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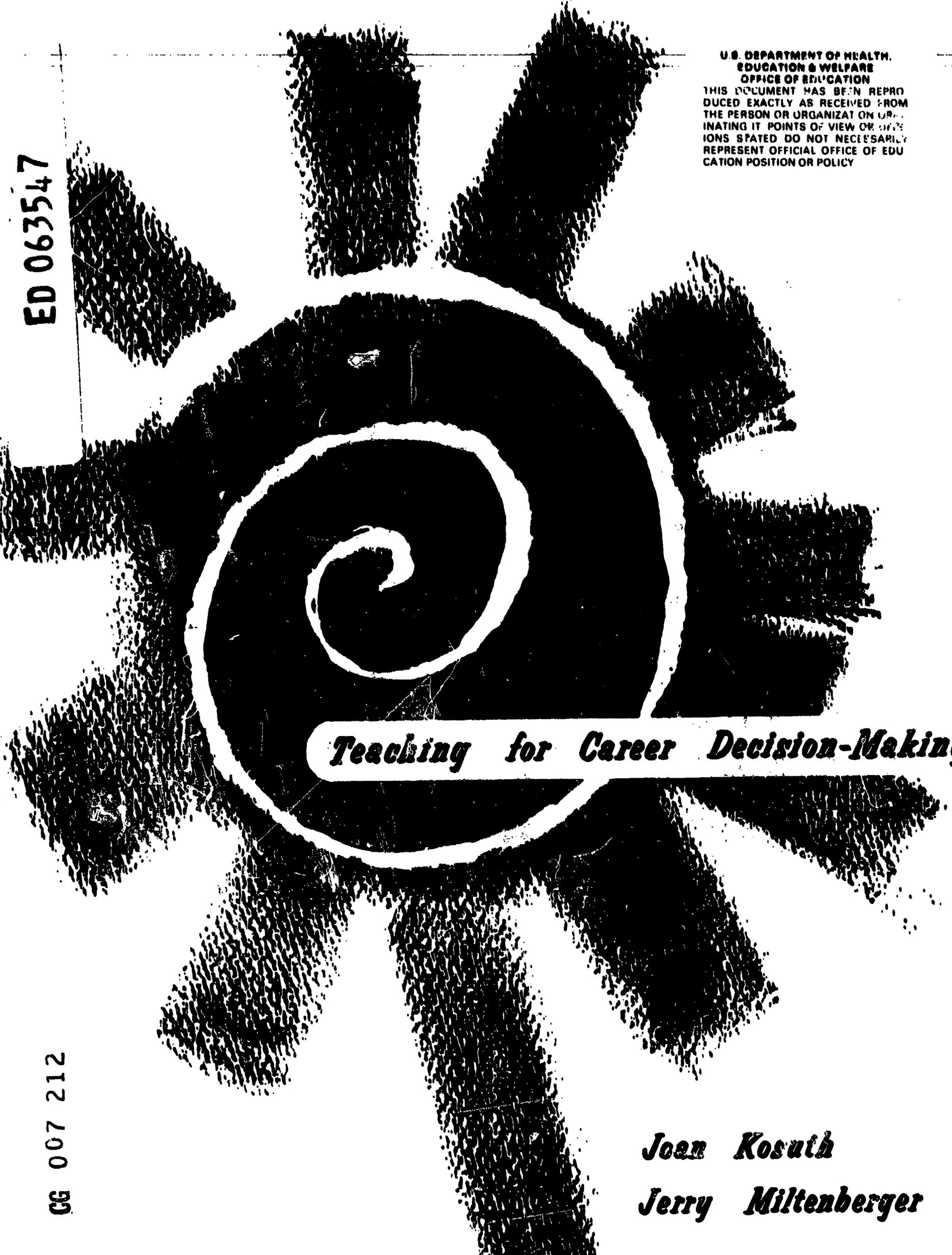
### ABSTRACT

This manual describes a program which attempts to meet the need for in-depth career counseling. Teaching for Career Decision-Making is a planned career development program consisting of logically organized, sequential learning activities specifically designed to familiarize a student with his own abilities, aptitudes, interests and values so that he may relate them to the educational and career choices available to him. The manual is divided into four sections. Section One describes possible ways to incorporate a careers class into the school curriculum. Section II outlines specific methods for organizing the class around the Career Instructional Packages. Section III contains the nine Career Instructional Packages. The final section provides a guide for implementing a Career Development Center. Included in the descriptions are a rationale for developing a center, a list of suggested activities, materials and equipment, and a floor plan layout. (BW/Author)

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*Teaching for Career Decision-Making*

CG 007 212

*Jean Kosuth*

*Jerry Miltenberger*

ED 063527

This Manual is in its first edition. The authors would appreciate any suggestions or criticisms those who use it wish to make. Please address such remarks to:

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**Teaching for Career Decision-Making:**  
**a guide for organizing a career development program**

This guide includes specifics for organizing and using Career Instructional Packages, a set of Career Instructional Packages, a detailed teachers' manual, and a plan for the development and implementation of a Career Development Center.

Joan Kosuth  
Jerry Miltenberger

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**Priority Counseling Survey contained  
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"A little knowledge that acts is worth  
infinitely more than much knowledge  
that is idle".

Kahlil Gibran

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## INTRODUCTION

In a world of rapidly changing values, beliefs and technology, schools must continue to develop innovative methods to help students face the radically new experiences and decisions which will define their lives. A critical area of decision-making responsibility is career choice. Unlike earlier years when a single choice from a limited number of possibilities charted one's work for a life-time, modern vocational choice involves a complex and continuous process of self-evaluation which will result in a number of occupational alternatives. This self-assessment necessitates a special kind of career counseling.

A measure of the need for in-depth career counseling was indicated by the results of the Priority Counseling Survey taken in California. Seventy to eighty percent of the 1500 students questioned could not name their strongest abilities and interests, had only a vague notion of career possibilities and expressed a need for help in educational and career planning. The program described in this manual is an effort to meet this need.

Teaching for Career Decision-Making is a planned career development program composed of logically organized, sequential learning activities specifically designed to familiarize a student with his own abilities, aptitudes, interests and values so that he may relate them to the educational and career choices available to him. The manual is divided into four sections. Section One describes possible ways to incorporate a careers class into the school curriculum. The second section outlines specific methods for organizing

the class around the Career Instructional Packages (CIPs). The third section contains the nine Career Instructional Packages. Notes for using the CIPs and suggested activities and materials comprise the fourth section. The last section of the manual provides a guide for implementing a Career Development Center. Included in the descriptions are a rationale for developing a center, a list of suggested activities, materials and equipment and a floor plan layout.

## I. Implementation of a Careers Course in the High School Curriculum

The Careers course described in this manual can be implemented at the high school level in a number of ways. One effective method is as a communications course within an English curriculum. Some students express discontent with many English courses which they perceive as irrelevant; they see little relationship between what they are studying and the "real world." This course can provide these students with effective personal communication tools which will help them make the transition from the world of school to the world of work.

This manual is written for use in a nine week quarter elective course in English, but has enough flexibility to be incorporated as a unit in a semester or a year-long course or might easily be expanded to accommodate an entire semester's English work.

A Careers course might also be effectively integrated into a business or Industrial Arts program. Another possibility is its use as a general elective offered primarily for students whose education will terminate with high school. The issues and concepts involved in meaningful career guidance can be developed in any subject area. A teacher may choose to use one or two CIPs as a method of implementing specific career information within his usual course offering. A foreign language teacher might use CIP #5 (Exploring Occupations) to explore careers in a 2 or 3 day class activity. He might limit this CIP by specifying explorations of careers requiring foreign language skills. The outcome of this activity would be the students' recognition of a direct relationship between his classroom study of foreign language and its applicability in the world of work. In step 5, for

example, language students could participate in a seminar conducted by a stewardess who might discuss the role of her foreign language training in her career.

Should a decision be made to implement a Careers course in the curriculum and its place in the program specified, the teacher of the course should begin to recruit resource people for the program. The scope of the course requires that the teacher make use of many sources for the information necessary for an effective program. The design for the course described in this manual makes use of this Career-team approach.

The support and commitment of school administrators and other teachers as part of this team is critical to any successful career program. The school's administrators must be willing to provide the necessary space, materials, equipment, clerical help and personal participation if possible. For example, an administrator might act as an interviewer in the interview simulation in CIP #8. Other teachers may be involved by having them participate as career speakers in their specialty areas (CIP #5 Exploring Occupations).

Counselors are an important part of the Careers-team. They are an invaluable source of occupational information and can also assist with group vocational counseling and test interpretation. For example, the counselor might be used in a one-to-one situation with the student in GATB interpretation conferences (CIP #4).

Local businesses and industry personnel are usually very interested in participating in the program. They will often make speakers and interviewers available, arrange tours of their plants, provide current occupational information and a variety of other written

materials, and may be willing to participate in work experience programs. The simplest and most direct way of enlisting their support is by phone. Once the program has been explained, business leaders are usually enthusiastic in their support and are willing to help. Local Chambers of Commerce will provide a list of industries in their area for a small fee. Local service clubs, professional organizations and retirement communities are other excellent sources for career speakers. Although there is a great student demand to hear speakers in certain professions, it is difficult to find doctors, lawyers, dentists, etc., who are able to take the time to come and speak. Retired professionals, however, are often available and glad to come. Local Junior College and private technical school representatives will send speakers in their career areas in order to make recruitment contacts. Similarly, all branches of the military welcome the opportunity to send recruiters.

One the Careers course teacher has begun to assemble resource people and materials, he should begin a catalogue of sources for future interviewers, speakers, field trip and occupational information contracts.

## II. Organization of the Careers Course

Careers is designed to help each student think about himself and the direction his life will take. The process will evolve in a unique way for each student. The advantage of a program using Career Instructional Packages (CIPs) is that the CIPs allow each student to proceed at his own rate with the formulation of his own self-concept and individual experiences in occupational exploration.

The tone for the course should be set in the early class meetings. The student should be encouraged to begin to make some serious decisions. A discussion of short and long-term goals might be appropriate. The teacher should try to emphasize his role as a guide in the student's own personal exploration. It should be stressed that while some class periods will be devoted to a specified group activity, most will be used for the student's independent, individualized research. It is expected that there will be much student interaction, discussing and sharing of ideals, ideas, goals, etc. The atmosphere of the class should be anxiety-reducing and supportive, and mutual confidentiality should be discussed. It is profitable to continually solicit feedback from students regarding the effectiveness of activities, materials and speakers. Ideally, the student and teacher should learn from one another and continually work toward re-designing a better and more flexible course.

The CIPs are arranged in order and should be done in sequence though some obviously can be done as soon as the student is ready. The course is roughly divided into three parts or phases: the self-evaluation (CIPs 1, 2, 3, & 4), the exploration (CIPs 5, & 6) and the

interview (CIPs 7, 8, & 9). The self-evaluation phase encourages the student to look at himself and provides standardized measures of his abilities and interests. The exploration phase has two parts: a general perusal of a number of career areas and an in-depth study of a single career. The interview experience involves letter and resumé writing, completing a job application and participation in a simulated interview. Since the course is designed for a nine week quarter, the CIPs should be completed at a rate of about one a week.

The CIPs found in Section III of this manual should be dittoed and collated so that each student may begin the course with a complete set. During the first few class meetings the teacher should explain the use of the CIPs, emphasizing the student's responsibility for his own learning. He should provide each student with a manila folder. All folders should be in a file in the Careers classroom. Since most of the course work is done in class, students should be advised to leave the folders in the career file.

CIPs should not be graded, but to allow the teacher to keep abreast of the progress of each student a progress report sheet should be submitted once a week. On this sheet the student indicates the CIP on which he is currently working and those CIPs he has completed to date. An evaluation might be done at some point during the course. This prevents students from falling behind. It is suggested that a final grade be the only teacher evaluation so that the student will focus on objectives other than a grade. With some students it might even be feasible to permit students to assign themselves, a final grade as part of the self-evaluation process. Generally speaking, grades should be de-emphasized.

It is important to stress class attendance and promptness. Since there will usually be a number of different activities going on during one class period, it is easy for a student who is constantly tardy and misses initial comments about the days' activities to become disorganized. Also, since some of the standardized tests are timed, lateness will result in sections of tests missed, etc., compounding the student's confusion.

If students have never worked with instructional packages before or have never been in a similar unstructured or independent study situation, they may become somewhat disorientated during the first week or two. It will be of some help to go through the whole set of CIPs with them during the first or second class meeting and answer questions. It is important at this time to distinguish where responsibility lay with each CIP, e. g. in CIP #2 the student must be given the GATB (Step 2) and it must be interpreted for him (Step 3) before he will be able to use the profile (Step 4) and make the list of occupations called for in the CIP description (Step 5). He should also be aware that he may begin work at any time on certain CIPs, e. g. CIP #5.

An outline of a typical week's activities might help in the explanation. During the fourth week, for example, on Monday all students might start CIP #4, the SAAS. It will take one class period to give the necessary instructions and another to complete the SAAS. During the second or third class meetings SAAS can be worked on in groups to be completed or the student may watch a career film, work on another CIP or have his completed GATB interpreted by his teacher or counselor. He must have the SAAS completed by the end of the week because it will be discussed in a small group with the

counselor the following week, but he may complete it any time during the fourth week. Since he knows that Thursday and Friday two seminar speakers with whom he wants to talk are scheduled, he will want to complete the SAAS early. The presentation of this typical week may help the student to understand how the course is organized.

The advantage of having the students involved in a number of different class activities at the same time is the opportunity this gives the teacher and counselors to engage in meaningful small group and individual counseling and discussion sessions. Obviously, coordinating the variety of experiences offered requires a considerable amount of organization on the teacher's part; he must be able to solicit the help of many people and to anticipate and resolve conflicts and problems.

In integrating the career seminars into the course, it is best to try to limit speakers to the same one or two days of the week if possible. This allows the teacher some specific days when he can expect the entire class to be available for activities which are best handled in a large group, such as the GATB. A consistent schedule also allows students to use their time more effectively.

After about two weeks the students should become used to the unstructured and individualized nature of the Careers class and become better able to make decisions about efficient use of their own time; this decision-making responsibility provides an important learning experience.

