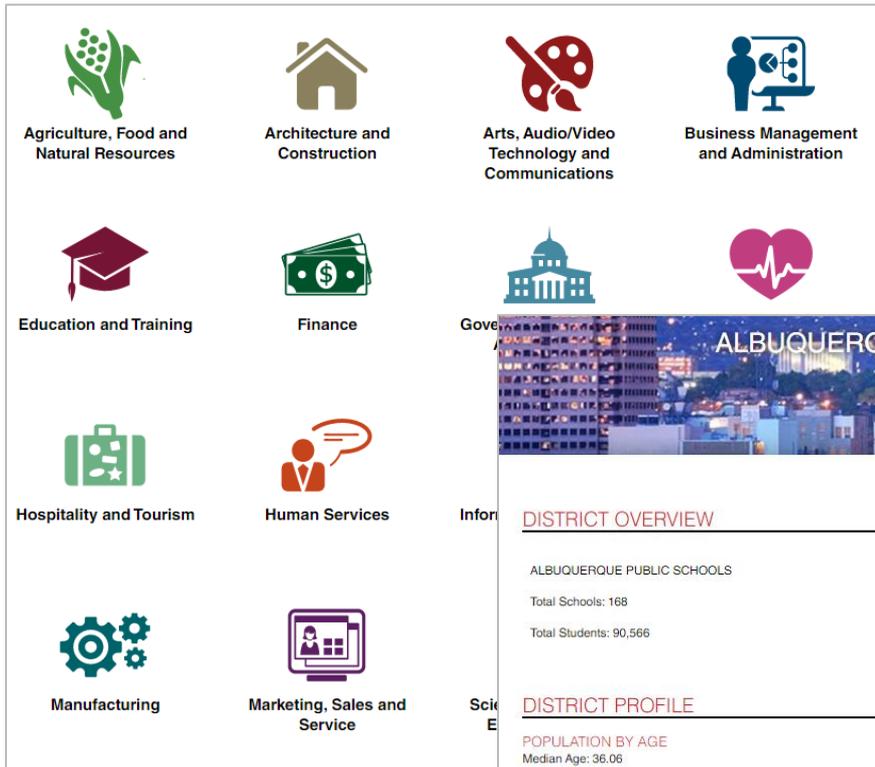
Career Cluster Description: This Career Cluster focused on the production, processing, marketing, distribution, financing, and development of agricultural commodities and resources including food, fiber, wood products, natural resources, horticulture, and other plant and animal products/resources.

Occupation - Cluster	Annual Openings	Median Wages	Projected New Jobs	Growth Rate	Pathway	Job Zone/ Education
Farmers, Ranchers & Other Agricultural Managers - Agriculture, Food and Natural Resources	152	\$45,190	216	2.84%	Agribusiness Systems	***
Landscaping & Groundskeeping Workers - Agriculture, Food and Natural Resources	138	\$23,310	176	2.63%	Plant Systems	1
Farmworkers & Laborers, Crop, Nursery & Greenhouse - Agriculture, Food and Natural Resources	130	\$18,590	-124	-2.54%	Plant Systems	1

The P2C labor market system displays district and regional data in an easy-to-use format with simple features and intuitive design.

Access District and Regional Data

- District Facts
- District Demographic Information
- District Labor Shed
- Regional Top Five Career Clusters
- Regional Market Demand
- Regional Median Wages
- Career Clusters and Pathways
- Education Requirements



Data is organized around the sixteen career clusters from the National Career Clusters Framework.

ALBUQUERQUE PUBLIC SCHOOLS

DISTRICT OVERVIEW Download/Print

ALBUQUERQUE PUBLIC SCHOOLS Classroom Teachers: 5880
 Total Schools: 168 Student/Teacher Ratio: 15.40
 Total Students: 90,566

DISTRICT PROFILE

POPULATION BY AGE
 Median Age: 36.06

Population	Level	Percentage	Chart
Total	679,165	100%	
0-9	85,813	12.6%	
10-14	44,005	6.5%	
15-19	42,832	6.3%	
20-24	47,854	7%	
25-54	274,695	40.5%	
55-64	86,960	12.8%	
65+	97,006	14.3%	

District overviews provide a snapshot of district size, demographics, and work travel patterns.

Simple menus with sort and filter functions provide the ability to customize searches around specific questions and data interests.

Select Your Career Cluster: GO

Select Your School District: GO

FILTER YOUR SEARCH Perkins V Report

Annual Openings	Median Wages	Project New Jobs	Growth Rate	Job Zone/ Education
0 - Max	\$0 - Max	-398 - Max	-42.86% - 43.14%	Min - Max

Search RESET



Explore our current data systems at these sites.

[Video](https://youtu.be/ETf6c36dCl0) youtu.be/ETf6c36dCl0
[Overviews](https://youtu.be/loIKjIDzPhk) youtu.be/loIKjIDzPhk

How can educators use labor market data in educational practice?

Labor market data and tools provide the ability for educational institutions to stay connected with high-value jobs in their districts and regions. This information is essential to ensuring education goals and strategies are aligned with current labor market needs.



Data-Informed Decision Making

Decisions regarding programs, courses, and district activities can be evaluated in the context of regional employment opportunities. Education practices can be strengthened to ensure students are prepared for good jobs in their area.



