



**FLORIDA STATE UNIVERSITY**  
Educational Psychology & Learning Systems, College of Education

*Instruction that moves, leadership that inspires,  
scholarship that makes a difference for the 21<sup>st</sup> century.*

**Student Syllabus, Fall 2017**

**A. Course Prefix, Number, Title & Credits**

SDS 3340 Introduction to Career Development (1-3, variable credit)

Tuesday & Thursday

Class Location: The Career Center, Dunlap Success Center (DSC), Room 2208

**B. Prerequisites or Co-requisites**

Enrollment is open to any student in the University. A sincere interest in engaging in a broad range of educational and career development activities, including research about the changing nature of work, should be the primary factor considered in deciding to enroll in the course.

**C. Objectives/Description**

**SDS 3340r: Introduction to Career Development**

The two purposes of this syllabus are (1) to orient students to the learner outcome goals of the course and the related instructional strategies, and (2) to inform faculty, students, and other professionals about the history of this course.

Introduction to Career Development is a systematically designed course based on the cognitive information processing (CIP) theory for career problem solving and decision making developed at FSU, incorporating modularized multi-media instructional materials. The course is designed to inform students about career planning and management interventions and to accommodate students at different levels of decidedness about their career aspirations. Lectures, small group activities, electronic media, computer-based career guidance systems, outside projects, and readings constitute a sample of the techniques used to deliver instruction in the course. In addition, one-to-one consultations with course instructors and personnel in the Career Center are encouraged.

SDS 3340 Introduction to Career Development is a joint venture of several FSU units, including the Department of Educational Psychology & Learning Systems (Psychological & Counseling Services program), the Career Center, and the Division of Undergraduate Studies. The Career Center Library and other Career Center resources are fully integrated into the course, and the Career Center offers access to resource materials which contain information on various aspects of occupational choice, e.g., families of occupations, job outlook information, decision-making models. Students completing the course will directly experience more than 50 career interventions.

## Why Is The Course Needed?

Career planning and management is a relatively recent social invention. For hundreds of generations, from the time of cave dwellers to the early years of industrial society, there was very little freedom of choice in occupational selection. Sons of farmers became farmers, sons of miners became miners, sons of factory workers became factory workers, and the daughters of all three became housewives and mothers. But in the last 100 years society has undergone drastic changes. Contemporary Americans have thousands of different occupations from which to choose. In just a little over a century we have gone from a no choice or limited choice situation to a point where the sheer multitude of possibilities often makes the process of choosing an occupation very frustrating, time consuming, and haphazard. Individuals will likely go through the career decision making and problem solving process many times over their lives. This course is designed to increase the likelihood that individuals will successfully navigate the challenges they face when making career choices in a complex, global economy.

Introduction to Career Development is designed to meet the professional training needs of students majoring in education, human resource management, human services, and related fields. It is also offered as a service course for individuals wishing to develop personal skills in career planning and management.

Career management and planning involves more than just helping persons choose or enter an occupation. It also includes self-assessment of interests, values, and skills, understanding the steps in career decision making, and learning the necessary employability skills to obtain and keep a job once a choice has been made. The basic mission of this course is to provide an opportunity for students to learn about and develop the necessary skills to assist other persons or themselves in all areas of life/career planning. This purpose may be broken down into the following student learning outcomes for the course.

As a result of completing the SDS 3340 class, students will achieve the following learning outcomes:

1. learn the importance of being purposefully responsible and active in the life/career planning process;
2. understand how personal characteristics, e.g., interests, values, and skills, influence career development;
3. become aware of the changing global economy and labor market and how it impacts individual and family career systems;
4. be able to identify appropriate academic major, occupational, and/or employment alternatives in relation to personal characteristics;
5. increase knowledge about and use a variety of information resources to explore academic major, occupational, and/or employment options;
6. understand career development theories and use decision-making skills for life/career planning and management;
7. learn about and use job search strategies and related employment-seeking skills;
8. understand how to formulate action plans and strategies for implementing life/career goals.