The above suggestions are by no means "musts" for a successful program; they are, rather, organizational tips based on the authors' experience which help to make the first quarter's work a little less complicated for the teacher as well as the student. After all partici-

pants have survived the initial class experiment and all the patterns are set, the Careers course becomes very simple to handle.

### **III. The Career Instructional Packages**

- 1. A Look At Myself and the World of Work**
- 2. My Abilities and the Right Job**
- 3. My Interests and the Right Occupation**
- 4. How I See My Interests and Abilities**
- 5. Exploring Occupations**
- 6. In-Depth Occupational Exploration**
- 7. Writing a Letter of Application and Resumé**
- 8. Filling Out an Application Form**
- 9. Preparing for a Job Interview**

## CIP # 1 A Look at Myself and the World of Work

### Note to the Student

This CIP is designed to help you to look at yourself and the things that are important to you. In order to begin thinking about the future and your place in it, begin looking at yourself and your environment right now. Do each of the following steps. You may do them in any order. When you have completed all parts, clip them together and attach to this sheet and place in your folder.

### STUDENT ACTIVITIES

#### Step One

Write an essay about yourself. It should be personal and might include your values, goals, daydreams, hopes and plans for the future. (The essay will not be shared with anyone else in the class.)

#### Step Two

Take 15 minutes to think about you. List 10 good things about yourself. (No one else in the class will see your list.) If you can, give examples of situations in which you demonstrated three of these qualities.

#### Step Three

View a career film or filmstrip in class. Write 5 quiz questions about the film. Exchange questions with someone else in the class. Answer his questions.

#### Step Four

Talk to two adults (parents, parents' friends, teachers, etc.) who are currently employed. Find out the number and kinds of jobs each

has held and how he got them. Make a list of the jobs.

Step Five

Participate in small group discussion in class. Select a recorder for the group. Your Careers teacher will provide the questions for comment and discussion. Be sure your name is included on the recorder's answer sheet. Group members may help the recorder summarize points made in the discussion.

## POST CIP INVENTORY # 1

A. List 10 good things about yourself:

- |    |     |
|----|-----|
| 1. | 6.  |
| 2. | 7.  |
| 3. | 8.  |
| 4. | 9.  |
| 5. | 10. |

B. You discussed some new concepts in your discussions, "You and the World of Work." Define each of the following:

1. aptitude
2. ability
3. interest
4. self-concept
5. life style

## CIP # 2 My Abilities and the Right Job

### Note to the Student

When you complete this CIP you will be able to list your outstanding abilities and aptitudes (If you are unsure of the difference between these two, look them up in the dictionary). You will also be able to list occupations for which your unique set of abilities and aptitudes qualifies you.

### STUDENT ACTIVITIES

#### Step One

You probably already know some of the things you're good at; you may be an expert free-throw shooter or make a perfect pie crust. Make a list of as many of your abilities and aptitudes as you can think of. Also, try to list as many jobs as you think your abilities qualify you for.

#### Step Two

Take an ability or aptitude test such as the General Aptitude Test Battery. This test will be administered during a class period or you may make arrangements with your counselor to take the test individually. (Your scores on the test will not become part of your permanent school record. Only you and your Careers teacher or counselor will know the results unless you choose to share them with others.)

#### Step Three

Have your scores interpreted by your teacher or counselor. The significance of your scores will be explained and you will be told how they compare with those of the general working population. Make

a list of the areas in which you performed well.

#### Step Four

If you took the GATB, consult the list of Occupational Aptitude Patterns. (See your Careers teacher for the GATB profile manual). Make a list of the first five job groups for which you qualify. Select six occupations you think you might like to do from those listed in the five groups (you may want to look at the job descriptions in the Occupational Outlook Handbook before you make your choices).

#### Step Five

Make a list of your 3 best abilities or aptitudes as shown on the standardized test.

Make a list of six jobs for which you qualify and in which you might be interested.

## POST CIP INVENTORY # 2

**A. List your 3 best abilities or aptitudes:**

1.

2.

3.

**B. List six jobs for which you are qualified and may wish to explore later:**

1.

2.

3.

4.

5.

6.

### **CIP # 3 My Interests and the Right Occupation**

#### **Note to the Student**

Each student has a unique set of interests. When you complete this CIP, you will be able to list your strongest interests as determined by an interest inventory and list some occupations that fall within your interest areas.

### **STUDENT ACTIVITIES**

#### **Step One**

You probably know some of the things you are interested in such as creating something in clay, caring for people or animals, teaching someone how to do something or repairing something mechanical such as a car or machine.

Make a list of as many of your interests as you can think of. Also list any occupations you feel are related to your present interests.

#### **Step Two**

Take an interest inventory or survey such as the Ohio Vocational Interest Survey, the Kuder Interest Inventory or the Pictorial Inventory of Careers. The inventory will be given to you during the Careers class or you may make arrangements with your counselor to take it individually.

#### **Step Three**

Have your interest inventory interpreted by your teacher or counselor. The meaning of your scores will be explained and you will be shown your strongest interest areas that appeared on the interest inventory.

#### Step Four

Your teacher will show you a list of occupations having interest areas the same as yours. From the teacher's list, find five occupations that are within your strongest interest areas. You may wish to look at the job descriptions in the Dictionary of Occupational Titles or the Occupational Outlook Handbook before you make your list.

#### Step Five

List those occupational choices in Step One that agree with those in Step Four.

#### Step Six

Place this completed interest CIP in your Careers folder. You may wish to explore one of these occupations in CIP #5 (Career Exploration CIP).

### POST CIP INVENTORY # 3

A. List your 3 strongest interests:

1.

2.

3.

B. List 5 occupations in your interest areas:

1.

2.

3.

4.

5.

## CIP # 4 How I See My Interest and Abilities

### Note to the Student

This CIP is designed to help you make a workable appraisal of your abilities and interests. When you complete this CIP, you will list your best occupational fields and your strongest interest areas.

## STUDENT ACTIVITIES

### Step One

You probably know some of the areas you are interested in and some areas you have abilities in (things you do well). Make a list of your interests and abilities and if possible list some occupations you feel these qualities indicate you would be successful in.

### Step Two

Obtain a copy of the Self Appraisal and Assessment Structure from your Careers teacher or counselor. You will need two booklets, the directions booklet (tan) and the student handbook (yellow). The student handbook (yellow) is yours to keep so be sure your name is written on the cover.

### Step Three

Complete the SAAS either in a class group or individually. Be sure to ask questions on any part you do not understand. This assessment will only be as valuable as the thought that goes into it.

**Step Four**

Have your completed SAAS profile interpreted by your Careers teacher or counselor.

I have discussed my SAAS results with

---

**Counselor/Teacher Signature**

**Step Five**

After interpretation, list your best fields on page 16 of your booklet and list the occupations that your appraisal indicated that you should explore. You will want to refer to this list when you complete the Occupational Exploration CIP (#5).

**Step Six**

Toward the end of this course when you have begun to make some career decisions, complete page 17 of the student workbook.

**Step Seven**

Put completed SAAS booklet into your folder.

**POST CIP INVENTORY # 4**

- A. List your two strongest interest areas:**
- 1.
  - 2.
- B. List your two strongest ability areas:**
- 1.
  - 2.
- C. List your three best occupational fields:**
- 1.
  - 2.
  - 3.
- D. My occupational level is \_\_\_\_\_**
- E. List three occupations within your best field and level assessment:**
- 1.
  - 2.
  - 3.

## CIP # 5 Exploring Occupations

### Note to the Student

In this CIP you will be using the Occupational Exploration Kit. The OEK is intended to help you to explore some jobs requiring your specific skills, interests, and post high school plans for additional training and education. This CIP will require that you do some serious thinking about yourself and your plans for the future.

### STUDENT ACTIVITIES

#### Step One

Get a Student Record Book for the OEK from your Career teacher or counselor. Do all the work for this CIP in the Record Book.

#### Step Two

Read "How to use the OEK" on page one.

#### Step Three

Turn to page 13 of your Student Record Book and do step 3, "Use the Occuscan". If you do not understand how to use it after reading the directions, ask your Careers teacher or counselor for additional help.

#### Step Four

Do at least steps 4, 5 and 6 in the Student Record Book. For step 6, read three of the Occupational Briefs you are interested in and fill in the occudata sheet on the last page of your Student Record Book.

#### Step Five

List the occupational areas which came up on OEK. These are

occupations you should explore. Select 4 occupations that interest you most. You can explore these occupations using any of the following as an information source.

- a. Read job descriptions in the Occupational Outlook Handbook, State Occupational Guides, or any booklets or guides available.
- b. Read the job descriptions and present employment outlook on VIEW cards (Vital Information for Education and Work).
- c. Listen to a taped interview with a person in the occupation you are interested in.
- d. Watch a film or filmstrip on the occupation that your are interested in.
- e. Use the Work Experience Kit to explore an occupation. This will be the equivalent of three job explorations.
- f. Listen to seminar speakers in class meetings. Fill out a seminar reaction form for each seminar you participate in. One reaction form is included in this CIP. More forms may be obtained from your teacher.

#### Step Six

After you have explored the four occupations, write a one paragraph description of each: include the advantages and disadvantages for you. It is not necessary to write a paragraph for seminars.

#### Step Seven

Clip the job descriptions to your Student Record Booklet and place this completed CIP in your Careers folder.

Seminar Reaction Form

Name: \_\_\_\_\_ Mods \_\_\_\_\_ Seminar # \_\_\_\_\_

Career Area: \_\_\_\_\_

Speaker: \_\_\_\_\_

Date: \_\_\_\_\_

1. Did you know anything about this career before you participated in the seminar?
2. If you answered yes to #1, what was the source of your information.
3. Summarize the main points made in the discussion. (Use other side if necessary)
4. Do you still have questions that were not answered during the seminar? What are they?
5. Do you think this session would be of help to other students?

## POST CIP INVENTORY #5

A. List the four occupations which you explored:

1.

2.

3.

4.

B. From the four occupations you explored, select the two occupations which appeal to you most. List at least two advantages of each of these occupations.

1. a)

b)

2. a)

b)

## CIP # 6 In-Depth Occupational Exploration

### Note to the Student

In the preceding CIP (#5) you have explored several occupations based on your interests, aptitudes and abilities. This CIP is designed to help you explore one occupation in which you have a strong interest.

### STUDENT ACTIVITIES

#### Step One

Select one occupation you are most interested in. If you are unsure as to which occupation you should choose, review your results on the aptitude and interest tests and discuss them with your Careers teacher or counselor.

#### Step Two

Prepare a bibliography of five sources of information about your tentative occupational choice. Some of the most common sources are: Occupational Outlook Handbook, VIEW (Vital Information for Education and Work) cards, State Occupational Guides, etc.

#### Step Three

Complete any one of the following:

- A. Make arrangements to visit a person involved in the career area you selected. Write a one page description of the visit. If possible, make a tape recording of the interview.
- B. Make arrangements to visit at least two industries where the occupation is performed. Prepare a report on your visits, including a detailed job description on working conditions, and job outlook for each.

C. Prepare a short photo essay on the occupation you chose. Obtain permission to take a series of slides or pictures showing a person at work. If you use pictures, they should be mounted on a piece of poster board. Make arrangements with your teacher to show your essay to some students in your Careers class.

#### Step Four

Using some of the sources you listed in Step 2, compile specifics about the job you chose into an outline. Include salary, training, working conditions, educational requirements and advancement opportunities.

#### Step Five

Clip all of the parts of this CIP together and place in your Careers folder.

## POST-CIP INVENTORY # 6

Explain each of the following for the occupation that you explored in depth:

1. job description
2. salary
3. working conditions
4. educational and training requirements
5. advancement opportunities

## CIP # 7 Writing a Letter of Application and Resumé

### Note to the Student

Most employers hire on the basis of your educational preparation and how you look and perform. Before an employer can discover these things, it is usually necessary to arrange for a personal interview. A good way to set up this interview is to write a letter of application and to prepare a personal resumé. When you complete this CIP, you will be able to write a letter of application and prepare a personal resumé.

### STUDENT ACTIVITIES

#### Step One

Get a copy of the classified ads from a local newspaper. Go through the job listings for a job that might appeal to you. (If you do not understand any of the abbreviations in the listing, ask your teacher to explain it. Cut out the job listing).

#### Step Two

Read the sample letter of application and resumé attached to this CIP.

#### Step Three

Using the sample forms as a guide, write a rough copy of your own letter of application and resumé. In your resumé be sure to include all past work experiences (babysitting, camp counselor, volunteer work, etc.) even if they seem unrelated to the job for which you are applying.

**Step Four**

Submit both rough copies to your teacher.

**Step Five**

After your letter and resumé have been seen by your teacher, retype or re-write them carefully in ink.

**Step Six**

Clip the job listing from the newspaper and your final copies of the letter and resumé together and put them in your Careers folder.

367 Ash Drive  
Fullerton, California  
May 15, 1971

Mr. Charles Miller  
Manager  
Union Bank  
985 Grove Street  
Orange, California

Dear Mr. Miller:

My counselor at Troy High School, Mrs. Susan James, told me that you plan to hire a young man as a bank trainee. I would like to apply for this position.

On May 23, I shall graduate from Troy High School. As you will see on the attached resumé, I have taken some subjects in business education which should prove helpful in this job. I would also be willing to continue my education either in night school or part time if it would be helpful in my work.

Several months ago I was with a group which visited your bank, and I feel that it would be a very interesting place to work. Some day I would like to work up to the management level in banking.

May I have a personal interview? You may reach me any day after 3 p. m. at 524-9845.