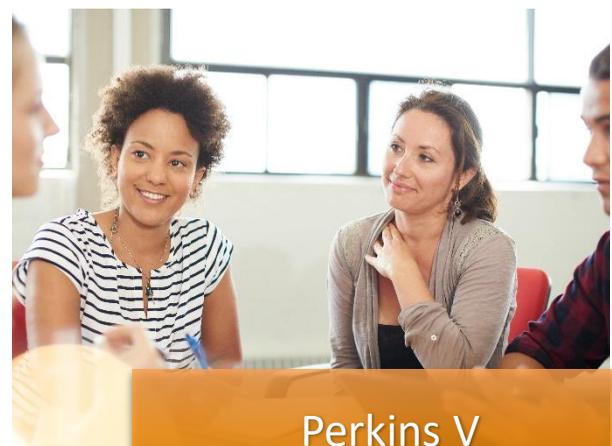
Career Guidance

Teachers and counselors can engage in more focused career exploration with students. Activities can center around local high-value careers and students can be encouraged to develop skills needed for jobs in their area.



Preparing Students for Local Careers

Education and training opportunities can be provided that coincide with local high-value career opportunities. Classroom lessons and instructional content can focus on teaching fundamental skills required for local jobs.



Perkins V

Administrators and teachers can develop plans and processes for CTE programs that support student access to high-value careers in their region. Data related to demand and wages for local jobs can be incorporated directly into Perkins V reports.

Additional P2C Labor Market Tools

Employer Skill Needs Survey

The P2C employer skill needs survey is designed to tap into employer skill demands and assess employer perceptions of career readiness within their local workforce. The survey explores five basic skill areas, including mathematics, ELA, technology, digital literacy, and soft skills. In addition, employer preferences for degrees and job-related skills are investigated. The final report presents relevant data and summarizes key findings and recommendations.

West Virginia DEPARTMENT OF EDUCATION
Employer Survey

Dear Employer,

Welcome education greatly val

About this

This surve

This surve

* Identify g

* Determin

* Explaine

* Encourag

How many jobs in your business/company require the following degrees or certificates?

	A Lot	A Fair Number	Some	Very Few
No Degree				
High School				
Micro-Cred				
Trade Certif				
Associate's				
Bachelor's D				
Master's De				
Doctorate D				

When hiring new employees, those with a high school diploma typically demonstrate a basic mastery of...

	Very True	Pretty True	Not Very True	Not at All True
Mathematics	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Reading, Writing, and Language	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Use of Technology	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Understanding and Producing Digital Content	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Soft Skills (professionalism, teamwork, communication, etc.)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

WVDE Survey of Employer Skill Needs ●●●2019

Do employers prefer degrees/certificates or skills?

To explore employer preference for degrees/certificates vs. skills, employers were asked, "For most jobs in your business/company, which type of applicant would be viewed as most prepared for successful job performance?" The following

Figure 11
Employers Reporting Preference for Skills Over Degrees/Certificates

Recently Earned Degree/Certificate: 32%

High School: 68%

Clarify, employers place value on skills. Such evidence stands in opposition to the idea that employers commonly use degrees as an initial screening tool to identify "quality" applicants. For most employers, applicants with degrees do not appear to be given immediate preference. Rather, applicants with job-related skills are desired.

Figure 10
Employer Perception of Skill Areas Associated with Specific Degrees/Certificates
% Employers Rating Very True / Pretty True

West Virginia DEPARTMENT OF EDUCATION

Survey of Employer Skill Needs

March 2019

P2C Pathway2Careers
Education with Destination

Table 5. Employment Changes by Industry, Previous Year, Northern Region

Description	2018 Q3 Jobs	2017 Q3 Jobs	Change	% Change	Earnings Per Job
Educational Services	14,999	15,059	-60	-0.4%	
Executive, Legislative, & Gen Government	8,275	8,677	-402	-4.6%	
General Merchandise Stores	5,208	5,211	-3	-0.1%	
Justice, Public Order, and Safety Activi	4,991	4,916	75	1.5%	
Amusement, Gambling & Recreation Ind	4,715	4,892	-177	-3.6%	

Population Trends

This report looks at population trends across the region since 2010. The turn of the decade marked the beginning of the recovery of the region from the Great Recession. Its impact was deep and broad in the Northern Region, and the long-lasting changes that resulted make the decade an appropriate point from which to evaluate changes.

NS4ed
Quarterly Labor Market Report
March 2019
The Northern Workforce Region

NMPED
Public Education Department
Quarterly Labor Market Report - Northern Region

- Introduction and Key Findings
- Regional Profile
- Labor Force Trends
- Employment by Industry
- Understanding Long-Term Occupational Projections
- Understanding Workforce Equilibrium

HIGHLIGHTS

An appropriately skilled workforce is critical to Governor Gitterman's vision for the 21st Century New Mexico economy. Of the eight sectors where the governor anticipates New Mexico economic growth, the world, three are particularly important in that representing shortage of qualified talent:

- Cybersecurity
- Aerospace
- Intelligent Manufacturing

In each of these fields, the number of annual openings expected in the coming years far exceeds the number of degrees and certificates being conferred from relevant postsecondary programs.

Regional Labor Market Reports

The P2C quarterly labor market reports summarize local market trends and their relevance to the nearby education systems. Each report illustrates short-term population, labor market, and industry trends. The reports also analyze job postings in the region to better understand the priorities of employers in terms of job titles, skills, and certifications. The purpose of these reports is to support increased alignment between educational strategies and the realities of regional labor markets.