## D. Required Texts, Readings, and/or other Resources

*Career Development and Planning: A Comprehensive Approach* (5th ed.), by Drs. Robert Reardon, Janet Lenz, James Sampson, and Gary Peterson, is the textbook for SDS 3340. Kendall-Hunt publishes it. Online information about this text can be found at:

<http://www.kendallhunt.com/reardon/>

Copies are available through the Florida State and Bill's Bookstores. The text is used extensively in the class and all students enrolled in the class need to have their **own** copy and bring it to all class meetings. Most occupational information and reference materials used in the course are available in the Career Center Library, other educational or public libraries, and online.

## E. Topical Course Outline—see attached at end

## F. Teaching Strategies

The class will meet two or three times a week during the academic year (summer course sections follow a different schedule). Course activities include self-directed study, completion of written assignments, reading of current literature on career planning, and participation in class discussion and open-ended small group discussion. Lectures, guest speakers, and panel presentations will also be used. The course is divided into three units, each with one hour of credit: (1) Career Concepts and Applications, focusing on self-assessment, occupational exploration, and decision making; (2) Social Conditions Affecting Career Development, focusing on social, economic, family, and organizational changes affecting careers; and (3) Implementing a Strategic Career Plan, focusing on employability skills and strategies for implementing academic/career development plans.

The course is team-taught by several instructors with professional interests and expertise in career development. A variety of guest speakers will also meet with the class. One team member serves as the instructor-of-record ("lead instructor"); one instructor is identified as a primary contact person for each student enrolled. Lead instructors will post their office hours and other instructor office hours will be by appointment.

### Performance Contract

During the first week of class all students enrolled will complete a performance contract in consultation with a course instructor. Credits of 1 to 3 hours covering units I, II, and/or III may be elected, depending on student interests and instructor consent. A summary of the academic year performance contract is included in this syllabus (the summer course offering differs slightly).

### **G. Field/Clinical Activities** N/A

### **H. Expectations/Attendance**

Students in SDS 3340 are expected to attend each class, arrive on time, share their views about life/career issues, and to participate in class discussions. Students are also expected to respect persons with views that are different from their own and to be courteous in class discussions. This includes attentive listening and not interrupting other speakers. Students are expected to avoid engaging in behavior that is disruptive to fellow students, instructors, or guest presenters, i.e., turn-off cell phones and related media devices during class. Students may bring computers to class for note taking purposes only. Any other use of a computer or related device is not permitted once class begins, unless the instructor chooses to use them as part of a class activity. Be aware that university policy prohibits food and beverages in classrooms in order to protect floor coverings and equipment.

### **University Attendance Policy**

"Excused absences include documented illness, deaths in the immediate family and other documented crises, call to active military duty or jury duty, religious holy days, and official University activities. These absences will be accommodated in a way that does not arbitrarily penalize students who have a valid excuse. Consideration will also be given to students whose dependent children experience serious illness."

### **Sexual Harassment Policy**

"Sexual harassment is a form of discrimination based on a person's gender. Sexual harassment is contrary to the University's values and moral standards, which recognize the dignity and worth of each person, as well as a violation of federal and state laws and University rules and policies. Sexual harassment cannot and will not be tolerated by the Florida State University, whether by faculty, students, or staff; or by others while on property owned by or under the control of the University."

## Course Expectations

### I. Grading/Evaluation Criteria

Grades in this course reflect student accomplishments and contributions, without regard to the performance of other students. A letter grade is assigned based on the accumulated points for the unit(s) that students complete. The plus/minus grading option is used in the class. It should be noted that Incompletes are given in only the most exceptional cases, and rules governing "I's" are found in the *FSU Bulletin* (<http://registrar.fsu.edu/bulletin/undergrad/>). (Rules for dropping courses are also quite explicit and should be followed for this course.) Papers turned in late are accepted with reservations, and the points awarded will be reduced by **5% per class meeting** after the due date. Test make-up dates will be considered only if arrangements are made with the instructor **before** the scheduled examination and a valid, written excuse is provided. All due-dates for course projects are identified in the **Schedule of Activities and Assignments**. Procedures for assigning letter grades are described in the **Performance Contract Summary**.