Very truly yours,

*Robert Wolfe*  
Robert Wolfe

Enclosure

## Resumé

### Personal

Name	Robert Wolfe
Address	367 Ash Drive, Fullerton, California 92768, Phone: 524-9845
Age	18
Height	5 feet 10 inches
Weight	165 pounds
Health	excellent

### Skills

Typing	40 words a minute
Adding machine	

### Education

Graduate of Troy High School, May 23, 1971

Subjects studied:

- Typewriting, 1 year
- Bookkeeping, 1 year
- English, 4 years
- Business Math, 1 year
- General Science, 1 year
- Band, 3 years
- History, 2 years
- Physical Education, 4 years

### Outside Interests and Hobbies

- Play guitar and trumpet
- Photography
- Tennis
- Swimming

### References

Mrs. Susan James, Counselor, Troy High School, 2200 East  
Dorothy Lane, Fullerton, California

Mr. Charles Lowe, Business Math Teacher, Troy High School,  
2200 East Dorothy Lane, Fullerton, California

Mr. George Lane, Photographer, 544 Lawrence Road, Fuller-  
ton, California

## POST CIP INVENTORY # 7

Explain each of the following. Use examples to clarify your explanation:

1. resumé
2. employment record
3. personal reference
4. business reference

## CIP # 8 Filling Out an Application Form

### Note to the Student

In this CIP you will fill out a standard application form. By this time you should have made some tentative occupational choices. You will fill out this application as though you were applying for a job in your future career.

### STUDENT ACTIVITIES

#### Step One

Before you begin this CIP, try to list from memory as many of the following as you can:

1. names and dates of all schools attended
2. social security number (if you have one)
3. places and dates of previous job experiences
4. names and addresses of three possible references

#### Step Two

Read over the application form attached to this CIP.

#### Step Three

Check names and addresses of references you will list, your social security number if you have one, dates of school attendance and graduation and previous employment. Write down all of this information. You will need it to fill out the form. Be sure everything is spelled correctly. Bring this information with you to class.

#### Step Four

Fill out the application form in class neatly and in ink. Try to fill it out without referring to the information you wrote down in Step Three. When you have finished, check it against the Step Three information and be sure that it is complete and accurate.

### Step Five

Submit the completed form to your teacher. After he has checked it over, put it into your Careers folder. It will be returned to you with your CIPs at the completion of this course. You might want to retain it for use on future "real" job interviews.



EDUCATION

Name of School	City and State	Major Subjects Studied	From Mo. Yr.	Dates Attended TO Mo. Yr.	Units Completed	Grade Point Avg.
Elem School						
High School						
Jr. College						
College						
Other						
Name Under Which Attended School, if Different						

PREVIOUS EMPLOYMENT

List your jobs starting with the last job held.		Description of Job Duties	Name and title of Immediate Supervisor	Date Employed Mo. Day Yr.	Date Leaving Mo. Day Yr.	Wages Or Salary	Hrs. Per Week
Where You Have Worked							
Firm Name							
Street Address	State	Zip		Name Under Which Employed if Different			
City							
Tel. No.		Why Did You Leave?					
Firm Name				Name Under Which Employed if Different			
Street Address	State	Zip					
City							
Tel. No.		Why Did You Leave?					

MILITARY RECORD- UNITED STATES ARMED FORCES

Draft Or Reserve Status	Rank Or Specialist Rating	Branch of Service	Date of Entry: Mo. Day Yr.	Date of Discharge: Mo. Day Yr.	Type of Discharge
Description of Duties					

ANY MISREPRESENTATION OF FACTS CONTAINED ON THIS APPLICATION IS CAUSE FOR DISMISSAL, IF YOU ARE EMPLOYED.

## POST CIP INVENTORY # 8

List four pieces of information you should have with you when you complete an application form.

- 1.
- 2.
- 3.
- 4.

## CIP # 9 Preparing for a Job Interview

### Note to the Student

In this CIP you will learn how to prepare for and conduct yourself in a job interview. By the time you complete this CIP you will know how to prepare for an interview, questions frequently asked in an interview, and you will participate in a mock interview.

### STUDENT ACTIVITIES

#### Step One

You probably know some basic interview techniques already. Before you continue this CIP, complete the following questions.

1. List four steps you would take before going to a job interview.
2. List three items to include in a resumé.
3. List five questions frequently asked during a job interview.

#### Step Two

Preparing for the Interview:

- A. Review the resumé you prepared in CIP # 7. Be sure you know:
  1. Personal information (name, address, age, health, etc.)
  2. Skills or abilities (typing, welding, etc.)
  3. Education (courses taken, schools attended)
  4. Work experiences (part time and full time)
  5. Personal references (teachers, employers, etc.)
- B. Participate in class discussion about personal appearance, things to bring and possible interview questions.





## POST CIP INVENTORY # 9

- A. List five important things to do to prepare for a job interview.
- 1.
  - 2.
  - 3.
  - 4.
  - 5.
- B. List three ways to create a good impression during an interview.
- 1.
  - 2.
  - 3.
- C. List three personal strengths which will help you in an interview situation.
- 1.
  - 2.
  - 3.
- D. Describe one weakness you think you should work on to improve your skill in interviewing.

IV. Program Goals and Performance Objectives for the Career Instructional Packages: Suggested Methods and Materials for their Implementation.

Each of the nine Career Instructional Packages has a general goal and a performance objective. The goals are broadly stated for the student in the "Note to the Student" which begins each CIP. Functional objectives are not specifically stated but evolve for the student as he goes through the steps.

The General Program Goals and Performance Objectives are stated for the teacher in this section of the manual. They provide information related to the concept to be mastered in each CIP. For example, the goal in CIP # 2 is for the student to begin to develop an accurate perception of himself in relation to the world of work. The emphasis here is upon the student's becoming aware of his own motivations, values and goals.

The performance objectives specify desired outcomes; their nature is functional. A measure of the learning that takes place is determined by whether or not a student reaches stated objectives. The objectives may be awareness or understanding, but each must be demonstrated by some behavior. For example, in Career Instructional Package #2 for the final step the student must list his strongest interest areas and five occupations within those areas. The performance objective may be demonstrated in a student's ability to perform an activity in a manner which satisfied a certain criterion.

In CIP #8 the student must participate in a simulated interview and follow-up evaluation session. The successful completion of this activity demonstrates that he can utilize the concepts learned in the

completion of the steps of CIP #8.

In addition to program goals and performance objectives for each Career Instructional Package, this section of the manual contains methods and materials for the most effective use of the CIPs. Discussion questions, films, alternate activities and instruments and additional explanatory notes are included where appropriate.

## CIP # 1 A Look At Myself and the World of Work

### Program Goals

The goal is for the student to realize that career decision-making is a continuous developmental process rather than a single event. He will become aware that an understanding of an individual's personal values, abilities and interests is essential to intelligent career choice. He will begin to look at himself, his values and goals.

### Performance Objectives

Upon completion of this CIP 80% of the students will be able to:

1. Write an essay concerning their present goals and values.
2. List their 10 strongest points.

### NOTES TO THE TEACHER

In Step Three:

Suggested introductory career films:

1. "What's Your Bag?", Stan Ostrom
2. "Values for Teenagers: The Choice is Yours", Guidance Associates
3. "Preparing for the World of Work", Guidance Associates
4. "Big Question", Assoc. Films and New York Life Insurance Company
5. "Pick Your Tomorrow", Ethyl Corporation, Chrysler Bldg.

**In Step Five:**

**Discussion Questions:**

1. Distinguish between aptitude, ability and interest (use a dictionary, if necessary).
2. What does the term self-concept mean? A person's self-concept plays an important part in determining his career. Explain.
3. An occupation has an effect on a person's status and life style. Comment.
4. What should you know about yourself before choosing a career?
5. Job satisfaction depends on the relationship between an individual and his work situation. Comment.
6. It is estimated that the average person will change the kind of work he does five times during his lifetime. What effect will this have on your career planning?

## CIP # 2 My Abilities and the Right Job

### Program Goals

This CIP helps the student to become aware of his unique abilities and aptitudes. He will be able to identify a variety of occupations in which he might perform adequately and to relate his aptitudes and abilities to some tentative occupational choices.

### Performance Objectives

Upon completion of this CIP, 80% of the students will be able to:

1. List their abilities and aptitudes as measured on a standardized test.
2. Compare their scores with national averages.
3. List jobs which their occupational aptitude profiles indicate they can perform adequately.
4. List some tentative occupational choices.

### NOTES TO THE TEACHER

In Step Two:

The General Aptitude Test Battery is an excellent instrument for measuring a student's aptitudes and abilities. Reliability and validity coefficients are high and although it is a long test, the students enjoy taking it, particularly the apparatus section. The only disadvantage is that it requires some minimal training in administration and interpretation. Local branches of The State Employment Office provide resource people who are available to give training sessions. Another advantage of the GATB is that the results are coded with an

Occupational Aptitude Profile which lists jobs for which a specific combination of skills is required. The result is that the student is provided with an extensive list of specific occupations (with D. O. T. numbers) for which his unique combination of abilities indicates he is suited.

If you are able to use the GATB, it is preferable to have it machine scored. Machine scoring is more accurate than hand scoring and returns results quickly. If the GATB must be hand scored, parents are usually willing to help. Since the raw score must be converted to establish a final score, there is no confidentiality problem.

Other tests which might be used in lieu of the GATB are the Iowa Test of Educational Development, and California Achievement Test. Neither of these includes a manual section. The Air Force provides a good abilities test. A representative will come and administer the test, have it scored and return to interpret the results for your students. The use of this test may entail additional planning due to the turn-around time involved. It may be as much as six weeks before scores are returned ready for interpretation. American College Testing (see appendix for mailing address) has developed a Career Planning Profile Test for the non-college-bound student. The profile developed by ACT is very helpful in career planning, but the administration cost is \$6.00 per student. ACT's proposed design includes the acceptance of this profile in lieu of other entrance tests for community colleges and private trade schools.

In Step Three:

The GATB interpretation may be done individually or with small

groups of students having a similar range of scores. If any students have very low or apparently inconsistent scores, discuss these profiles individually.

In Step Four:

If you use a test battery other than the GATB, Step Four of CIP # 2 will not apply. In lieu of Step Four, you may have each student make some tentative occupational choices and compare his qualifications for these with those listed in the Occupational Outlook Handbook as appropriate for that occupation.

No matter which test you choose to use, be sure to assure the student that the results will not affect his grade nor will they appear on his permanent record. These assurances relieve the student's anxiety and result in more accurate scores.

### CIP # 3 My Interests and the Right Occupation

#### Program Goals

The goal is for the student to develop an accurate perception of himself in relation to the world of work. The emphasis is upon the student's understanding his interests and motivations.

#### Performance Objective

Upon completion of this CIP at least 80% of the students involved will list their strongest interest areas and five occupations within those interest areas.

#### NOTES TO THE TEACHER

In Step Two:

Any of the following interest surveys may be used. Each comes with a complete set of interpretation instructions. Information for ordering any of the interest inventories is included in the appendix.

- a. The Ohio Vocational Interest Survey. The cost per student is 60¢ and the scoring turn-around time is between two weeks and a month. The service provides two copies of the student report folder so that one can be kept on file by the school. (This second copy should be kept by the Careers class teacher and should not become part of the student's permanent record.) The Profile Chart is divided into a 24 scale interest score which expresses the strength of the student's interest. The results can be easily tied in with the General Aptitude Test Battery, The Dictionary of Occupational Titles, and the

Occupational Outlook Handbook. Ordering information is given in the appendix of this book.

- b. The Kuder Preference Test. The advantage of this test is that it is non-verbal making it ideal for disadvantaged and non-academic students. It consists of a series of color slides which depict typical tasks and work scenes found in 20 occupational clusters. The clusters are derived from community college occupational programs. Students respond to the slides on a 5 point like - dislike continuum. The results provided on a computer print out give a raw score, general performance indicator, and percentile ranking plus a list of specific college vocational programs which correspond to the students interest.
- d. Gordon Occupational Check List is an inventory for non college-bound students. Activities cover 240 jobs which do not require college training. The cost is \$6.50 per package of 35.
- e. Strong Vocational Interest Inventory is a good instrument to use with the college bound student especially those who score very high on the General Aptitude Test Battery. The cost is 80¢ per student and scoring turn-around is approximately three weeks.

In Step Four:

The OVIS, Kuder and the PIC provide lists of occupations based on the various interest areas. In addition the Self Appraisal and Assessment Structure and the Occupational Exploration Kit list occupations by interest area. These may be duplicated and made available to students.

are limited and thus the level responses will tend to be low. If the SAAS is not available, this lap may be completed using the following alternative student activities:

Step One

Same as described in CIP #4

Step Two

Define each of the following career areas. You may do this in groups, ask your teacher for help, use a dictionary, etc.

- |                  |                   |
|------------------|-------------------|
| 1. Scientific    | 5. Social Service |
| 2. Mechanical    | 6. Verbal         |
| 3. Clerical      | 7. The Arts       |
| 4. Computational | 8. Sales          |

Step Three

After you have defined the career areas listed in step two, select two areas in which you think you have some interest and ability. For each of the areas you choose, mention two things which you can do that demonstrate ability and interest in these areas. For example, ability and interest in the arts might be demonstrated by a person's playing lead guitar with a small rock band. Consult parents and friends for help if you have difficulty in pinning down these examples.

Step Four:

Make an appointment with your counselor to review your high school educational plans in terms of your future occupational level, i. e. skilled, semi-professional, professional, etc.

Step Five

Clip all the parts of this lap together and place in your Careers folder.

## CIP # 5 Exploring Occupations

### Program Goal

To assist students in the exploration of occupations consistent with their interests and abilities and present educational plans.

### Performance Objectives

Upon completion of the CIP, 80% of the students involved will:

1. List occupations they could qualify for based on their particular interests.
2. List occupations they could qualify for based on their particular abilities.
3. List occupations they could qualify for based on their present educational plans.
4. Select six occupations consistent with their present interest, abilities, and educational plans and write a job description for each occupation.

### NOTE TO THE TEACHER

Information for ordering the Occupational Exploration Kit can be obtained in the appendix of this manual. When ordering the kit, additional Student Record Booklets will be needed as only 25 are included with the kit. Without the Student Record Booklets the OEK loses effectiveness so be sure to order enough booklets so that each student will have one for this CIP.

In Step Three:

A group demonstration may be helpful in explaining the use of

because it not only involves students from the Careers class, but also provides career information for the entire student body.

## CIP # 7 Writing a Letter of Application and a Resumé

### Program Goal

In this CIP, the student will be able to write a neat and accurate letter of application and resume. He will become aware of the importance of the effect these initial contracts have upon a potential employer.