Professional Development

P2C helps connect educators to the power of labor market information (LMI) with comprehensive training and professional development experiences. These learning opportunities, designed explicitly for educators, focus on presenting basic content and strategies for the use of LMI in educational practices.

The P2C labor market training offers a fully online experience that incorporates the following features.



24-Hour Online Access



Video Tutorials



Printable Guides



Comprehensive LMI Resource Center



Learning Assessments and Completion Certificates

P2C
PATHWAY 2 CAREERS
Education with Destination

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PROFESSIONAL DEVELOPMENT

Online Training

Pathway2Careers helps connect individuals to the power of labor market information (LMI) with customized training and professional development experiences. These learning opportunities, designed explicitly for educators, focus on presenting basic content and strategies for use of LMI in educational practices. P2C is committed to providing clear and engaging instructional materials that significantly enhance the use of education-focused LMI in your community.

The P2C online training experiences provide access to the following features.

- 24-Hour Online Access
- Video Tutorials
- Printable Guides
- Comprehensive LMI Resource Center
- Learning Assessments and Completion Certificates

All materials are straightforward and easy to access. Users can easily move between courses and modules and explore topics that are most relevant to their learning needs.

My Profile Expand All | Collapse All

Profile

Username: student1
Email: student1@714web.com

[Edit profile](#)

Registered Series	Certificate	Status
Series 1		

Users are assigned a profile where they can monitor their progress and access earned certificates. All courses can be accessed from the profile page or the homepage.

Online Courses that Focus on Why, How, and Who

Course 1 Modules and Topics

WHY is the use of LMI critical in education practice? Learners are provided with a thorough review of current shifts in labor market demand and the need to prepare students for the future of work.

HOW is LMI used in education practice? Useful terms and definitions are reviewed, along with strategies for using LMI to identify high-value careers. The application of this information in everyday settings is also discussed.

WHO can benefit from LMI and its application in planning, policy, and practice? Course topics focus on the use of LMI in student career exploration and decision-making activities with educators and policymakers.

Introduction to Labor Market Exploration for Educators

Module 1
The Future of Work

- Rethinking College and Career Readiness
- Preparing Students for Careers
- The Shifting Workforce Landscape
- Problems and Solutions

Module 2
Using LMI to Connect with the Future of Work

- Connecting with the Future of Work
- The Power of Awareness to Inform and Prepare
- What is Labor Market Information (LMI)?
- P2C Labor Market Exploration System

Module 3
Learning to Use LMI

- Staying Connected to Work
- Basic Terms and Definitions
- Identifying High-Value Careers
- Exploring LMI Using the P2C System

Module 4
Incorporating LMI into Education Processes

- Career Exploration
- Career Planning
- Policy and Practice
- Resources and Tools



Printable PDF guides are available in the resource center and completion certificates are presented after course assessments have been submitted.

pathway2pd.com

Preview the P2C professional development courses.

Perkins V

Perkins V maintains a primary focus on the development and maintenance of effective CTE programs of study that prepare students for successful entry into the workforce. Pathway2Careers labor market data tools offer a critical bridge between education and industry that can help policymakers and educators connect with the realities of their state and local job markets.

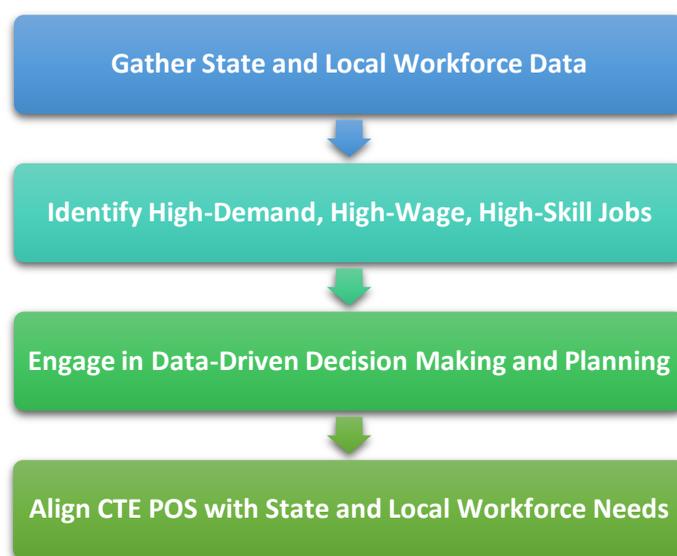
Data-Driven Decision Making and Planning

One of the more significant changes in the new Perkins V law is an increased emphasis on data-driven decision making and planning, especially at the local level. The new law requests that all eligible agencies demonstrate a strong alignment between programs of study (POS) and state/local workforce needs that is supported by relevant and current workforce data. To determine the status of high-demand, high-wage, and high-skill jobs within state and local regions, labor market data needs to be collected. This information can be used to guide decisions and planning around CTE POS.

16 Career Clusters



Process for CTE POS Development and Maintenance



The Solution

With P2C, labor market data is presented in a flexible, online system that:

- Easily reveals high-demand, high-wage, and high-skill jobs to demonstrate program alignment with industry needs.
- Contains state and local labor market information to place programs in the context of regional economic demands.
- Presents data organized around the sixteen career clusters from the National Career Clusters Framework to keep data linked to education-based classification systems.

Selecting Perkins V in the P2C labor market data system automatically sorts the data to display local high-value occupations.