### J. Honor Code

“The Florida State University Academic Honor Policy outlines the University’s expectations for the integrity of students’ academic work, the procedures for resolving alleged violations of those expectations, and the rights and responsibilities of students and faculty members throughout the process. Students are responsible for reading the Academic Honor Policy and for living up to their pledge to “. . . be honest and truthful and . . . [to] strive for personal and institutional integrity at Florida State University.” (Florida State University Academic Honor Policy, found at <http://fda.fsu.edu/Academics/Academic-Honor-Policy>.”

### K. ADA Requirements

Americans With Disabilities Act:

Students with disabilities needing academic accommodation should:

- (1) register with and provide documentation to the Student Disability Resource Center; and
- (2) bring a letter to the instructor indicating the need for accommodation and what type.

Please note that instructors are not allowed to provide classroom accommodations to a student until appropriate verification from the Student Disability Resource Center has been provided.

This syllabus and other class materials are available in alternative format upon request.

For more information about services available to FSU students with disabilities, contact the:

Student Disability Resource Center

874 Traditions Way

108 Student Services Building

Florida State University

Tallahassee, FL 32306-4167

(850) 644-9566 (voice)

(850) 644-8504 (TDD)

[sdrc@admin.fsu.edu](mailto:sdrc@admin.fsu.edu)

<http://www.disabilitycenter.fsu.edu/>

### L. Syllabus Change Policy

“Except for changes that substantially affect implementation of the evaluation (grading) statement, this syllabus is a guide for the course and is subject to change with advance notice.”

## M. Bibliography

Reardon, R. C., Lenz, J. G., Sampson, J. P., Jr., & Peterson, G. W. (2012). *Career development and planning: A comprehensive approach* (5th ed.). Dubuque, IA: Kendall Hunt.

## FSU Civility Statement

The Florida State University is a diverse community with a longstanding tradition of respect for the dignity and worthy of each person. We recognize the importance of disagreement and informed debate for a dynamic learning environment, we also expect each member of our community to embrace the values of civility and ethical conduct and share in the responsibility to promote these values. Uphold the Garnet and Gold by demonstrating respect for ourselves and others, taking responsibility for yourself and those around you, and reflecting the values of Florida State.

## History of Course

This course evolved through a number of revisions from BSA 415--Career Planning and Occupational Choice. The original course was conceived in 1966 by Dr. John Lee as a result of a speaking engagement at a Society for the Advancement of Management meeting at Arizona State University. This experience, coupled with his previous experiences as a college recruiter for industry, led Dr. Lee to begin working with Dr. William Anthony in 1969 to develop a series of career seminars for students which developed into BSA 415. Dr. Anthony's background in vocational education and workforce planning added a very important perspective to the course.

During the summer of 1972, Drs. Lee and Anthony were recipients of an FSU Council for Instruction grant to revise BSA 415. In conducting the revision they consulted extensively with Dr. Robert Reardon of the University Counseling Center, Dr. Robert Stakenas of the Division of Instructional Research and Service, and Mr. Robert Shoemaker who directed the Career Planning and Placement Center. Lee and Anthony (1974) described this work in the *Journal of College Placement*.

During the Fall Quarter, 1973, in order to further accentuate the interdisciplinary nature of the course, discussions were held with the Vice President for Student Affairs regarding that division assuming the primary responsibility for offering the course. The Vice President enthusiastically responded and an agreement was reached whereby the director of the Career Planning and Placement Center would assume the prime responsibility for the course beginning in Spring Quarter, 1974, with continuing support provided by the School of Business.

Early in the summer of 1974, a further revision of the course was proposed by Mr. Robert Shoemaker and Dr. Robert Reardon in consultation with Dr. John Furman and Ms. Cathy Bennett. Reardon, Furman, and Bennett were all associated with the newly created Academic and Career Advising Services program in the University and agreed to assume a primary role in this revision and subsequent offerings of the course. In this revision, heavy emphasis was placed on a careful instructional design of the course incorporating the multi-media career development resources available through the new Curricular-Career Information Service developed and supervised by Dr. Reardon. Dr. John Furman, a specialist in instructional design, worked with Ms. Cathy Bennett, a student in Counselor Education, for approximately three months to develop the revised course which was offered for the first time in the Winter Quarter 1975. The course, cross-listed through Counseling and Human Systems in the College of Education was offered as BSA 319/PCB 319: Career Planning.