### Performance Objectives

Upon completion of this CIP, 80% of the students involved will:

1. Write a clear and correct letter of application.
2. Write an accurate, complete personal resumé.

## **CIP # 8 Filling Out an Application Form**

### **Program Goal**

In this CIP, the student will understand the importance of filling out a complete and accurate application for employment. He will also be aware of the necessity to have this information available to him when he reports to a prospective employer for an interview.

### **Performance Objectives**

Upon completion of this CIP, 80% of the students involved will:

1. List all the information required in completing standard applications for employment.
2. Complete a standard application neatly, correctly, and in ink.

## CIP # 9 Preparing for a Job Interview

### Program Goal

The goal is for the student to understand the importance of a good interview, interview techniques, and how to conduct himself in an interview.

### Performance Objective

Upon completion of this CIP, 80% of the students involved will have evaluated a simulated interview and demonstrated their ability to conduct themselves in an interview situation by participating in a mock interview.

### NOTES TO THE TEACHER

#### In Step Two:

Class discussion prior to interviews may include the following:

1. Things to bring
2. Appropriate grooming and dress
3. How to project a good impression

#### In Step Three:

Arrange a simulated interview using a student volunteer and perhaps one of the school's administrators. Try to get an interviewer with whom the students are not too familiar and a student interviewee who is self-assured and confident. Providing each of the participants with a list of possible discussion questions will ensure a successful simulation. Do not have them rehearse it. After the simulation has been discussed in class, you may want to give each student a list of

interview questions. They may want to review these before their interview.

#### **Interview Questions:**

1. What have you been doing for the last couple of years?
2. In what type of position are you most interested?
3. What qualifications and personal characteristics do you have that you think will make you successful in the field?
4. How do you spend your spare time?
5. Why do you think you would like this type of work?
6. In what school activities have you participated?
7. What are your future vocational plans?
8. Do you generally get along with others or would you rather work by yourself?
9. What have you done that shows initiative and willingness to work?
10. Tell me about yourself.

## SUGGESTED METHODS FOR IMPLEMENTING A CAREER DEVELOPMENT CENTER

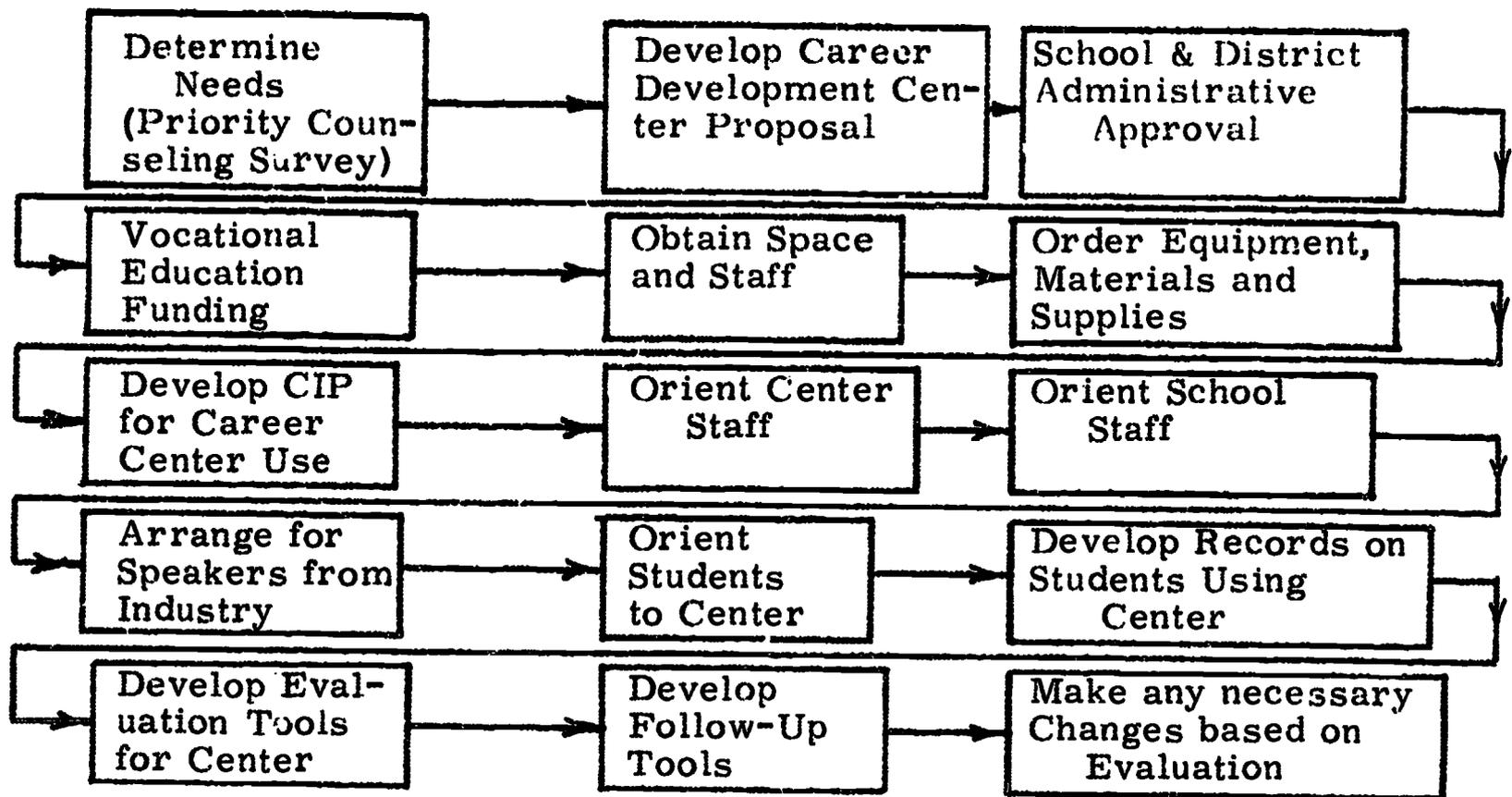
### Justification for a Career Center

The purpose of a Career Development Center is to provide a single, centralized place where students can obtain relevant, current career information and assessment tools, develop skills necessary for seeking employment, explore possible occupational alternatives and receive on-the-job experiences through an Exploratory Work Experience Program.

In schools where there is no Career Development Center, career information is frequently stored in some corner of the library because there is no space available in the counseling offices. Such inconvenient location plus a lack of qualified personnel to keep materials up-to-date and help students use them properly substantially interferes with the use of this vitally important information by many students.

A workable format for implementing a Careers Center is described in the following section of the manual. It is by no means a rigid design but rather a suggested procedure that may be used as a guide for the systematic development of a Careers Center. The sequence is summarized on the following model

## CAREER DEVELOPMENT CENTER IMPLEMENTATION CHART



## EXPANDED EXPLANATION OF OPERATIONAL CHART

I. Determine Needs. One method of determining needs is by utilizing a student survey. A copy of the Priority Counseling Survey used in California for this purpose has been included in the appendix. A comparable instrument should be administered to verify the need for career guidance. A survey given yearly can be utilized as a follow-up study in evaluating the impact of a Career Development Center on the total student body. One method that has been used is to administer the survey on a yearly basis in the freshman and junior years. This provides for time to contact students whose needs have been identified through the survey and at the same time affords a comparison between needs of the freshman class as compared with those of the junior class members who have had some Career Development Center experience.

II. Developing A Career Center Proposal An example of a proposal has been included in the appendix of this manual. This design presupposes a very supportive administration and substantial funding. While adequate funding is desirable, successful implementation of a Career Center is not necessarily contingent upon generous financial support. Some of the most successful activities described in this manual merely require a commitment and wise utilization of community resources. This might be used as a guide when preparing your proposal. The proposal should include the following:

A. Justification

This is a statement of your schools' need for such a center. If possible, it should include the results of the student needs survey given to your schools' students.

B. Student Outcomes

These should be stated in performance terms so that the effectiveness of the Center can be verified. The sample proposal in the appendix might be used as a guide.

C. Learning Experiences Available to Students

All experiences that can be provided in the Career Center to any student who enters the center should be specified. Career Instructional Packages such as those in this manual are very good for individualizing a Career program.

D. Planned Utilization for the Center

This section should state your plans for the Career Development Center for the next year and perhaps the following years. Several possibilities have been provided as alternative utilization plans in the sample proposal located in the appendix. It

should be emphasized that extensive and varied equipment is not crucial to the development of a successful center. Some of the most valuable career resource materials are available at no cost from local, state and federal agencies. State Occupation Guides provide detailed and accurate career information and are usually updated annually.

E. Vocational Funding

Check with the vocational specialist in your district for information about Federal funding. Most of the equipment and materials mentioned in the sample proposal could be purchased with vocational funds.

F. Space & Staff Requirements

1. Space

The facility in the sample proposal is 40' x 32' and provides enough space for 30 to 40 students. The size of your Center will depend on the utilization plans and the number of students involved at any one time.

2. Staffing requirements

Any or all of the following may be used:

a. Career Guidance Specialist or Teacher

If possible, a specialist should be hired to help in the development and implementation of a Center. His tasks should include:

- (1) ordering equipment and materials to include in Center.
- (2) conducting group guidance programs
- (3) training counselors in use of testing and equipment

- (4) developing systems for referring students to the Center
- (5) reporting latest developments in Career Guidance to counseling staff
- (6) arranging for speakers, interviewers, programs, and Priority Counseling Survey testing and results interpretation.
- (7) supervising independent study course work as well as the Career Development Center

b. Work Experience Coordinator

If possible, the Work Experience Coordinator should also be located in the Center so that students making tentative career choices can be directly directed into the Exploratory Work Experience programs.

c. Career Center Aide

- (1) locating career information
- (2) locating educational information
- (3) operating equipment
- (4) setting up appointments with speakers, work experience, interviewers, or testing.
- (5) completing surveys and interest inventories

In addition to aiding students, the full-time aide can write thank you letters, send for material updates, and develop various records, forms and indexing systems utilized in the Center.

d. Parent Volunteers

By utilizing the community members, volunteers can be easily obtained to work in the Career Center. Their help in locating students, conducting campus tours, maintaining student records, up-dating and maintaining career files and setting up bulletin boards allows the Career Center aide and specialist to have more time with students. In addition, their support as members of the community can be very important for good community relations.

G. Projected costs of the Center

These costs should include staffing, facility, equipment, and materials costs.

H. Developing Career Instructional Packages for Center Use

The Career Instructional Packages provided in Part III of this manual are designed to be used in a class situation. An individual not enrolled in the Careers class might make use of the CIPs if they were adapted slightly. This can be done by simply eliminating class discussion sections of the CIP and adding additional instructions and information from the teacher's manual (part IV) so that the student is able to complete the CIP independently without the teacher's assistance. Some additional instructional sources for the Career Center CIPs may be obtained from private industry at no cost to the school. For example, the New York Life Insurance Company has available an excellent instructional manual on Interviewing (see appendix). The importance of having such a package is

that it helps the student to meet his particular need and provides the Career Center with written proof that the student has fulfilled his need.

I. Orientating Center Staff

Orientation is the responsibility of the Career Specialist and depends on the planned uses for the proposed Career Development Center.

J. Orientating School Staff

Once the Center is operational, a general teachers' meeting should be called to explain the types of services the Center can offer. In addition, a monthly newsletter containing planned activities and speakers scheduled will help to keep staff members constantly aware of the Center services.

K. Arranging for Speakers

One of the best experiences a student can have in a Career Center is to meet with someone already in the career he is interested in so that he may resolve any concerns he may have. This service only costs a few phone calls and will make any Career Center a popular student hang out. Speakers should be scheduled three or four times a week on a regular basis and students should be notified in advance so that they can plan to attend.

L. Orientating of Students

Orientation can be accomplished by having the Career Development Center a part of freshman orientation. A video taped visit to the Center can be presented to the entire student body if the school is equipped with television. If these are not

available, presentations made to classes can be very effective in promoting the use of the Career Center. The best classes for this approach are P. E. or English so that all students will be reached.

**M. Records on Students Visiting Center**

In order to show the effectiveness of the Career Development Center, records should be kept on all students visiting the Center. A simple but effective method of doing this is to develop a sign-in sheet. A sample layout is shown in the appendix. In addition to a sign-in sheet, Career Instructional Packages completed by students should be recorded and evaluation forms for speakers should be filled out and kept on each student visiting with a speaker.

**N. Evaluation Tools for the Center**

The items mentioned above will help in the evaluation of the Center as will the continued use of a student needs survey. The best method of evaluating the effectiveness of the Center is to follow the students by utilizing a follow-up study.

