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Where Are the Jobs?

TRANSITION OBJECTIVE

Students will learn what the Hidden Job Market is and how to access it.

RELEVANCE TO SUCCESSFUL TRANSITION

In 2010, the US Department of Labor discovered that most jobs are found through direct contact with employers by networking. Students need to understand that only 14% of all jobs are found using want ads. To effectively access the “hidden jobs,” students need to identify a specific job in the company for which they wish to work and make contact with the person involved in hiring.

INSTRUCTIONAL SEQUENCE

❑ STEP 1: Update Journal

I will find the best place to work by . . .

❑ STEP 2: Convene Roundtable

“If I could work anywhere it would be ____.”

❑ STEP 3: Advance Organizer

“Today you will learn about how to find jobs that are hidden from most job seekers.”

will group to form a set of cards labeled 1-4. Students will go over the information on the set of four cards and will then complete **Where Are the Jobs?** Circulate through the groups to clarify directions and offer suggestions. After all groups have answered the questions, go over the information from **Where Are the Jobs?** Point out that most jobs are found by talking or networking with people and employers.

CAREER MANAGEMENT: Appendix A UNIT 2: LESSON 2

Job Find Cards

To make the cards:

1. Duplicate this template for every four students.
2. Using markers or crayons, color the center circle of the template one color so that the set of cards (1-4) can be matched by color after being cut apart. Color additional template different colors for example one set of cards will be red, another blue, another green, etc.
3. Cut out the cards to make sets of four and distribute one card to each student.
4. Students form groups of four by finding three other students with the same color on their cards. Each group should be represented by one full set of cards 1-4 with the same center color.

<p>Card 1</p> <p>34% of all job seekers found their job by talking about the kind of job they wanted with someone they know.</p>	<p>Card 2</p> <p>30% of all job seekers found their job by contacting the employer directly to ask about a job.</p>
<p>Card 3</p> <p>17% of all job seekers found their job by answering a newspaper help wanted ad or internet job search website.</p>	<p>Card 4</p> <p>15% of all job seekers found their job with help from a job placement agency.</p>

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CAREER MANAGEMENT: Unit 2 LESSON 2

Where Are the Jobs?

Directions: Find three other students who have cards with the same color as your card. Put your cards together to complete the set of cards from 1-4. Read the information on the four cards and answer the following questions:

1. From this information, how do most people find their jobs?
2. What percentage of people find jobs by contacting employers directly?
3. How many people out of 100, who are looking for jobs, find them using the want ads?
4. How effective are employment agencies in finding jobs for people?
5. How many people find jobs through people they know?
6. How much will you use help-wanted ads during your job search? Why?
7. Now that you know where the jobs are, what will be your first step in finding a job?
8. What is the best way to find a job? Why?

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❑ STEP 4: Activity - 30 Minutes

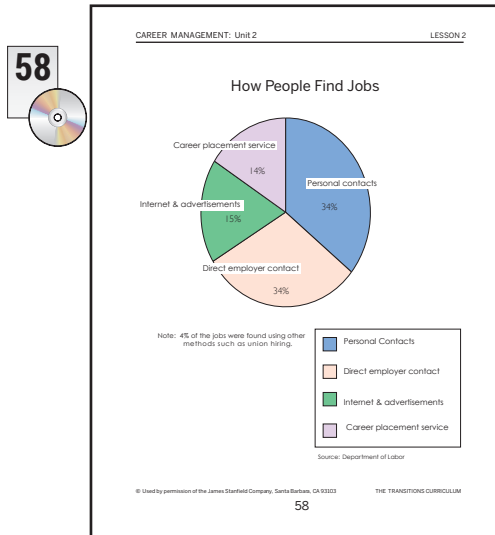
Hand out the **Job Find Cards** to students as they enter the room. After all students have cards, tell them to find three other students who have cards with the same color. Students

❑ STEP 5: Activity - 15 Minutes

Explain that there are jobs that are hidden from the average job seeker because they are not open to the public. These are

job positions that become available in a business or company and are filled before they are advertised to the public. Tell students they will learn how to find these hidden jobs. This will give them a better

chance to find the job they want. Discuss **How People Find Jobs** using a screen image. Point out that the best way to find a hidden job is through direct contact with the employer or someone else who knows about the job opening. Point out that job search methods, such as classified ads or referrals from job placement agencies, are much less successful than networking with people who may know about openings where they work.



□ STEP 6: Evaluate Outcomes

I can find a job in the hidden job market by "_____."

□ STEP 7: Connecting Activity

Students will call five local businesses to ask if there are any open positions. Students will then look in the newspaper or Internet to see if the open positions they were told about are being advertised.

KEY WORDS

classified ads

hidden

networking
web search

job market

referral

MATERIALS AND PREPARATION

- Student Handouts: **Job Find Cards**, Appendix A, page A10; **Where Are the Jobs?**, page 57; **How People Find Jobs**, page 58.
- Prepare **Job Find Cards**. Directions are on page A10 in Appendix A.
- Make a screen image of **How People Find Jobs**.

SCANS FOUNDATION SKILLS

- Basic Academic Skills: Reading, Writing, Mathematics, Listening
- Thinking Skills: Visualizing, Reasoning
- Personal Qualities: Sociability, Self-Management