



### Exercise 7A: Why Do People Work?

List reasons that people work. Organize those reasons into categories.

## Skills: The Currency of Your Career

Face it—you're going to be working for a long time. If you plan to retire at age 65, you've more than four decades of work ahead of you. Can you imagine doing the same job for 40 years? Neither can most people. In fact, studies show that the average working American will have 10 jobs between the ages of 18 and 38—about one job every two years—and have three to five careers during a lifetime.<sup>1</sup>

But changing jobs and careers isn't just about relieving boredom. It's about continuing to grow and change throughout your work life. Traveling a lot for work may seem fun when you're in your 20s, but you may dread it once you get married and have kids. Or you might discover a passion along the way that you decide to turn into a career. You may also discover a talent you didn't know you had and let that guide you down a new path.

People change jobs to make more money, advance their positions, or find more satisfying work environments. Changing careers, though, is usually about changing your lifestyle or finding something more fulfilling, or both.

Luckily, making a change doesn't have to mean completely starting over on the bottom rung of the ladder. That's because skills you develop in each job go with you and continue to develop and grow as you advance through your career. And transferable skills don't only include what you've learned on the job. They include skills you've acquired through volunteer work, hobbies, sports, and other life experiences that you can use in your next job or new career. For example, if you've ever been a server in a restaurant, you've probably developed good communication skills in your efforts to satisfy customers. This is great experience for jobs where customer service skills are important.

Other transferable skills you may have picked up on the job are time management, working under pressure, and problem solving.

<sup>1</sup>U.S. Department of Labor's Bureau of Labor Statistics



### Exercise 7B: Rate Your Work Skills

Below is a list of employee skills that employers want in their employees. Rate yourself in each skill area using the following rating scale: 1 for poor, 2 for developing, and 3 for good.

Skill	Rate
Analytical	
Communication	
Computer	
Detail-oriented	
Flexibility and adaptability	
Honesty and integrity	
Interpersonal	
Leadership	
Motivation and initiative	
Organizational	
Self-confidence	
Strong work ethic	
Teamwork	

Source: Job Outlook 2006. National Association of Colleges and Employers.