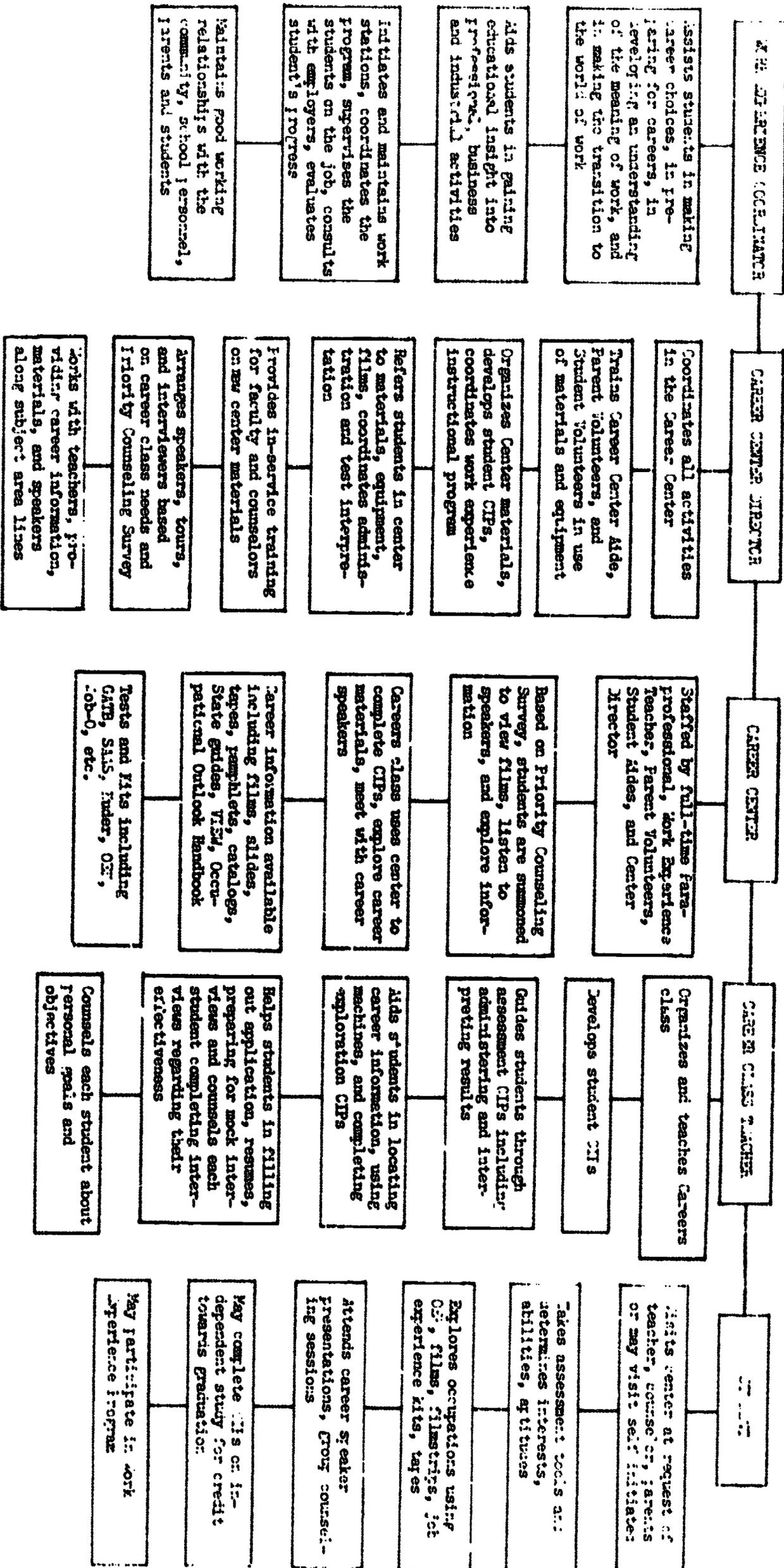
**O. Follow-Up Study**

Information on how to develop such a study can be obtained by writing for "Handbooks of Instruction for Conducting a Follow-Up Study", Book I. Write the letter on school stationery and address it to:

Dr. Ann L. Upton, Bureau of Pupil Personnel Services.  
Department of Education, 721 Capitol Mall, Sacramento  
California 95814

P. Evaluating and Updating the Center

As the Center becomes a reality and is evaluated, changes will need to be made in order to continue to meet the career needs of the students.



**APPENDIX**

**SAMPLE PROPOSAL FOR A  
CAREER GUIDANCE AND RESOURCE CENTER**

**Purpose:**

To develop a Career Guidance and Resource Center including provision for work experience and career counseling.

**Justification:**

One of the most important decisions faced by a student is his choice of a career. The purpose of the Career Guidance and Resource Center will be to allow a student to be exposed to career information and requirements so that he will be better able to formulate his own occupational goals more consistent with his abilities and interests.

**Outcomes:**

By following a career planning unit presented by a career guidance team and utilizing the Career Resource Center to complete work for the unit, 80% of the students involved will be able to:

1. state their three strongest measured interests, aptitudes, and achievement scores.
2. state two occupations consistent with their measured scores.
3. be able to answer a job advertisement.
4. write a letter of application and resumé.
5. conduct themselves properly in an interview.
6. be aware of job requirements for their individual career choices.

In addition, students will be exposed to local industry by periodic plant tours, by using company representatives as discussion

group leaders, and by availability of hand-out materials relevant to career guidance donated by local industries

Resource experiences for unassigned students

Any student who visits the Center may:

1. Obtain information from a qualified adult who is always on duty.
2. At certain announced times, be interviewed in a role-playing situation.
3. Be televised for his own self-discovery and self-improvement.
4. Learn the basics of letter writing, resumé development, and job application completion.
5. Read current periodicals and texts on various job areas.
6. Be exposed to on-the-job areas through current films, slides and tapes.
7. Feed into the existing work experience program.
8. Meet various representatives of industry in small groups or individually.
9. Schedule or receive testing information.

Projected Center utilization for school year

Presently, 600 upper division students are scheduled for a nine week Career Planning Unit. Students enrolled in the course will utilize the proposed Center in the completion of assignments in Learning Activity Packages which have already been created by the staff.

In addition to those enrolled in the Career Planning Unit, it is estimated that at least 1,000 additional students will use the Center during their unassigned time.

Many instructors have already indicated that they plan to have

career assignments as part of their subject area class requirements.

If the above plans are implemented, almost all students should visit the Career Center at least once during the year.

## PROJECTED COSTS FOR IMPLEMENTING A CENTER

### Costs funded by School

1. School will provide a facility for the Career Guidance Center that is 40 feet by 32 feet as shown on the proposed floor plan.
2. Campus will provide the following staff for the Center:
  - a. 5/5 Counselor
  - b. 3/5 Career Guidance Specialist
  - c. 3/5 Work Experience Teacher
  - d. 5/5 Teachers

Staffing Costs -----\$48,000.00
3. Campus Library Funds will be used for half of the Audio Visual Software costs. -----\$ 2,000.00

Total Campus Costs \$50,000.00

### Costs to be funded

1. Facility Change Requirements-----\$ 1,450.00
  2. Work Experience Aid (1/2 time)----- 3,700.00
  3. New Equipment ----- 3,523.50
  4. Audio Visual Hardware ----- 4,789.95
  5. Audio Visual Software----- 2,000.00
  6. Office Supplies ----- 500.00
  7. Travel Expenses ----- 500.00
- Total Funds Needed \$16,463.45

Itemized Facility Changes Costs

Est. Costs

1.	Purchase and install 40 feet of metal Houserman partition walls, including windows and doors as shown on the proposed floor plan. -----	\$1,200.00
2.	Purchase 36 feet of 4 foot high sections of peg board to be installed along south wall as shown on plan. -----	50.00
3.	Install electric power to Audio Visual Carrels as shown on plan. -----	200.00
	Total Cost	<u>\$1,450.00</u>

ITEMIZED LIST OF COSTS THAT NEED TO BE FUNDED

i. New Equipment Requirements

No. Req'd.	Description of Equipment	Est. Unit Cost	Total Cost
2	Office Desks	\$170.00	\$340.00
2	Chairs W/Arms	61.00	122.00
3	OraVisual Display Easels (H323)	26.50	79.50
2	Book Cases	65.00	130.00
2	Four Drawer Filing Cabinets	75.00	150.00
8	Virco Tables (30" x 60")	28.20	225.00
44	Virco Black Plastic Chairs	8.00	352.00
9	Student Study Carrels	150.00	1350.00
1	Smith System Magazine Rack	75.00	75.00
1	Typewriter (Electric)	250.00	250.00
1	Canon 35 mm Slide Camera	250.00	200.00
1	Telephone Ext. in Career Office	200.00	<u>200.00</u>
	<b>Total Equipment</b>		<b>\$3,523.50</b>

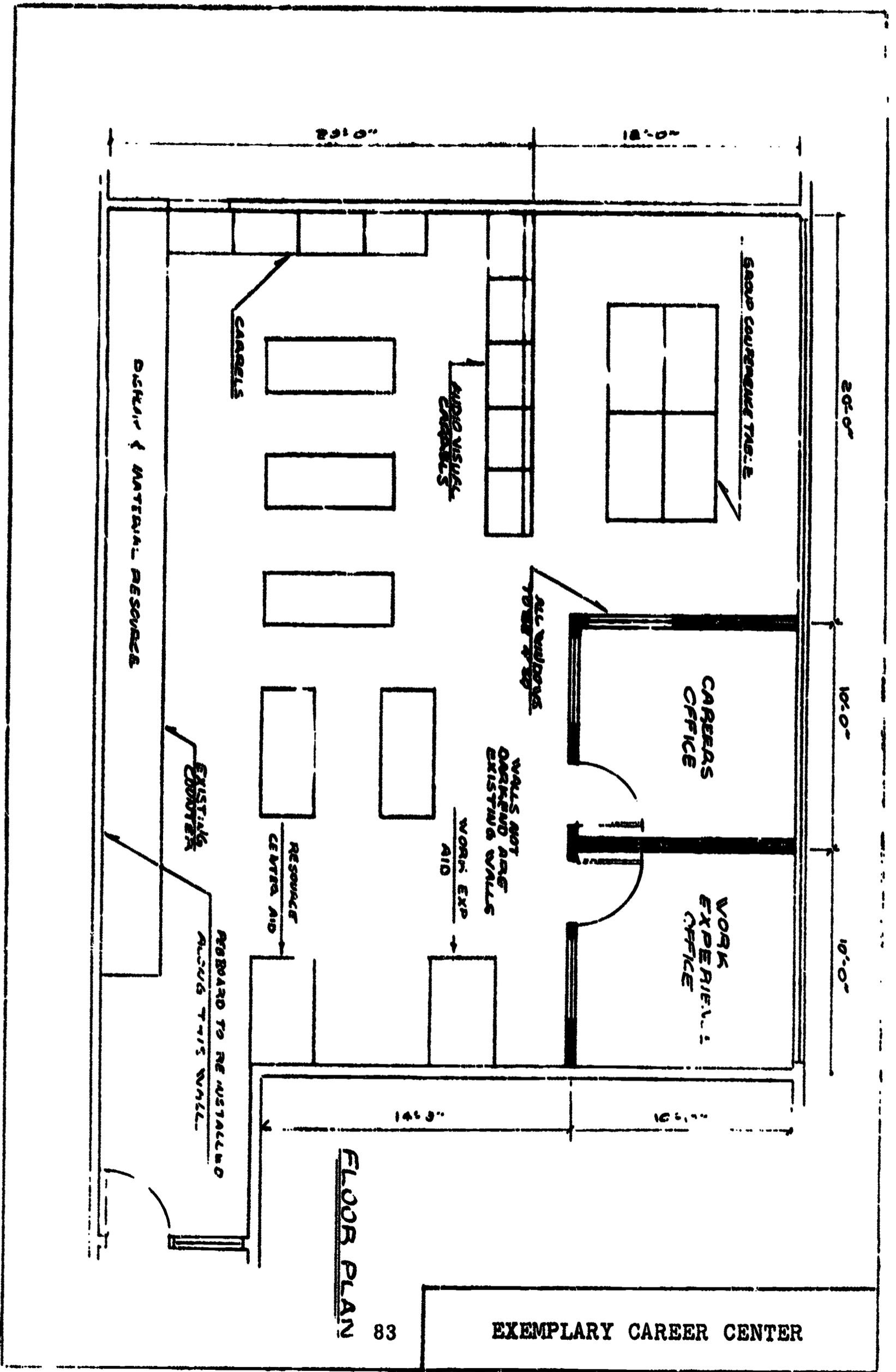
**2. Audio Visual Hardware Requirements**

<b>No. Req'd</b>	<b>Description of Equipment</b>	<b>Est. Unit Cost</b>	<b>Total Cost</b>
1	8 mm Fairchild Proj. Model 1711R	\$500.00	\$500.00
1	88 mm Fairchild Proj. Model 1711	400.00	400.00
1	Graflex Sound Filmstrip Proj. (CP4)	125.00	125.00
1	Kodak Carrousel Proj. (AV3402)	185.00	185.00
1	Hpi Caritel (Carrousel Rear Unit)	35.00	35.00
1	Wollensak 2500 Av Tape Recorder	300.00	300.00
4	Cassette Tape Recorders (Bell & Howell #2393)	40.00	160.00
1	Realist Film Reader (Vanguard 15X Lens)	180.00	180.00
1	Wilson Mobil Movie Mover 16mm Unit)	190.00	190.00
1	ATC 8 Station Listen System	74.00	74.00
1	Complete Video Taping System	1200.00	<u>1200.00</u>
	<b>Total Equipment Cost</b>		<b>\$4,789.95</b>

3. Audio Visual Software Requirements

Description of Equipment	Est. Cost
Career Kits	\$ 300.00
Films on Careers (8mm)	3,000.00
Pamphlets	400.00
Government Stamps	50.00
Reference Books	100.00
35 mm Slide Film (for creation of career series on local industry)	<u>100.00</u>
Total Software Costs	\$ 4,000.00

Campus Library Funds will pay \$2,000.00 of software costs with remaining \$2,000.00 to be funded.