Further revision of the course was undertaken during the summer of 1975 based on data obtained during the winter and spring offerings of the course. The course was extensively revised in August 1977 and August 1980. An article (Reardon & Regan, 1981) based on SIRS evaluations reported very positive student evaluations of the course, especially the course organization and the level of student-instructor interaction.

Another revision of the course was undertaken in late 1984 and continued through 1986. The purpose was to enrich class activities and broaden the conceptual base of the course with regard to individual, career, and family systems. At the invitation of Catalyst, the national not-for-profit organization that works with corporations, institutions, and individuals to develop career and family options, Ms. Dumont Gerken and Dr. Reardon incorporated materials from the Catalyst Campus Resource into MAN 3935 Career Planning (Gerken, Reardon, & Bash, 1988).

In 1987 the course was expanded to seven sections offered through the Colleges of Business, Education, Social Science, and Arts and Sciences. The Department of Human Services and Studies was the academic home for the course, and offered two sections primarily for Rehabilitation Services and undecided majors. One section (management) was available to any major, three sections were primarily for political science, social science, and economic majors, and one section was for arts and sciences students. Because the course was supported by the College of Education and required in the Rehabilitative Services undergraduate major, the course prefix, number, and title were changed for Fall 1989 to EGC 3000 Introduction to Career Development. In the Fall of 1993, the course prefix and number were changed to SDS 3340 to comply with Florida university system common course numbering requirements.

The most recent revision of the course, begun in 1993 and completed in 1999, involved the development of the first (2000) edition of the text, followed by the second (2006), third (2009), fourth (2012) and fifth (2017) editions. This work featured the application of CIP theory in career problem solving and decision making and was developed by a team of researchers at FSU. Articles (Reardon & Wright, 1999; Reed, Reardon, Lenz, & Leierer, 2001) highlighting this approach were published, and a five year follow-up of the course impact was reported by Folsom, Reardon, Peterson, & Mann (2005). Other publications related to the course are shown below.

## References

- Bertoch, S. C., Lenz, J. G., Reardon, R. C., & Peterson, G. W. (2013). Goal instability in relation to career thoughts, career decision state, and performance in a career course. *Journal of Career Development*. doi: 10.1177/0894845313482521
- Folsom, B., Peterson, G., Reardon, R., & Mann, B. (2004-2005). Impact of a career-planning course on academic performance and graduation. *Journal of College Retention*, 6, 461-473.
- Gerken, D., Reardon, R., & Bash, R. (1988). Revitalizing a career course: The gender roles infusion. *Journal of Career Development*, 14, 269-278.
- Lee, J., & Anthony, W. (1974). An innovative university career planning course. *Journal of College Placement*, 35, 59-60.
- Reardon, R., Leierer, S., & Lee, D. (2007). Charting grades over 26 years to evaluate a career course. *Journal of Career Assessment*, 15, 483-498.
- Reardon, R. C, Melvin, B., McCain, M-C., Peterson, G. W., & Bowman, J. *The career course as a factor in college graduation*. (manuscript in preparation).
- Reardon, R., & Regan, K. (1981). Process evaluation of a career planning course. *Vocational Guidance Quarterly*, 29, 265-269.
- Reardon, R., & Wright, L. (1999). The case of Mandy: Applying Holland's theory and cognitive information processing theory. *The Career Development Quarterly*, 47, 195-203.
- Reed, C., Reardon, R., Lenz, J., & Leierer, S. (2001). A cognitive career course: From theory to practice. *The Career Development Quarterly*, 50, 158-167.
- Vernick, S., Reardon, R., & Sampson, J. (2004). Process evaluation of a career course: A replication and extension. *Journal of Career Development*, 30, 201-213.

