**Discussion GUIDE: Business & Finance Careers**

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| **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

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| 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. |