FLOOR PLAN

83

EXEMPLARY CAREER CENTER

Date \_\_\_\_\_

**CHECK-IN SHEET**

**NAME**

**REASON FOR COMING TO CAREER CENTER**

**FREE MOD OR SENT BY TEACHER**

**GRADE LEVEL**

**TIME IN**

**TIME OUT**

**DID YOU ACCOMPLISH WHAT YOU CAME IN FOR?**

**PRIORITY COUNSELING SURVEY  
QUESTIONNAIRE**  
COPYRIGHT © EDUCATORS ASSISTANCE INSTITUTE - 1971

**PART I**

1. In planning my educational program, I need the most help in knowing about:
  - A. Graduation requirements
  - B. Possible elective courses
  - C. Course prerequisites (aptitudes, abilities and skills)
  - D. Career possibilities of elective courses
  - E. Extra-curricular activities (sports, clubs, student activities)
  - F. No help needed at this time
2. I think my strongest aptitude is:
  - A. Verbal (ability to work well with and understand written material)
  - B. Numerical (ability to work well with numbers and mathematics)
  - C. Physical (ability to use my hands and body well)
  - D. Spatial (ability to picture something in my mind from a drawing)
  - E. Clerical (ability to work well with details in numbers or words)
  - F. Mechanical (ability to work well with machines or tools)
  - G. Social (ability to work well with other people)
  - H. Scientific (ability to apply knowledge or technical skill in a systemized manner)
  - I. Sales (ability to communicate well with others for the purpose of selling ideas or goods)
3. How sure am I that my response to question "2" really is my strongest aptitude?
  - A. Certain
  - B. Very sure
  - C. A little uncertain
  - D. Very uncertain
4. I estimate my grades since 8th grade to be:
  - A. Mostly A's
  - B. Mostly A's and B's
  - C. Mostly B's
  - D. Mostly B's and C's
  - E. Mostly C's
  - F. Mostly C's and D's
  - G. Mostly D's
  - H. Mostly D's and F's
5. Compared with my ability, I think my grades are:
  - A. Considerably below my ability
  - B. A little below my ability
  - C. About right for my ability
  - D. Higher than I expected
6. I am most interested in the following school subject area: (Indicate first choice only)
  - A. Agricultural Science
  - B. Business Education
  - C. English
  - D. Music, Fine Arts
  - E. Foreign Language
  - F. Home Economics
  - G. Health Science
  - H. Mathematics
  - I. Physical Education
  - J. Science
  - K. Social Science
  - L. Practical Arts and Vocational Education
7. My present course of study is:
  - A. General Education
  - B. Business Education
  - C. Vocational Agriculture
  - D. Fine Arts
  - E. Practical Arts and Vocational Education
  - F. Home Economics
  - G. College Prep. Math/Science
  - H. College Prep. English/Social Studies
  - I. College Prep. General Program
  - J. College Prep. Foreign language
  - K. Combination of two or more of A-I
  - L. Not sure
8. How sure am I my present course of study is what I want?
  - A. Very sure; it is exactly what I want
  - B. Somewhat sure; I think it is what I want
  - C. Doubtful; I am not too sure it is what I want
  - D. I am in the wrong course of study
9. To complete my course of study I need help:
  - A. Acquiring study skills
  - B. Completing course assignments
  - C. Earning satisfactory grades
  - D. Maintaining satisfactory citizenship ratings
  - E. No help needed at this time
  - F. Other
10. I chose my course of study because:
  - A. It was consistent with my interests
  - B. It was consistent with my abilities
  - C. Both A and B
  - D. Neither A or B

*Proceed to Part II*



**PART II**

11. Based upon the facts I have now, my plans for the future are:
- A. No definite plans right now
  - B. To go right to work with no further education
  - C. To graduate from high school and go right to work with no further education
  - D. To graduate from high school and become a housewife
  - E. To graduate from high school and work for a company which will train me on the job or send me to school
  - F. To graduate, then enter military service and go to school there
  - G. To enter military service and go to school after I get out
  - H. Attend a private technical, trade, business or beautician school
  - I. To take some junior college or adult education courses
  - J. To complete a junior college program (degree or certificate)
  - K. Go to a junior college and then transfer to a four-year college
  - L. Go right to a four-year college or university
12. Please note my need at this time for help with educational planning.
- A. Need considerable help
  - B. Could use additional help
  - C. Plans are pretty clear and do not need additional help at this time
13. My parents agree with my educational plans
- A. Yes
  - B. No
  - C. Uncertain
14. Please note my need at this time for help with career planning
- A. Need considerable help
  - B. Could use additional help
  - C. Plans are pretty clear and do not need additional help at this time
15. My parents agree with my career plans
- A. Yes
  - B. No
  - C. Uncertain
16. I need the most help with:
- A. Tests that will help me with my career plans and decisions
  - B. High school course selection
  - C. Personal problems
  - D. Jobs or occupations after high school
  - E. College or college plans
  - F. No help needed at this time.
  - G. Other
17. In planning my career, I need the most help with:
- A. Training requirements
  - B. Salaries and pay scales
  - C. Work and social roles
  - D. Job skills and behaviors
  - E. Job trends and opportunities
  - F. All of the above
  - G. No help needed at this time.
  - H. Other
18. I am most interested in
- A. Outdoor work
  - B. Mechanical work
  - C. Working with numbers
  - D. Scientific work
  - E. Work with my hands
  - F. Sales work, advertising, public relations
  - G. Work that uses my artistic ability
  - H. Work that involves reading and writing
  - I. Work that uses my musical ability
  - J. Work in which I am of direct service to other people
  - K. Secretarial or clerical type of work
19. If I had a choice of one of these kinds of jobs, I would choose a job where:
- A. I could be a leader
  - B. I would be looked upon highly by my fellow man
  - C. I could be boss
  - D. I would be absolutely sure of keeping my position
  - E. I could express my feelings, ideas, talents, or skills
  - F. I was highly paid
  - G. I could make a name for myself or become famous
  - H. I could help other people
  - I. I could work more or less on my own
  - J. I could work for a leader

*Proceed to Part III*



**PART III**

20. At this time my first choice of a career for which I have the necessary ability and a good chance for success after graduation from high school or college is in:

- A. Professional-technical occupations (engineers, doctors, teachers, etc.)
- B. Clerical-sales occupations (secretaries, salesman, clerks, etc.)
- C. Service occupations (policemen, beauty operators, cooks, etc.)
- D. Agriculture, fishing, forestry occupations (farmers, foresters, etc.)
- E. Processing occupations (workers in oil, steel, plastic, leather, wood, etc.)
- F. Machine trade occupations (machinist, printers, mechanics, cabinetmakers, etc.)
- G. Bench work occupation (T.V. repairmen, electronics assembly, watch repair, etc.)
- H. Structural work occupations (welders, painters, electricians, grinding, etc.)
- I. Miscellaneous occupations (truckers, warehousemen, photographers, actors, miners, etc.)

21. I am progressing toward my career goals by:

- A. Enrolling in exploratory career courses
- B. Enrolling in advanced career courses
- C. Occasionally holding part-time jobs related to my career goals
- D. Enrolling in supervised Work Experience Program related to my career goals
- E. No progress to date
- F. Does not apply (no definite career goal at this time)

22. My strongest work skills are:

- A. Using special tools and machines
- B. Following directions
- C. Getting along with people
- D. Using data (words and numbers)
- E. Completing assigned tasks on time
- F. Two or more of these
- G. Other

23. I have a physical handicap that may limit my career plans.

- A. Yes
- B. No
- C. Uncertain

24. From the three jobs and majors groups --

- Group I: Entry jobs
- Group II: Junior College Majors
- Group III: Academic Majors

--select one, job or major, as a first choice. Mark in the 3-digit number in the appropriate spaces on the answer card.

25. From the three job and majors groups --

- Group I: Entry Jobs
- Group II: Junior College Majors
- Group III: Academic Majors

--select one, job or major, as a second choice. Mark in the 3-digit number in the appropriate spaces on the answer card.

Items 26-30 may be used for optional questions formulated by the district or selected from an optional list provided with the survey to derive information concerning guidance, extra curricular activities, or curriculum.

- |     |   |   |   |   |   |
|-----|---|---|---|---|---|
| 26. | A | B | C | D | E |
| 27. | A | B | C | D | E |
| 28. | A | B | C | D | E |
| 29. | A | B | C | D | E |
| 30. | A | B | C | D | E |

*Proceed to Part IV*



**PART IV**  
**Job or Academic Major**

GROUP I ENTRY JOBS	GROUP II JUNIOR COLLEGE MAJORS	GROUP III ACADEMIC MAJORS	
<p><b>AGRICULTURE-FORESTRY</b> 001 Animal Keeper 002 Dairy Farm Hand 003 Egg Hatch Manager 004 Florist Designer 005 Forestry Aid 006 Groundsman, Gardener 007 Poultry Farm Hand 008 Tuna Fisherman 009 Veterinary Attendant</p> <p><b>BUSINESS &amp; COMMERCE</b> 010 Airline Ticket &amp; Res. Agt. 011 Bank Clerk 012 Bank Teller 013 Bookkeeping Mach. Oper. 014 Calculating Mach. Oper. 015 Cashier 016 Clerk Typist 017 Duplicating Mach. Oper. 018 File Clerk 019 Food Clerk 020 Garment Cutter 021 Insurance Agent 022 Key Punch Operator 023 Mail Carrier 024 Messenger 025 Office Clerk 026 PBX 027 Post Office Clerk 028 Receptionist 029 Sales Clerk, Dept. Store 030 Sales Clerk, Variety Store 031 Shipp. &amp; Rec. Clerk 032 Stenographer 033 Stock Clerk 034 Tabulating Mach. Oper. 035 Telephone Operator 036 Tool Crit. Attendant 037 Travel Rate Clerk</p> <p><b>HEALTH SERVICES</b> 038 Admitting Clerk, Hospital 039 Dental Assistant 040 Maid, Ward (Hospital) 041 Medical Assistant 042 Medical Laboratory Ass't 043 Nurse Aide 044 Orderly, Hospital 045 Orderly Surgical 046 Pharmacy Helper 047 Ward Clerk</p> <p><b>PUBLIC SERVICES</b> 048 Air Cond. &amp; Refrig. Mech. 049 Airline Stewardess 050 Ambulance Driver 051 Assembler, Electronics 052 Assembler, Metal Bonding Aerospace 053 Assembler, Struct. Aero. 054 Auto Body Repair, Appren. 055 Auto Mech. Apprentice 056 Bellman 057 Box Boy 058 Bricklayer Apprentice 059 Bus Boy 060 Bus Driver (Commer.) 061 Bus Driver (School) 062 Cabinetmaker 063 Cable Splicer 064 Carpenter 065 Civil Service Apprentice 066 Countergirl, Dry Cleaning 067 Custodian 068 Dairy Routeman 069 Dishwasher 070 Driver Salesman (Route) 071 Fireman 072 Floor Cover. Installer 073 Front Office Clk (Hotel) 074 Kitchen Helper 075 Laundry Worker 076 Lifeguard, Beach 077 Local Truck Driver 078 Meter Reader 079 Newspaper Reporter 080 Park. Lot Attendant 081 Pest Control Worker 082 Photographer 083 Presser, Apparel 084 Recreation Worker 085 Serv. Sta. Attendant 086 Swim. Instructor 087 Taxicab Driver 088 Travel Agent 089 Truck Driver, Long 090 Waiter, Waitress</p>	<p><b>VOCATIONAL-TECHNICAL TRADE &amp; TECHNICAL</b> 091 Appliance Serv. (small) 092 Auto Parts Man 093 Baker 094 Bindery Worker 095 Coin Mach. Mechanic 096 Cook Chef 097 Darkroom Technician 098 Displayman 099 Draftsman 100 Electrician Apprentice 101 Engineering Aide 102 Furniture Upholster 103 Garment Cutter 104 Glazier 105 Laborer, General 106 Lineman Apprentice 107 Lithographic Camera. 108 Lithographic (Offset) Pressman 109 Locksmith 110 Machinist 111 Maint. Mechanic 112 Model 113 Molders &amp; Coremakers 114 Nursery Worker 115 Office Mach. Service. 116 Operating Engr. 117 Painter, Construction 118 Patternmaker-Apparel 119 Patternmaker-Plasterer Plastic Aerospace 120 Plasterer 121 Plumber Apprentice 122 Power Truck Oper Fork Lift 123 Radio TV Serviceman 124 Roofer 125 Sewing Mach. Oper. 126 Sheet Metal Worker 127 Rod and Chainman 128 Shop Learner 129 Sign Painter 130 Sm. Appl. Repairman 131 Telephone Frameman 132 Teletype Operator 133 Tire Serviceman 134 Tire Vulcanizer 135 Tool &amp; Die Maker Apprentice 136 Warehouseman 137 Welder 138 Auto New Car Got Ready Man 139 Other</p>	<p><b>AGRICULTURE FORESTRY</b> 201 Agri. Mgt. 202 Agri. Engr. 203 Agri. Bus. 204 Agronomy 205 Animal Husbandry 206 Dairy, Prod. &amp; Mfg. 207 Horticulture 208 Forestry 209 Gen. Agri. 210 Poultry Husbandry 211 Veg. &amp; Field Crops</p> <p><b>APPLIED &amp; GRAPHIC ARTS</b> 212 Adv. &amp; Com. Art 213 Broadcast Tele. 214 Fine Arts 215 Interior Design 216 Journalism 217 Music 218 Photography 219 Graphic Arts (print) 220 Tech. Writing &amp; Illustration 221 Theater Arts 222 Costume Design</p> <p><b>BUS. &amp; COMMERCE</b> 223 Acc't. &amp; Bkpg. 224 Advertising 225 Airline Steward. 226 Data Proc. &amp; Bus. Machines 227 Gen. Bus. Mgt. 228 General Clerical 229 Home Ec. in Bus. 230 Indus. Mgt. 231 Insurance 232 PBX Tele. Switch- board Operator 233 Purchasing 234 Real Estate 235 Retail Merchan. 236 Sales 237 Secretarial &amp; Steno 238 Traffic &amp; Transp.</p> <p><b>TRADE &amp; TECHNICAL</b> 239 Aeron. Drafting 240 Aeron. Airline Pilot 241 Air Con. Engr. 242 All-around Machinist 243 Auto &amp; Diesel 244 Baker 245 Build. Constr. 246 Civic &amp; Const. Engr. Aide 247 Communications 248 Drafting 249 Elect. Tech. 250 Elec. Mech. Tech. 251 Electronics Tech. 252 Engr. Aide 253 Food Prep. &amp; Serv. 254 Indus. Technician 255 Instrumentation 256 Lab. Assisting 257 Mech. Technician 258 Radio &amp; TV Repair 259 Sheet Metal 260 Tool &amp; Die 261 Wood &amp; Oxy. Curr.</p> <p><b>HEALTH SERVICES</b> 282 Dental Assistant 283 Dental Technician 284 Dietitian Aide 285 Licensed Vocational Nurse 286 Medical Ass't. 287 Medical Record Librarian 288 Med. Technician 289 Med. X-ray Tech. 290 Reg. Prof. Nurse</p> <p><b>PUBLIC SERVICE</b> 271 Cosmetology 272 Custod. Engr. 273 Fire Science 274 Law Enforcement 275 Library Assistant 276 Nursery School 277 Recreation Leader 278 Culinary Arts 279 Ldry &amp; Dry Clean. 280 Other</p>	<p><b>AGRICULTURE</b> 601 Agri. Bus. &amp; Indus. 602 Agri. Eng. &amp; Irrig. 603 Agri. Inspection 604 Agri. Mechanics 605 Animal Science 606 Horticulture 607 Plant Science 608 Soil Science 609 Vet. Medicine 610 Forestry</p> <p><b>APPLIED ARTS</b> 611 Applied Music 612 Architecture 613 Comm. Art 614 Dramatic Arts 615 Indus. Arts 616 Indus. Design 617 Interior Design 618 Journalism 619 Landscape Archi- tect 620 Motion Pictures 621 Photography 622 Radio Television</p> <p><b>BUSINESS ADM.</b> 623 Accounting 624 Advertising 625 Bus. Econ. &amp; Stat. 626 Finance 627 Indus. Relations Personnel Mgt. 628 Insurance 629 Management 630 Marketing 631 Office Adm. 632 Quantitative Methods 633 Real Estate 634 Transportation</p> <p><b>ENGINEERING</b> 635 Aeronautics &amp; Astro. 636 Chemical Engineer. 637 Civil Engineering 638 Computer Science 639 Electrical Engr. 640 General Engr. 641 Indus. Engr. 642 Marine Eng. &amp; Nautical Science 643 Materials Science 644 Mech. Engr. 645 Naval Architecture 646 Nuclear Engr. 647 Prod. Technology</p> <p><b>HEALTH SERVICES</b> 648 Dental Hygiene 649 Dentistry 650 Dietetics 651 Med. Technology 652 Medicine 653 Nursing 654 Occupa. Therapy 655 Optometry 656 Pharmacy 657 Physical Therapy 658 Public Health 659 Speech &amp; Hearing Therapy 660 Medical Sciences</p> <p><b>PUBLIC SERVICES</b> 661 Criminology 662 Health &amp; Phys. Ed. 663 Home Economics 664 Law 665 Librarianship 666 Public Adm. 667 Recreation 668 Social Welfare</p> <p><b>SCIENCES</b> 670 Botany 671 Zoology 672 Astronomy 673 Chemistry 674 Mathematics 675 Physics 676 Statistics 677 Geology 678 Geophysics 679 Meteorology 680 Mineral Engr. 681 Petrol. Engr. 682 Oceanography</p> <p><b>SOCIAL SCIENCE</b> 683 Anthropology 684 Economics 685 Geography 686 History 687 Political Sc. 688 Psychology 689 Sociology</p> <p><b>HUMANITIES</b> 690 Art 691 Dance 692 Drama 693 Eng. &amp; Lit. 694 Lang. Arts 695 Music 696 Philosophy 697 Religion 698 Speech</p> <p><b>FOREIGN LANGUAGE</b> 699 African Studies 700 Amer. Studies 701 Class. Studies 702 Germanic Stud. 703 Indo-European Studies 704 Latin Amer. Stud. 705 Near East Stud. 706 Oriental Stud. 707 Romance Stud. 708 Slavic Studies 709 Linguistic 710 Other</p>