PERKINS V REPORT

[DOWNLOAD/PRINT](#)

Perkins V maintains a primary focus on the development and maintenance of effective CTE programs of study (POS) that prepare students for successful entry into the workforce. The new law emphasizes data-driven decision making and planning, especially at the local level. Labor market information can be used to determine the status of high-demand, high-wage, and high skill jobs within the state and local regions. This information can guide decisions and planning around CTE POS. Under Perkins V, all eligible agencies are required to demonstrate a strong alignment between POS and state/local workforce needs that is supported by relevant and current workforce data.

This report summarizes the local high-value occupations for the school district's workforce region(s). High value was defined as high-demand, high-wage occupations that are stable or growing in demand. Occupations with highest annual openings and annual wages that are above \$35,000 are displayed. Further more, all occupations listed are projected to have stable or positive growth.



Career Cluster Description: Planning, managing, and providing therapeutic services, diagnostic services, health informatics, support services, and biotechnology research and development.

Occupation - Cluster	Annual Openings	Median Wages	Projected New Jobs	Growth Rate	Pathway	Job Zone/Education
Registered Nurses - Health Science	661	\$64,710	2761	16.90%	Therapeutic Services	3
Medical & Health Services Managers - Health Science	90	\$87,810	339	15.30%	Diagnostic Services, Health Informatics, Therapeutic Services	5
Licensed Practical & Licensed Vocational Nurses - Health Science	77	\$46,620	136	6.15%	Therapeutic Services	3
Physical Therapists - Health Science	73	\$87,930	404	32.55%	Health Informatics	5
Pharmacists - Health Science	56	\$119,660	159	9.19%	Biotechnology Research and Development, Therapeutic Services	5

High-Demand

The **Annual Openings** column reveals occupations with the most openings expected each year.

High-Wage

The **Median Wages** column reveals occupations with the highest wages.

High-Skill

The **Job Zone/Education** column reveals occupations with the most advanced education requirements.

Save and print PDF Perkins V reports that summarize high-value occupations within a district's local workforce region(s).

careerpathways-nm.com

[Preview the Perkins V tool at one of the P2C data sites.](#)

Career Pathways for Students

The P2C career pathway maps acknowledge that access to pathway information is critical to student success. Effective career pathways outline various education levels and the viable career opportunities available at each level. The idea is to build awareness of the education stepping stones within one's career journey. Students can enter a pathway and exit at any point to take advantage of the opportunities at that level. The power of these pathway maps is the ability to see the multiple entry and exit points, as well as the education and training requirements that accompany each step.

District-Level Career Pathway Maps

The development of career pathways is a multi-step process that requires varying levels of research, design, and development. Pathway maps can be designed around current course offerings and programs available within a district. The associated career clusters and pathways are identified and mapped to include regional career opportunities at various levels of education. Furthermore, a detailed education plan is included that outlines pathway-specific courses at the secondary level, with postsecondary programs listed.



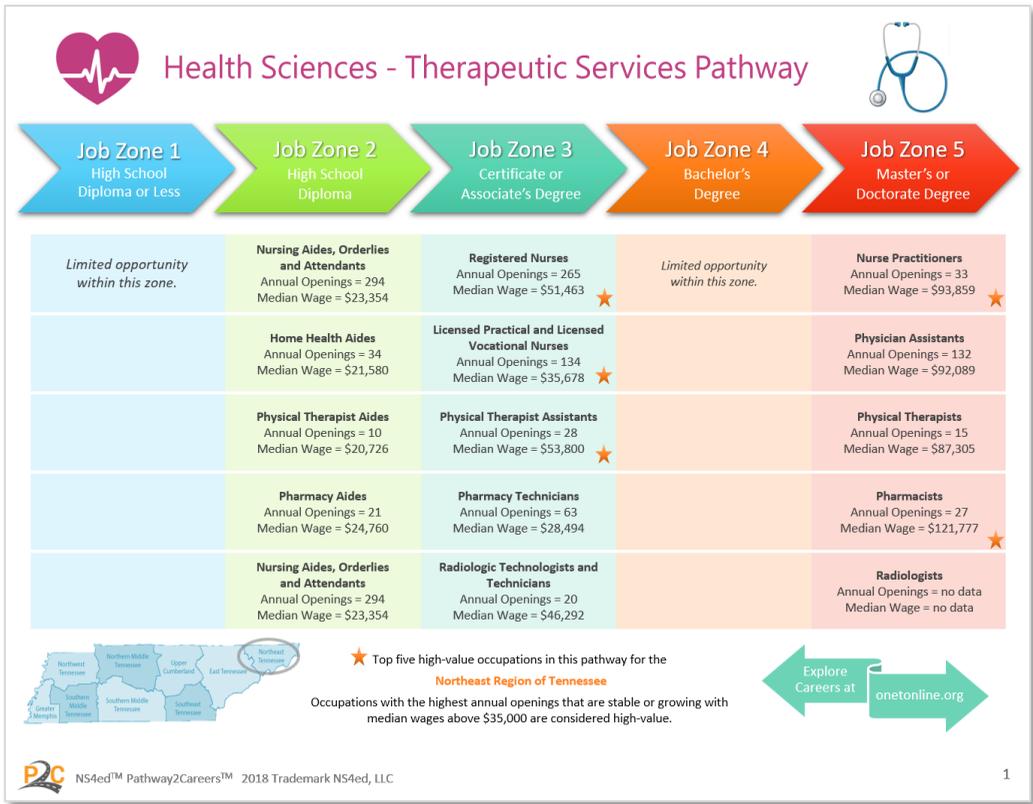
Using Career Pathway Maps

There are multiple applications for the use of career pathway maps. In working with students, pathway maps can be used in activities involving:

- **Career Awareness** – understanding connections between education and employment opportunities
- **Career Advising** – identification of career targets and associated education requirements
- **Education Planning** – listing courses and developing a sequence for required education and training

Choice





Pathway maps list education levels, identified by job zones, and regional employment opportunities within each level.