## Performance Contract Summary

This course may be taken for variable credit (1, 2, or 3 hours) and it may be repeated up to 3 hours maximum credit. The three credit/unit options are described below. This contract is to be negotiated between a course instructor and student during the first 4 weeks of the course. The learning activities listed under each unit below will complete objectives for the unit. An asterisk (\*) indicates that the learning activity was also assigned in a previous unit and does not have to be repeated. Plus/minus letter grades are assigned on the basis of the percentage of points earned for the course units contracted, e.g., A = 90-100% of 653 total possible points for 3 units (see Table below).

### Unit I: Career Concepts and Applications, 1 hour (251 points)

- \_\_\_\_\_ Class Participation (10)
- \_\_\_\_\_ Attendance (26)
- \_\_\_\_\_ Chapter 1 Quiz (10)
- \_\_\_\_\_ Career Field Analysis (100)
- \_\_\_\_\_ Autobiography (20)
- \_\_\_\_\_ Self-Directed Search Interpretive Report (10)
- \_\_\_\_\_ FSU Career Portfolio Skills Activity (10)
- \_\_\_\_\_ SIGI<sup>3</sup> Computer Feedback Form (10)
- \_\_\_\_\_ FOCUS 2 Computer Feedback Form (10)
- \_\_\_\_\_ Career Thoughts Inventory (10)
- \_\_\_\_\_ Individual Action Plan (10)
- \_\_\_\_\_ Unit I Performance Test (25)

### Unit II: Social Conditions Affecting Career Development, 1 hour (187 points)

- \_\_\_\_\_ Class Participation (10)
- \_\_\_\_\_ Attendance (12)
- \_\_\_\_\_ \*Career Field Analysis (100)
- \_\_\_\_\_ \*Autobiography (20)
- \_\_\_\_\_ 2 Information Interviews (20)
- \_\_\_\_\_ Unit II Performance Test (25)

### Unit III: Implementing a Strategic Career Plan, 1 hour (215 points)

- \_\_\_\_\_ Class Participation (10)
- \_\_\_\_\_ Attendance (20)
- \_\_\_\_\_ \*Autobiography (20)
- \_\_\_\_\_ Strategic Academic/Career Plan Project (100)
- \_\_\_\_\_ Resume (15) and Cover Letter (5) [Final copies]
- \_\_\_\_\_ \*2 Information Interviews (20)
- \_\_\_\_\_ Unit III Performance Test (25)

#### Optional Course Activities

- \_\_\_\_\_ Research Participation (variable points depending on activities)
- \_\_\_\_\_ FSU Portfolio Skills Extra Credit Activity (a maximum of 15 points per extra credit option)
- \_\_\_\_\_ Extra credit career learning activity (5 points)

### SDS 3340 Plus/Minus Grade Distribution Range Table

	<b>A</b>	<b>B</b>	<b>C</b>	<b>D</b>
<b>Letter +</b>	-----	568-587	503-521	438-456
<b>Letter Only</b>	607-653	542-567	477-502	411-437
<b>Letter -</b>	588-606	522-541	457-476	392-410

**SDS 3340 INTRODUCTION TO CAREER DEVELOPMENT**  
**Schedule of Activities & Assignments**  
**Fall 2017 T/R**

**UNIT I, Career Concepts and Applications**  
**(8/29/17 – 10/12/17)**

INTRODUCTION TO THE COURSE

**Class 1. TUESDAY 8/29/17**

**Orientation and Course Management Procedures**

**Assignments:**

- Read Syllabus and get familiar with course schedule by 8/31/17
- Complete the Performance Contract by 8/31/17
- Purchase Text by 8/31/17
- Read Text Ch. 1 by 8/31/17; review Chapter Study Guide to prepare; see **Appendix B**

**Class 2. THURSDAY 8/31/17**

**Group Process and Personal Goals**

**Due Today:**

- Completed reading Text Ch. 1
- Completed Performance Contract
- Text purchased

**Assignments:**

- Start writing your Autobiography (Due 9/21/17); see **Appendix C**
- Read Text Ch. 2 on values by 9/05/17; review Chapter Study Guide to prepare
- Prepare for Quiz on Text Chapter 1 by 9/05/17

