**Discussion GUIDE: Business & Finance Careers**

|  |  |
| --- | --- |
| **TEACHER DISCUSSION LEADERS:**  1. Lead a class discussion about Business & Finance careers using the  Proposed Student Discussion Questions and Prompts.  2. Discuss which high school CTE courses help students get ready for a  career in Business & Finance.  3. Key Business & Finance introductory concepts include: a) Fiscal  Responsibility (Needs vs Wants), b) Managing Money (Creating a  Budget), and c) Savings and Investing.  4. Find additional Business & Finance resources on the TREES website at  <https://www.cteintrees.org/career-exploration-resources>. | **STUDENT OPTIONS:**  1. Take the Career Assessment in the *TREES Career Guide for Students*. Then,  review Business & Finance job titles on pages 14 and 15.  2. Take the *True Colors Personality Quiz* at  <https://www.ira.esc14.net/upload/page/0255/True%20Colors.pdf>.  3. Watch the 2-minute *Personal Financial Advisor Career* video at  <https://www.youtube.com/watch?v=fHqgZBsjWJs> and the 2-minute  *Business Management and Administrative Careers* video at  https://www.youtube.com/watch?v=5RN5Hv6lGCc.  4. Do your own research about Business & Finance careers to learn more.  5. Participate in a class discussion. |

Proposed Student Questions and Prompts

|  |  |
| --- | --- |
| Q1a. What do people in Business & Finance careers do? Which Business & Finance jobs (page 14 of the *Career Guide for Students*) are most interesting to you? Characteristics of Business & Finance professionals include:  ***Persuaders*** have the power to convince. ***Thinkers*** solve problems, make decisions, and organize tasks. *Reading and using data* is key to these professions.  Q1b. What strengths did *True Colors* identify about you? | **In a Business career** you may own, manage, or direct a business. You may keep track of expenses and income or you might hire and train the workers.  **In a Finance career** you keep track of money. You could keep records, help people get loans and save money, or buy insurance. You could run a bank.  What skills did *True Colors* identify about you? Which skills might you need to improve to be more successful in a Business & Finance career? Skills are the ability to do something well. |
| Q2. What did you learn from the *Personal Financial Advisor Career* and the  Business and Management and Administrative Careers videos? | What skills do Personal Financial Advisors and Business Management and Administrative careers need? Which of those skills do you already have? What skills might you need to improve for a career in Business & Finance? |
| Q3. Do you know someone who works in the Business &Finance industry  such as an Accountant, Banker, Bank Teller, Data Analyst, Event  Planner, Financial Planner, Insurance Clerk, Loan Officer, etc.? | What do they do at work?  What high school courses would help you get started in a Business & Finance Career? |
| Q4. What Business & Finance employers are in your local area? | *Joliet Bank and Trust* is one local Business & Finance employer. Can you list 3 more employers?  1.  2.  3. |