High-demand occupations are emphasized in the occupation lists with stars identifying the top five high-value careers for the pathway.

The data region is clearly displayed in a state map at the bottom of the page.

The P2C pathway maps are designed to ensure they are accessible and easy to understand. Each map identifies various education levels, ranging from high school diploma to advanced degrees. Within each of these levels, the most viable career opportunities are listed, along with the associated labor market data. Education requirements are outlined that guide students toward pathway-specific training.

High school education requirements are listed for each grade with accompanying CTE and pathway-related courses.

Postsecondary institutions offering certificates and degrees related to the pathway are presented, along with postsecondary programs of study.

Health Sciences - Therapeutic Services Pathway

H5 Year	English Language Arts	Math	Science	Social Studies	Other Courses	CTE Courses	Electives
9	English I	Algebra I	Biology	World History and Geography	World Language, Physical Education	See table below	See table below
10	English II	Geometry	Chemistry	U.S. History and Geography	World Language, Lifetime Wellness		
11	English III	Algebra II	Physics	Economics	Fine Arts		
12	English IV	Pre-Calculus or Statistics	Anatomy and Physiology	Psychology			

Year	CTE Program	Pathway Electives	Regional Postsecondary Schools	
	Health Science (minimum = 3 credits)	Related CTE and STEM Courses	Certificates and Associate's Degrees	Bachelor's and Advanced Degrees
9	Health Science	Nutrition Science	Community Colleges • Northeast State Community College	Colleges and Universities • East Tennessee State University • University of Tennessee • King University • Milligan College
10	Medical Terminology, Medical Therapeutics	Information Technology	Tech Schools • Tennessee College of Applied Technology	• Emory and Henry College • Lincoln Memorial University
11	Nursing Education, Rehabilitation Careers	Microbiology		
12	Clinical Internship			

Postsecondary Programs / Majors

Education Level	Program 1	Program 2	Program 3	Program 4	Program 5
Certificate or AA	Registered Nurse	Licensed Nurse	Physical Therapy Assistant	Pharmacy Tech	Radiologic Tech
Bachelor's Degree	Nursing	Nursing	Exercise Science / Health Science	Pre-Med / Health Science	Pre-Med / Health Science
Advanced Degree	Nurse Practitioner	Physician Assistant (PA)	Physical Therapy	Pharmacy	Medical - Radiology

NS4ed™ Pathway2Careers™ 2018 Trademark NS4ed, LLC

Career-Focused Curriculum

Math and ELA

The P2C career-focused math and ELA curriculum places learning in the context of high-value career opportunities and provides real-world application of core subject matter concepts. When a meaningful career context is provided, students can instantly see purpose in their learning and understand the *why* behind the *what*. As a result, students experience increased motivation to learn and information is often retained at higher levels.

Occupations Integrated into Each Lesson

Each of the P2C student lessons present information in the context of a different high-value career that is linked to one of the sixteen career clusters within the National Career Clusters Framework. Because occupations are not repeated, students experience a unique occupation in every lesson.

Lessons begin with a career spotlight that presents information pertaining to job duties, education requirements, labor market demand, and wages. Throughout each lesson, the career is integrated into the learning experience with examples and exercises that demonstrate direct application of the lesson content in everyday work tasks.

Common Core State Standards

Best practices in math and ELA instruction are utilized in the construction of the P2C curriculum, with an emphasis on clear and clean content presentation. To simplify the incorporation of lessons into current instructional activities, the lessons correspond to common math and ELA topic areas and are aligned directly to Common Core State Standards. The standard alignment is explicitly outlined in the lesson materials, as well as the scope and sequence, making it easy for teachers to select lessons that meet their instructional needs.

Career Spotlight



Industrial Engineer

Industrial engineers find ways to eliminate wastefulness in production processes. They devise efficient systems that integrate workers, machines, materials, information, and energy to make a product or provide a service. They focus on how to get the work done efficiently, balancing many factors, such as time, number of workers needed, available technology, actions workers need to take, achieving the end product with no errors, worker's safety, environmental concerns, and cost. Their skills can be applied to many different situations, from manufacturing to healthcare systems to business administration.

Education

Industrial engineers need a bachelor's degree, typically in industrial engineering. However, many industrial engineers have degrees in mechanical engineering, electrical engineering, manufacturing engineering, industrial engineering technology, or general engineering. Students interested in studying industrial engineering should take high school courses in mathematics, such as algebra, trigonometry, and calculus; computer science; and sciences such as chemistry and physics.

Several colleges and universities offer 5-year degree programs in industrial engineering that lead to a bachelor's and master's degree upon completion. Some 5-year or even 6-year cooperative education plans combine classroom study with practical work, permitting students to gain experience and to finance part of their education.