SELF KNOWLEDGE DOMAIN

**Class 3. TUESDAY 9/05/17**

**Values Clarification**

**Due Today:**

- Completed reading Text Ch. 2 on values
- Quiz on Ch. 1

**Assignments:**

- Read Text Ch. 2 on interests by 9/07/17; review Chapter Study Guide to prepare

**Class 4. THURSDAY 9/07/17**

**Exploring Interests**

**Due Today:**

- Completed reading Text Ch. 2 on interests

**Assignments:**

- Read Text Ch. 2 on skills by 9/12/17
- Complete the Self-Directed Search (SDS) Assessment Booklet by 9/12/17
- Complete the FSU Portfolio Skills Activity by 9/26/17

**Class 5. TUESDAY 9/12/17**

**Skills Identification**

**Due Today:** Completed reading Text Ch. 2 on skills

Completed SDS Assessment Booklet

**Assignments:**

- Read Text Ch. 3 by 9/14/17; review Chapter Study Guide to prepare



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OCCUPATIONAL KNOWLEDGE DOMAIN

**Class 6. THURSDAY 9/14/17****Developing Information about Options****Due Today:**

Completed reading Text Ch. 3

**Assignments:**

Career Field Analysis (CFA) Assignment, paper due 10/26/17; see **Appendix E**

Complete the CFA Worksheet on pages 267 or 269. These are due at the time of the scheduled instructor conference. Use 2 Computer-Assisted Career Guidance Systems (SIGI<sup>3</sup> **AND** FOCUS 2); complete Computer Feedback Forms by 10/17/17; see **Appendix M**

**Class 7. TUESDAY 9/19/17****Career Center Tour or Scavenger Hunt****Due Today:**

Autobiography

**Assignments:**

Complete the Career Thoughts Inventory (CTI) by 9/21/17

**Class 8. THURSDAY 9/21/17****Career Center Tour or Scavenger Hunt****Due Today:**

Completed CTI

**Assignments:**

Read Text Ch. 4 by 9/26/17; review Chapter Study Guide to prepare

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DECISION SKILLS DOMAIN

**Class 9. TUESDAY 9/26/17****Decision Making****Due Today:**

Completed reading Text Ch. 4

FSU Portfolio Skills Activity

**Assignments:**

Review example of an Individual Action Plan (IAP) in the text; see **Appendix G**

Work on a draft (pencil) IAP for review in your Instructor Conference

**Class 10. THURSDAY 9/28/17 Instructor Conferences/Career Library Work--No Class Meeting****Due at Instructor Conference:**

Completed Reading of SDS: Interpretive Report

CFA Worksheet Draft

Draft IAP (Final version due 10/05/17)

**Assignments:**

Read Text Ch. 5 by 10/05/17; review Chapter Study Guide to prepare

**Class 11. TUESDAY 10/03/17 Instructor Conferences/Career Library Work--No Class Meeting****Due at Instructor Conference:**

Completed Reading of SDS: Interpretive Report

CFA Worksheet Draft

Draft IAP (Final version due 10/05/17)

**Assignments:**

Read Text Ch. 5 by 10/05/17; review Chapter Study Guide to prepare

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EXECUTIVE PROCESSING DOMAIN

**Class 12. THURSDAY 10/05/17****Exploring Metacognitions****Due Today:**

Completed reading Text Ch. 5  
 Final Version of Individual Action Plan (IAP)

**Assignments:**

Prepare for Unit I Quiz on Text Chapters 1-5

**Class 13. TUESDAY 10/10/17****Quiz on Unit I****Assignments:**

Read Text Ch. 6 by 10/12/17; review Chapter Study Guide to prepare

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**UNIT II, Social Conditions Affecting Career Development  
 (10/12/17 – 10/31/17)**

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**Class 14. THURSDAY 10/12/17****Careering in a Changing World****Due Today:**

Completed reading Text Ch. 6

**Assignments:**

2 Information Interviews (due 11/14/17); see **Appendix I**  
 Read Ch. 7 by 10/17/17; review Chapter Study Guide to prepare