SUGGESTED MATERIALS FOR BUILDING A CAREER DEVELOPMENT CENTER

Materials for Counselors' Use

<u>Name &amp; Use</u>	<u>Cost</u>	<u>Order From</u>
American Trade Schools Directory	\$ 12.00	Croner Publications 211-05 Jamaica Avenue Queens Village, N.Y. 11428
Calif. State Occupational Guides These Guides are a good refer- ence source. Order at least two sets--one to set up in loose-leaf binders and the other in the career file	FREE	Calif. Occupational Guides Research & Statistics Section Human Resources Development 800 Capitol Mall Sacramento, California 95814
Career Center Information	4.95	Stan Ostrom 1953 Colleen Drive Los Altos, California
College Blue Book 3 Volumes	67.00	The College Blue Book F.O. Box 76327 Sanford Station Los Angeles, California 90005
Counselor's Guide to Manpower Information	1.00	U.S. Department of Labor U.S. Government Printing Office Washington, D.C. 20402
Counselor's Information Service	7.00	B'Nai B'rith Vocational Service 1640 Rhode Island Avenue, N.W. Washington, D.C. 20036
Dictionary of Occupational Titles Total Set, 3 volumes	12.00	U.S. Government Printing Office 450 Golden Gate Avenue San Francisco, California 94102
Educators Guide to Free Guidance Materials	8.75	Educators Progress Service Inc. Randolph, Wisconsin 53936
Federal Government Publications (Miscellaneous)	FREE	U.S. Government Printing Office 450 Golden Gate Avenue San Francisco, California 94107
Films and Filmstrips for Educa- tional Career Planning by John Barr		Santa Clara County Office of Education San Jose, California

<u>Name &amp; Use</u>	<u>Cost</u>	<u>Order From</u>
1969 NVGA Bibliography of Current Career Information	\$ 2.00	American Personnel & Guidance Assoc. 1607 New Hampshire Avenue, N.W. Washington, D.C. 20009
Occupational Outlook Handbook	6.50	U.S. Government Printing Office 450 Golden Gate Avenue San Francisco, California 94102
Occupational Outlook Quarterly	6.25	U.S. Government Printing Office Washington D.C. 20402
Occupational Outlook for College Graduates (College students guide to Careers)	2.00	U.S. Government Printing Office 450 Golden Gate Avenue San Francisco, California 94102

Career Books and Manuals for Students Use

<u>Name &amp; Use</u>	<u>Cost</u>	<u>Order From</u>
Career Booklets (set of 200 different career pamphlets)	\$ 5.00 per set	Career Information Service New York Life Insurance Co. Box 51, Madison Square Station New York, N.Y. 10010
"Careers In-Depth" & "Aim High Vocational Guidance" Series	3.99	Richard Rosen Press 29 East 21st Street New York, N.Y. 10010
Career Opportunities for Technicians	8.95 ea. or 35.85/set	J.G. Ferguson Publishing 6 No. Michigan Avenue Chicago, Illinois 60602
Choosing Your Career Learning Program Series Grades 10-12	1.50 ea.	Coronet Films 65 E. South Water Street Chicago, Illinois 60601
Encyclopedia of Careers and Vocational Guidance (2 Volumes)	21.65	J. G. Ferguson Publishing 6 No. Michigan Avenue Chicago, Illinois 60602
Messner Career Books 45 Titles	3.64 ea.	Julian Messner 1 West 39th Street New York, N.Y. 10018
State Occupational Guides Mini-Guides	FREE	State of California Department of Human Resources Develop. 800 Capitol Mall Sacramento, California 95814

<u>Name &amp; Use</u>	<u>Cost</u>	<u>Order From</u>
Vocational Guidance Manuals Have 61 Manuals regarding Careers (i.c. Acting, Hotel Industry, Public Relations, etc.)	\$ 1.95 ea.	Vocational Guidance Manuals 235 East 45th Street New York, N.Y. 10017
"World of Work", "Occupations and Careers", "Your Job & Your Future" and "What Job For Me"	Price Varies	McGraw-Hill Book Company 8171 Redwood Highway Novato, California 94947

Assessment Materials & Tests

<u>Name &amp; Use</u>	<u>Cost</u>	<u>Order From</u>
Kuder (General Interest Survey) (Works Well With Occupational Exploration Kit, Also by SRA.)		Science Research Associates 259 East Erie Street Chicago, Illinois 60611
Ohio Vocational Interest Survey (OVIS) (only disadvantage is scoring time usually two weeks turn around.)	.60 to machine score	Harcourt, Brace & World, Inc. New York
Pictorial Inventory of Career (PIC) (unique non-verbal interest test based on 20 occupational clusters derived from community college programs).		(Further information may be obtained by contacting Tom Kosuth) 13461 Elizabeth Way Tustin, California 92680
General Aptitude Test Battery (GATB) (excellent counseling tool and has extensive occupations lists which a student can scan based on his aptitude scores.)		U.S. Department of Labor Washington, D.C. <u>Local Source:</u> Human Resources and Development Department
Self Appraisal and Assessment Structure (SAAS)	Admin. Manual .60 ea. Student Instr. Booklets .35 ea. Student Answer Booklets .25 ea.	Mr. Stan Ostrom 1953 Colleen Drive Los Altos, California

Career Kits and Games

<u>Name &amp; Use</u>	<u>Cost</u>	<u>Order From</u>
Career Desk Top Kit both senior & junior high school kits avail.	\$ 125.00	Careers, Inc. P.O. Box 135 Largo, Florida 33540
Career Folios Folios are grouped into 10 career clusters	7.95/set	Harcourt, Brace Jovanich, Inc. Polk & Geary San Francisco, California
Career Information Kit	215.00/set	Science Research Assoc. 259 E. Erie Street Chicago, Illinois
Career Games can be played individ- ually without teacher assistance	74.00	Educational Progress Corp. 8538 East 41st Street Tulsa, Oklahoma 74145
Life Career Game excellent but requires several weeks to com- plete and is rather complicated	6.00	Dr. Barbara Varenhorst Palo Alto Unified Sch. Dist. 25 Churchill Avenue Palo Alto, California 94303
Chronicle College VIEW Deck excellent college scan with viewer included	154.00	DuKane/Chronicle Guidance 3611 La Colnene Way Los Alamitos, California 90720
Chronicle Occupational Briefs 3 volume set, similar to state occupational guide format	99.50	(Same as Above)
Job Experience Kits grades 8-12, 20 career experiences are available	130.00/Kit	Science Research Assoc. 259 E. Erie Street Chicago, Illinois 60611
Job Family Series (included in OEF)	20.00	(Same as Above)
Occupational Exploration Kit (O.F.K.) contains scanning device, occupational briefs, and Job Family Series. Job-0	107.50	Mr. Arthur Cutler Carlmout High School Guidance Department Belmont, California

FILMS (16mm & 8mm)

Aims Vocational Guidance	125.00	Aims Instructional Media
"Are you Ready for a Job"	150.00	Services, Inc.
"It's Your Future"		P.O. Box 1010 Hollywood, California 90028

**FILMS (continued)**

<u>Name &amp; Use</u>	<u>Cost</u>	<u>Order From</u>
<b>Career Planning Series (use with SAAS)</b>		
"What's Your Bag"	\$ 125.00	Stan Ostrom 1953 Colleen Drive Los Altos, California
"Do Your Own Thing in the Mechanical Field"	125.00	
"People in the Social Services"	125.00	
"The Name of the Game is Sales"	125.00	
<b>Careers in the 70's</b>		
<u>Doubleday Voc. Guidance Series</u>		
"Making a Choice"	104.00	Doubleday Multimedia 1371 Reynolds Avenue Santa Ana, California
"Mechanical"	"	
"Health Services"	"	
"Clerical"	"	
"Sales"	"	
"Services General"	"	
"Leisure Industries"	"	
"Construction"	"	
"Technicians"	"	
"Communications"	"	
"Education"	"	
"Government Services"	"	
"Agri-Business"	"	
<u>World of Work Series</u>		
"Business Machines Operations"	90.00	Sterling Educational Films 241 East 34th Street New York, New York 10016
"Jobs in Drafting"	90.00	
"Jobs in Automotive"	135.00	
"Jobs in Baking Industry"	90.00	
"Jobs in Small & Major Electrical Appliances"	90.00	
"Job Opportunities in Hotels & Motels"	135.00	
<u>"Your Job" Series</u>		
6 films on finding jobs and importance of a job attitude	195.00	Coronet Films 65 E. South Water Street Chicago, Illinois 60601

FILMSTRIPS (Sound) CASSETTES

"Aviation Where Careers are Bright"	total	National Aerospace Counsel Suite 310 806 15th Street N.W. Washington, D.C. 20005
2 parts, and material presented is excellent.	20.00/set	
<u>Bomar Series</u>		
A Direction For Tomorrow:		
"Compassion for People" (Health Services)	65.00/set	Bomar 622 Rodier Drive
"The Nations Builders" (Construction)	"	Glendale, California 91201



CAREER CENTER EQUIPMENT

<u>Name &amp; Use</u>	<u>Cost</u>	<u>Order From</u>
I. Microfilm Readers - specify a 15x lens to use with VIEW microfilm aperture cards	\$ 190.00	Bell & Howell Photo & Sound 116 Natoma San Francisco, California
Bell & Howell Reader		
Dietzen Filmcard Reader #4305-15 DuKane Model #576-90	216.00	DuKane/Chronicle Guidance 3611 LaColnene Way Los Alamitos, California 90720
II. Microfilm Reader Printers 3M "400" Reader-Printer	1,480.00	3M Business Products Sales Inc. 3407 West 6th Street - Suite 100 Los Angeles, California 90005
III. Super 8 Sound Movie Projector Fairchild Seventy 31 mini-console	425.00	Fairchild Camera & Instrument Corp. Industrial Products Division 75 Mall Drive Lomack, New York 11725
IV. Sound Filmstrip Projectors DuKane A-U matic Sound Filmstrip Projectors (for cassette use)	275.00	DuKane/Chronicle Guidance 3611 LaColnene Way Los Alamitos, California 90720
Graflex Auto-Vance Study Mate Cassette Load (most student-proof model presently on market)	120.00	Singer Ed. & Training Products Society for Visual Ed. Inc. 1345 Diversey Parkway Chicago, Illinois 60614
V. Cassette Tape Recorders Wollensak 2550 Tape Recorder with slide sound synchronization unit.	290.00	Photo & Sound Co. 870 Monterey Pass Road Monterey Park, California 91754
Portable Cassette Tape Recorder Sharp Model RD403	42.50	Instructional Materials & Equipment Distributors 1520 Cotner Avenue Los Angeles, California 90025

## SOURCES OF OCCUPATIONAL INFORMATION

By writing to the sources in this section, a school can receive free career materials which can be utilized in developing an up-to-date Career Information File.