Potential Employers

Industrial engineers held about 257,900 jobs in 2016. The largest employers of industrial engineers were as follows:

Transportation equipment manufacturing	18%
Professional, scientific, and technical services	13
Computer and electronic product manufacturing	13
Machinery manufacturing	8
Fabricated metal product manufacturing	6

Career Cluster

Science, Technology, Engineering, and Mathematics

Career Pathway

Engineering and Technology

Low-End Salary: \$54,070

Median Salary: \$83,310

High-End Salary: \$129,390

Current Jobs (2016)

257,900

Projected Jobs (2026)

283,000 (an increase of 10%)

Math Required

- Arithmetic
- Algebra
- Geometry
- Calculus
- Statistics

Is this a good career for me?

Industrial engineers tend to:

- have **investigative** interests. They enjoy searching for facts and solving problems.
- prefer **conventional** approaches. They appreciate procedures and routines.
- be more **enterprising**. They seek opportunities to start up and carryout projects.
- be more **realistic**. They prefer working with practical, hands-on problems.

Learning in the Context of Careers

Student lessons present a comprehensive overview of fundamental math and ELA concepts. These overviews incorporate several “On the Job” examples that demonstrate how the lesson concepts can be applied in the daily work of the occupation highlighted in the lesson. A series of occupation-specific exercises are presented at the end of every lesson that provide the opportunity for students to practice the math and ELA concepts in the context of a real, high-value job.

Discovering the Area of Parallelograms through Rectangles

Lesson 1

Overview
In this lesson, you will have the opportunity to discover how the area of a parallelogram can be determined by transforming it into a rectangle.

Discovery Questions

1. What is a parallelogram?
2. How can a parallelogram be transformed into a rectangle?
3. What is the area of a rectangle?
4. How can we use our knowledge of the area of a rectangle to find the area of a parallelogram?

What is a parallelogram?
In the picture below, there are several examples of parallelograms. A parallelogram is a special type of quadrilateral with two pairs of opposite sides that are parallel and of equal length and the opposite angles are equal.

How can a parallelogram be transformed into a rectangle?
If you take a right triangle from one side of a parallelogram and attach it to the opposite side, you will create a rectangle. The new shape is called a rectangle because it is a quadrilateral that has four right angles.

What is the area of a rectangle?
The area of a rectangle can be found by multiplying the base of the rectangle by its height.

Area = Base x Height

For example, if the base of a rectangle is 7 in and the height is 5 in, the area would be 35 in².

5 in x 7 in = 35 in²

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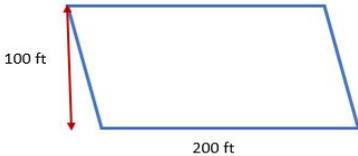
On the Job

One of the primary tasks of an industrial engineer is to help make production more efficient, often by reducing material waste. An industrial engineer working in a facility that manufactures aluminum signs wants to know the area of a specific sign to avoid producing too much aluminum sheeting. If the sign is 3 feet long and 2 feet high, she would need 6 square feet for each sign.




$3 \text{ ft} \times 2 \text{ ft} = 6 \text{ ft}^2$

To improve workplace safety, an industrial engineer wants to hire sanitation workers to clean the floor in one of the production areas every hour. Knowing the area of the floor will help him determine the time required to clean the floors. Use the measurements of the floor space shown in the image to determine the area of the floor.




Answer:
 $200 \text{ ft} \times 100 \text{ ft} = 20,000 \text{ ft}^2$

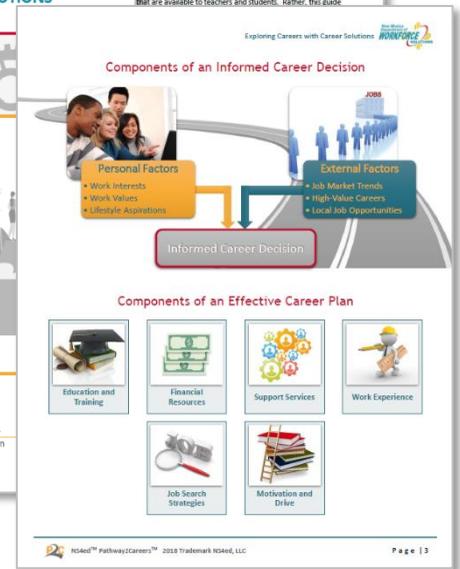
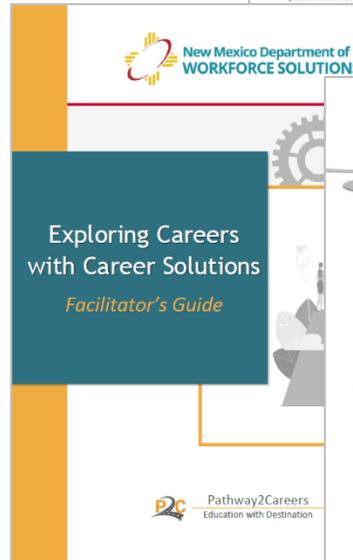
-  Scope and Sequence
-  Outlines and Notes
-  Answer Keys / Rubrics
-  Resources and Tools

Instructor Materials

To support the use of the career-focused lessons, instructor resources are included with the curriculum materials. A detailed scope and sequence lists the main topic areas, as well as the standards associated with each lesson. Instructor outlines and notes accompany each lesson that give an overview of the learning objectives and guide classroom discussions and learning activities. In addition, answer keys and rubrics are provided to assist teachers in assessing student learning within each of the lessons.