**Class 15. TUESDAY 10/17/17****Working in the New Global Economy****Due Today:**

Completed reading Text Ch. 7  
 2 Computer Feedback Forms (SIGI<sup>3</sup> **AND** FOCUS 2)

**Assignments:**

Read Ch. 8 by 10/19/17; review Chapter Study Guide to prepare

**Class 16. THURSDAY 10/19/17****Organizational Culture & Effective Work****Due Today:**

Completed reading Text Ch. 8

**Assignments:**

Read Ch. 9 by 10/24/17; review Chapter Study Guide to prepare

**Class 17. TUESDAY 10/24/17****Alternative Ways to Work****Due Today:**

Completed reading Text Ch. 9

**Assignments:**

Read Ch. 10 by 10/26/17; review Chapter Study Guide to prepare

**Class 18. THURSDAY 10/26/17****Career and Family Roles****Due Today:**

Completed reading Text Ch. 10  
 Career Field Analysis (CFA) paper

**Assignments:**

Prepare for Unit II Quiz on Text Chapters 6-10

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**Class 19. TUESDAY 10/31/17****Quiz on Unit II****Assignments:**

Read Strategic Academic/Career Plan Project assignment in **Appendix J** by 11/02/17  
 Read Ch. 11 by 11/02/17; review Chapter Study Guide to prepare

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<b>Unit III, Implementing a Strategic Career Plan</b> <b>(11/02/17 – 12/07/17)</b>
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**Class 20. THURSDAY 11/02/17****Launching an Employment Campaign****Due Today:**

Completed reading Text Ch. 11

**Assignments:**

Strategic Academic/Career Plan Project (Due 12/07/17); see **Appendix J**  
 Read Ch. 12 by 11/07/17; review Chapter Study Guide to prepare

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**Class 21. TUESDAY 11/07/17****Written Communications in Job Hunting****Due Today:**

Completed reading Text Ch. 12

**Assignments:**

Write Resume and Cover Letter Rough Drafts (Due 11/16/17); see **Appendix K**  
 Review section on Job Searching on the Internet in Ch. 12 by 11/09/17

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**Class 22. THURSDAY 11/09/17****Job Searching on the Internet****Due Today:**

Completed reading Text Ch. 12 section on Job Searching on the Internet

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**Class 23. TUESDAY 11/14/17****Employer Panel****Due Today:**

Two Information Interview Reports

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**Class 24. THURSDAY 11/16/17****Critiquing Resumes and Cover Letters****Due Today:**

Resume/Cover Letter rough drafts

**Assignments:**

Final version of Resume/Cover Letter due last day of class, 12/07/17  
 Read Ch. 13 by 11/21/17; review Chapter Study Guide to prepare

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**Class 25. TUESDAY 11/21/17****Interpersonal Communications in Job Hunting****Due Today:**

Completed reading Text Ch. 13

**Assignments:**

Read Negotiating portion of Ch. 14 by 11/28/17; review Chapter Study Guide to prepare

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**NO CLASS!! THURSDAY 11/23/17****Thanksgiving Holiday**

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**Class 26. TUESDAY 11/28/17****Negotiating Employment Offers****Due Today:**

Completed reading Text Ch. 14 Negotiating portion

**Assignments:**

Read Evaluating Offers portion of Ch. 14 by 11/30/17; review Chapter Study Guide to prepare

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**Class 27. THURSDAY 11/30/17****Evaluating Employment Offers****Due Today:**

Completed reading Text Ch. 14 Evaluating Offers portion

**Assignments:**

Read Ch. 15 by 12/05/17; review Chapter Study Guide to prepare

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**Class 28. TUESDAY 12/05/17****Starting a New Job****Due Today:**

Completed reading Text Ch. 15

**Assignments:**

Prepare for Unit III Quiz on Text Chs.11-15 by 12/07/17

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**Class 29. THURSDAY 12/07/17****Quiz on Unit III****LAST DAY TO TURN IN ASSIGNMENTS****Due Today:**

Strategic Academic/Career Plan Project

Resume/Cover Letter final versions

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