Career Exploration

Pathway2Careers aims to assist students in making stronger career decisions by increasing student awareness of both internal factors (interests, values, and goals) and external factors (high-value careers and regional labor market trends). As such, the P2C career exploration materials and resources are designed to promote clear and efficient delivery of career-related information, with emphasis on enhancing students' understanding and use of labor market data in the decision-making process.



	Target Audience	User Level	Career Exploration	Career Planning	Labor Market Information (LMI)	Support Services
Career Resources	Youth and Young Adults Adults and Educators Education and Policymakers Employers	Easy Moderate Advanced	Career Exploration Assessments Career Cluster/Program Descriptions Job Descriptions Work-Based Learning Experiences Save, Review and Compare Tools Resume and Interview Tools Local Job Listings	Local Career Events and Seminars Education and Training Information Financial Planning Tools LMI for Career Clusters Local/Regional Focus	Regional Reports and Analysis State-Focus LMI Guides and Resources Youth services Disability Services Family Services Financial Assistance and Services Career Guidance / Counseling	
Career Resources						
Department of Workforce Solutions	•	•	•	•	•	•
Career Solutions	•	•	•	•	•	•
Workforce Connection	•	•	•	•	•	•
Career Guides						
Career Clusters Guide	•	•	•	•	•	•
Career Guide	•	•	•	•	•	•
Labor Market Tools						
Career Pathways	•	•	•	•	•	•
Department of Workforce Solutions Labor Market Information	•	•	•	•	•	•
LASER	•	•	•	•	•	•
Plans and Pathways						
Next Step Plan	•	•	•	•	•	•

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Facilitators guides assist educators in the effective use of career tools with students. An in-depth overview of the tools is provided, along with detailed lessons that guide discussions and student activities.

Career resource overviews list tools and information sites available to support career exploration efforts. A quick-reference chart is provided that summarizes the features and intended use for each tool and site.

New Mexico Career Awareness Websites and Resources

- Career Resources**
 - Department of Workforce Solutions**: The New Mexico Department of Workforce Solutions strives to be a gateway to employment. This site presents links to multiple resources, including: career systems, planning tools, education options, and more.
 - Career Solutions**: Career Solutions is an online career exploration and planning website for youth and young adults. The website provides access to interactive tools that assist individuals in exploring careers and planning their future.
 - New Mexico Workforce Connection**: The New Mexico Workforce Connection Online System is New Mexico's official online portal to virtual job matching services, employment resources, the Unemployment Insurance System, labor market information, and more.
- Labor Market Tools**
 - NEW MEXICO Career Pathways**: New Mexico Career Pathways displays regional labor market information for school districts organized around the National Career Clusters Framework. The site includes interactive tools, regional reports, podcasts, and more.
 - LABOR MARKET INFORMATION**: The New Mexico Department of Workforce Solutions site offers a Labor Market menu. This menu presents links to data, statistics, dashboards, resources, and publications related to labor market information.
 - LASER**: LASER is a comprehensive labor market information system. Several search tools and functions are available that allow current and historic labor market data to be customized to meet individual needs.
- Plans and Pathways**
 - NMPED NEXT STEP PLAN**: The Next Step Plan is a personal, written plan developed by each student at the end of grades 8-11 and during grade 12. The purpose of the plan is to target students' postsecondary interests and outline studies for high school.

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Employer Relationships

Local employers are among the most valuable resources available to educational institutions in supporting efforts to prepare students for high-value careers. Because industry leaders have direct knowledge of the skills students will need to be successful in the workplace, they offer a critical perspective on education outcomes for students. Nothing can be more essential than connecting with businesses that offer viable employment opportunities for students. When students are prepared for work, they can access higher-paying jobs and achieve greater levels of success in their chosen field.



Pathway2Careers offers assistance in developing employer relationships that support students' access to high-value careers in their area.

Process for Initiating Education-Industry Connections



Explore Occupations

Identify top career clusters and high-value occupations in the area. Examine where most people are traveling to work.

Identify Employers

Review top career clusters, occupations, and popular work locations. Conduct a search to identify employers related to these occupations and areas.

Establish Employer Relationships

Reach out to employers and facilitate educator-employer discussions and meetings. Develop work-based learning opportunities for students.

Benefits of Employer Relationships

- Build knowledge of the critical skills students will need to access good jobs in their area.
- Develop connections that promote work-based learning experiences for students.
- Establish a presence in the community that can help bridge students' transition to work.
- Support the economic vitality of the local region in developing a skilled workforce.



Pricing

Access to the P2C labor market data system, which includes the online professional development training, ranges from \$1,000 to \$5,000 per district. Pricing for multiple districts or statewide access is also available.

Services	Price
Labor Market Data System	
Unlimited access for any number of users within a district. Cost is relative to district size.	\$1,000 – \$5,000
Professional Development	
Unlimited access for any number of users within a district. Cost is included in the price of the labor market system.	\$ 0
Total \$ 1,000 - \$5,000	

The cost of additional services can vary according to district, region, or state needs.

Additional Services	Price
<ul style="list-style-type: none"> ▪ Perkins V Support ▪ Career Pathways ▪ Career-Focused Curriculum ▪ Career Exploration ▪ Employer Relationships 	Contact us to determine pricing for your district, region, or state.

Contact Us

We welcome the opportunity to explore how P2C can support your career readiness efforts. Please contact us to schedule a free demonstration or request a proposal.

Dr. Joseph Goins, CEO
 jgoins@ns4ed.com
 865.414.0033



pathway2careers.com

NS4ed

Pathway2Careers is associated with NS4ed, an educational research and development company dedicated to negotiating services for schools, educators, and private institutions. NS4ed partners with state and local entities to provide research, policy and practice deliverables that yield high value and actionable results. As an innovative education service provider, NS4ed offers a unique perspective on gathering data and understanding the policy effect and implications for developing models that yield mission critical change in a community, district, or organization.

NS4ed has assisted multiple organizations and agencies in the areas of research, policy, and practice, including:

New Mexico Public Education Department

Kentucky Valley Educational Cooperative

New Mexico Early College High Schools

Universidad Metropolitana

Dolly Parton's Imagination Library

West Virginia Department of Education



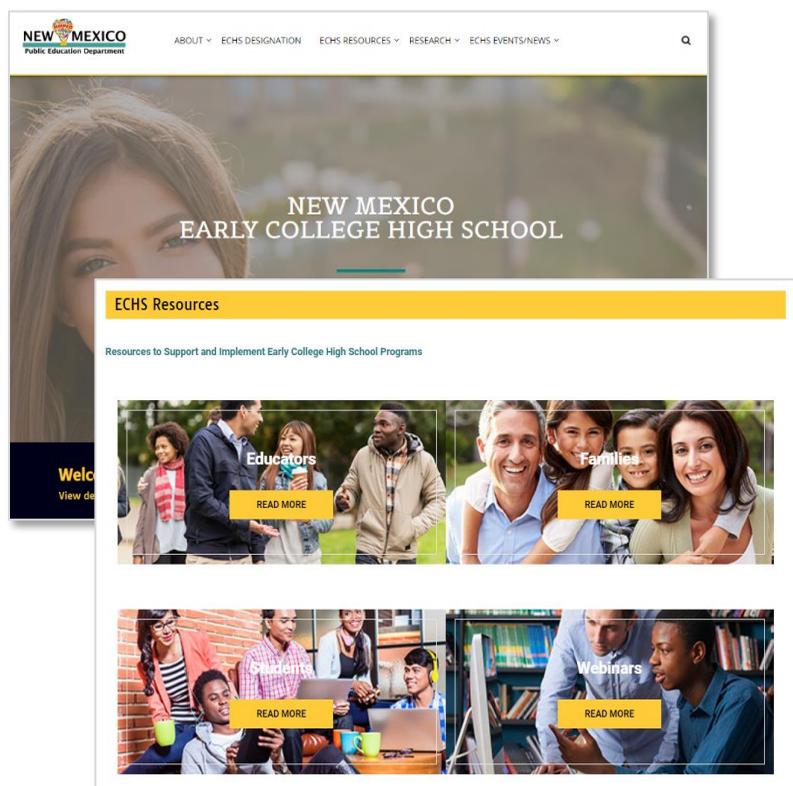
visit us at ns4ed.com

Early College High Schools

Early college high schools (ECHS) use a transformational strategy of bringing college into high school by simultaneously offering a high school diploma and a college-level credential and/or degree. NS4ed has been instrumental in establishing a strong ECHS network in the state of New Mexico and is currently extending these efforts in other locations to facilitate the growth and maintenance of this highly successful school model.

Support for Early College High Schools

- ECHS Resource Center
- ECHS K12 Survey
- ECHS Business Survey
- ECHS HED Survey
- ECHS Consolidated Report
- Career Lesson Plans
- ECHS Policy Manual
- ECHS Leadership Meetings
- ECHS Leadership Podcast Series
- Work+ED Podcast Series
- Quarterly / Regional Analysis

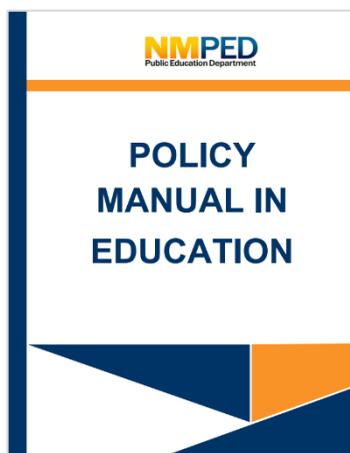


Resource Center

The ECHS resource center provides access to a wealth of tools and materials that support the effective implementation of the early college high school model. Application materials and designation requirements are posted directly on the site to promote the development of new schools. Furthermore, schools can review research, websites, and articles that speak directly to their needs as an early college high school. Information is also presented for various individuals, including families, students, and administrators. The resource center serves as a unifying tool that consolidates the most essential ECHS information in one location.

Reports and Communication

The ECHS reports present the perspectives of high school, college/university, and business/community members on early college high schools. They provide an in-depth review of how this model is perceived among various groups.



The ECHS policy manual reviews information pertaining to early college high schools from a national and state perspective. An examination of past practices is outlined that leads into current approaches to early college high school models and terminology.



In the ECHS leadership meetings, leaders gather to share resources, information, and experiences to strengthen connections between education, community, and business leaders.



The Work+Ed podcast explores the intersection between industry and education by delving into topics that unite industry leaders and educational professionals. The main goal of these discussions is to support and enhance the partnership between industry and education.



echs-nm.com

[Visit the Early College High School Resource Center](#)



PATHWAY 2 CAREERS

Education with Destination

Explore Our Websites

P2C Website pathway2careers.com

Labor Market Data Systems

careerpathways-nm.com
tsbadatadashboard.com

Online Professional Development

pathway2pd.com

NS4ed ns4ed.com

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