Accounting Careers Council  
National Distribution Center  
P.O. Box 650, Radio City Station  
New York, New York 10019

Accoustical Society of America  
335 East 35th Street  
New York, New York 10017

Administrative Research Assn.  
Box 3, Deerfield, Illinois 60015

Advertising Federation of America  
655 Madison Avenue  
New York, New York 10022

Advertising Education Publications  
3429 55th Street  
Lubbock, Texas 79413

Aerospace Industries  
1725 Desales Street NW  
Washington, D.C. 20036

Agency for International Development  
Washington, D.C. 20523

Agricultural Research Service  
U.S. Department of Agriculture  
Hyattsville, Maryland 20782

Air Conditioning Institute  
1815 N. Fort Myer Drive  
Arlington, Virginia 22209

Air Line Pilots Assn. Int.  
1329 E. Street N.W.  
Washington, D.C. 20004

Airline Stewards & Stewardess Assn.  
55th & Cicero Avenue  
Chicago, Illinois 60638

Air Line Dispatchers' Assn.  
929 West Broad Street  
Falls Church, Virginia 22130

Air Transport Assn. of American  
1000 Connecticut Avenue  
Washington, D.C. 20036

Alliance of Ind. Telephone Unions  
1422 Chestnut Street  
Philadelphia, Pennsylvania 19102

Allis-Chalmers  
Milwaukee, Wisconsin 53200

American Advertising Federation  
1225 Connecticut Ave. N.W.  
Washington, D.C. 20036

Alumnae Advisory Center, Inc.  
541 Madison Avenue  
New York, New York 10022

American Accounting Assn.  
School of Commerce  
University of Wisconsin  
Madison, Wisconsin 53700

Amalgamated Meat Cutters and Butcher  
Workmen of North America  
2800 N. Sheridan Road  
Chicago, Illinois 60657

American Anthropological Assn.  
3700 Massachusetts Avenue N.W.  
Washington, D.C. 20036

American Assn. for Health  
Physical Ed. and Recreation  
1201 16th Street N.W.  
Washington, D.C. 20036

American Assn. of Medical Record  
Librarians  
211 E. Chicago Avenue  
Chicago, Illinois 60611

American Assn. of Nurserymen  
835 Southern Building  
Washington, D.C. 20005

American Animal Hospital Assn.  
3920 E. Jackson Blvd.  
Elkhart, Indiana 46514

American Assn. of Petroleum Geolog.  
P.O. Box 979  
Tulsa, Oklahoma 74101

American Astronomical Society  
Mr. H.M. Gurin, Executive Officer  
211 FitzRandolph Road  
Princeton, New Jersey 08405

American Bakers Assn.  
Suite 650  
1700 Pennsylvania Avenue, N.W.  
Washington, D.C. 20006

American Bar Assn.  
Information Service  
1155 E. 60th Street  
Chicago, Illinois 60637

American Board of Funeral Service Ed.  
201 Columbia Street  
Fairmont, West Virginia 26554

American Board of Opticianry  
821 Eggert Road  
Buffalo, New York 14266

American Camping Assn.  
Bradford Woods  
Martinsville, Indiana 46151

American Ceramic Society  
4055 North High Street  
Columbus, Ohio 43214

American Chemical Society  
1155 16th Street N.W.  
Washington, D.C. 20036

American College of Hospital Admin.  
840 North Lake Shore Drive  
Chicago, Illinois 60611

American College of Physicians  
4200 Pine Street  
Philadelphia, Pa. 19104

American College of Surgeons  
55 E. Erie Street  
Chicago, Illinois 60611

American Congress of Surveying and Mapping  
Woodward Building  
Washington, D.C. 20005

American Council on Pharmaceutical Ed.  
77 West Washington Street  
Chicago, Illinois 60602

American Council on Ed. for Journalism  
Ernie Pyle Hall  
Bloomington, Indiana 47405

American Dental Assistants Assn.  
211 East Chicago Avenue  
Chicago, Illinois 60611

American Dental Hygenists Assn.  
American Dental Assn. Council on Dental  
Education  
211 E. Chicago Avenue  
Chicago, Illinois 60611

American Dietetic Assn.  
620 N. Michigan Avenue  
Chicago, Illinois 60611

American Economic Assn.  
Northwestern University  
629 Noyes Street  
Evanston, Illinois 60201

American Electroplaters Society, Inc.  
56 Melmore Gardens  
East Orange, New Jersey 07017

American Forestry Assn.  
Chief Forester's Office  
919 17th Street, N.W.  
Washington, D.C. 20006

Amer. Federation of Information  
Processing Societies  
210 Summit Avenue  
Montvale, New Jersey 17645

American Federation of Labor and Congress  
of Industrial Organ.  
Building and Construction Trades Dept.  
815 16th Street, N.W.  
Washington, D.C. 20006

American Federation of Musicians (AFL-CIO)  
641 Lexington Avenue  
N.Y., N.Y. 10022

American Federation of Teachers  
Order Department  
1012 14th Street N.W.  
Washington, D.C. 20005

American Federation of Tech. Engineers  
1126 16th Street N.W.  
Washington, D.C. 20036

American Fisheries Society  
1040 Washington Boulevard  
15th Street and New York Ave. N.W.  
Washington, D.C. 20005

American Forest Institute  
1835 K Street N.W.  
Washington, D.C. 20006

American Gas Assn., Inc.  
605 Third Avenue  
New York, New York 10016

American Geological Institute  
1444 N. Street N.W.  
Washington, D.C. 20005

American Geophysical Union  
1145 Nineteenth Street N.W.  
Washington, D.C. 20063

American Guild of Musical Artists  
1841 Broadway  
New York, New York 10023

American Guild of Organists  
630 Fifth Avenue  
New York, New York 10020

American Hearing Society  
919 18th Street N.W.  
Washington, D.C. 20009

American Historical Society  
400 A Street S.E.  
Washington, D.C. 20003

American Hospital Assn.  
840 N. Lake Shore Drive  
Chicago, Illinois 60611

American Hotel and Motel Assn.  
888 Seventh Street  
New York, New York 10019

American Industrial Arts Assn.  
1210 Sixteenth Street N.W.  
Washington, D.C. 20036

American Institute of Aeronautics  
and Astronautics, Inc.  
1290 Avenue of the Americas  
New York, New York 10019

American Institute of Architects  
1735 New York Ave. N.W.  
Washington, D.C. 20006

American Institute of Biological Sciences  
3900 Wisconsin Avenue N.W.  
Washington, D.C. 20016

American Institute of Certified Public  
Accountants  
666 Fifth Avenue  
New York, New York 10019

American Institute of Chemical Eng.  
345 E. 47th Street  
New York, New York 10017

American Institute for Design and Drafting  
305 S. Andrews Avenue, Suite 610  
Fort Lauderdale, Florida 33301

American Institute of Planners  
917 15th Street N.W.  
Washington, D.C. 20005

American Legion Ed. and Scholar. Program  
Americanism Division  
Indianapolis, Indiana 46206

American Library Assn.  
Office for Recruitment  
50 E. Huron Street  
Chicago, Illinois 60611

The American Model Festival  
P.O. Box 100  
Croton-on-Hudson, New York 10520

American Management Assn.  
135 W. 50th Street  
New York, New York 10020

American Mathematical Society  
P.O. Box 6248  
Providence, Rhode Island 02904

American Marketing Assn.  
230 N. Michigan Avenue  
Chicago, Illinois 60601

American Meat Institute  
59 E. Van Buren Street  
Chicago, Illinois 60605

American Meteorological Society  
45 Beacon Street  
Boston, Massachusetts 02108

American Medical Women's Assn. Inc.  
1790 Broadway  
New York, New York

American Medical Assn.  
535 N. Dearborn Street  
Chicago, Illinois 60610  
American National Red Cross  
Washington, D.C. 20006

American Newspaper Guild  
Research Dept.  
1126 16th Street N.W.  
Washington, D.C. 20036

American National Red Cross  
Washington, D.C. 20006

American Newspaper Publishers Assn.  
750 Third Avenue  
New York, New York 10017

American Occupational Therapy Assn.  
251 Park Avenue South  
N.Y., N.Y. 10010

American Optometric Assn.  
7000 Chippewa Street  
St. Louis, Missouri 63119

American Osteopathic Assn.  
312 E. Ohio Street  
Chicago, Illinois 60611

American Petroleum Institute  
1801 K. Street, N.W.  
Washington, D.C. 20006

American Physical Therapy Assn.  
1740 Broadway  
N.Y., N.Y. 10019

American Photoplatemakers Assn.  
166 W. Van Buren Street  
Chicago, Illinois 60604

American Physiological Society  
9650 Wisconsin Ave.  
Washington, D.C. 20014

American Psychological Assn.  
1200 17th Street N.W.  
Washington, D.C. 20036

American Society for Horticulture Science  
P.O. Box 109  
St. Joseph, Michigan 49085

American Society of Agronomy  
677 Segoe Road  
Madison, Wisconsin 53700

American Society of Civil Engineers  
Institute of Elec. and Elec. Engineers  
American Institute of Industrial Eng.  
American Society of Mechanical Eng  
The Metallurgical Society of the American  
Institute of Mining  
Society of Mining Engineers each of these at:  
345 East 47th Street  
N.Y., N.Y. 10017

American School Counselor Association  
1605 New Hampshire Avenue N.W.  
Washington, D.C. 20009

American Society of Agriculture Engineers  
P.O. Box 229  
Joseph, Michigan 49085

American Society of Heating, Refrigerating  
and Air Conditioning  
345 East 47th Street  
N.Y., N.Y. 10017

American Society of Landscape Architects, Inc.  
2013 I. Street N.W.  
Washington, D.C. 20006

American Society for Metals  
Metals Park, Ohio 44073

American Society of Radiologic Technologist  
537 South Main Street  
Fond du Lac, Wisconsin 54935

American Society of Photogrammetry  
105 North Virginia Avenue  
Falls Church, Virginia 22046

American Society of Range Management  
P.O. Box 5041  
Portland, Oregon 97200

American Statistical Assn.  
806 15th Street N.W. #640  
Washington, D.C. 20005

American Society for Microbiology  
1913 Eye Street N.W.  
Washington, D.C. 20006

Amer. Society of Limnology and Oceanography  
W.K. Kellogg Biological Station  
Michigan State University  
Hickory Corners, Michigan 49060

American Speech and Hearing Assn.  
9030 Old Georgetown Road  
Washington, D.C. 20014

American Trucking Assn., Inc.  
1616 p St. N.W.  
Washington, D.C. 20036

American Textile Manufacturing Institute, Inc.  
1501 Johnston Building  
Charlotte, North Carolina 28200

American Veterinary Medical Assn.  
600 S. Michigan Avenue  
Chicago, Illinois 60605

American Watchmakers Institute  
P.O. Box 11011  
Cincinnati, Ohio 45211

American Welding Society  
345 East 47th Street  
N.Y., N.Y. 10017

American Assn. of Nurse Anesthetists  
Suite 3010 Prudential Plaza  
Chicago, Illinois 60601

American Society for Pharmacology and  
Experimental Therapeutics, Inc.  
9650 Rockville Pike  
Bethesda, Md. 20014

American Iron and Steel Institute  
150 East 42nd Street  
N.Y., N.Y. 10017

American Apparel Manufacturing Assn., Inc.  
2000 K. St. N.W.  
Washington, D.C. 20006

American Petroleum Institute  
1271 Avenue of the Americas  
N.Y., N.Y. 10020

American Society of Oceanography  
854 Main Building  
Houston, Texas 77002

American Public Health Assn.  
1790 Broadway  
N.Y., N.Y. 10019

Amer. Registry for Radiologic Tech.  
2600 Wayzata Blvd.  
Minneapolis, Minn. 55405

American Medical Technologists Society  
Suite 1600 Hermann Professional Building  
Houston, Texas 77025

American Medical Technologists  
710 Higgins Road  
Park Ridge, Illinois 60068

American Chiropractic Assn.  
American Building  
2200 Grand Avenue, P.O. Box 1535  
Des Moines, Iowa 50306

American Podiatry Assn.  
Attn: Career Guidance Section  
Chevy Chase Circle N.W.  
Washington, D.C. 20015

American Pharmaceutical Assn.  
2215 Constitution Avenue, N.W.  
Washington, D.C. 20037

American and National Professional Baseball  
Clubs  
Public Relations Dept.  
200 S. Michigan Ave.  
Chicago, Illinois 60611

American Federation of Technical Engineers  
1126 16th St. N.W.  
Washington, D.C. 20036

American Rehabilitation Counseling Assn.  
1607 New Hampshire Ave. N.W.  
Washington, D.C. 20009

American Society for Personnel Admin.  
52 East Bride St.  
Berea, Ohio 44017

Amer. Assoc. of Advertising Agencies  
200 Park Ave.  
N.Y., N.Y. 10017

Aerospace Industries Assoc. of Amer., Inc.  
1725 De Sales St. N.W.  
Washington, D.C. 20036

American Banker's Assoc., Personnel  
Administration and Management Develop.  
90 Park Ave.  
N.Y., N.Y. 10016

Assoc. of College Unions-International  
Williard Straight Hall  
Cornell University  
Ithaca, N.Y. 14850

American Paper Institute  
260 Madison Ave.  
N.Y., N.Y. 10016

Association for Computing Machinery  
1133 Avenue of the Americas  
N.Y., N.Y. 10036

Arizona State Employment Service  
Phoenix, Arizona 85000

Associated Master Barbers and  
Beauticians of America  
219 Greenwich Rd. P.O. Box 17782  
Charlotte, North Carolina 28211

Apprenticeship Committee  
Nat'l Assoc. of Plumbing-Heating-  
Cooling Contractors  
1016 20th St. N.W.  
Washington, D.C. 20036

Assoc. for Education in Journalism  
425 Henry Hall  
University of Wisconsin  
Madison, Wisconsin 53706

Assoc. General Contractors of America, Inc.  
1957 E. St. N.W.  
Washington, D.C. 20036

Automotive Service Industry Assoc.  
168 N. Michigan Ave.  
Chicago, Illinois 60601

Assoc. of University Programs in  
Hospital Administration  
1642 East 56th St.  
Chicago, Illinois 60637

Atlas Chemical Industries, Inc.  
Wilmington, Delaware 19899

Assoc. of Home Appliance Manuf.  
20 N. Wacker Drive  
Chicago, Illinois 60606

Aerospace Medical Association  
Washington National Airport  
Washington, D.C. 20001

Assoc. of American Railroads  
Washington, D.C. 20036

Assoc. of Industrial Advertisers  
41 East 42nd St.  
N.Y., N.Y. 10017

Assoc. of American Geographers  
1146 16th St. N.W.  
Washington, D.C. 20036

Automobile Manufacturers Assoc., Inc.  
Educational Services  
320 New Center Bldg.  
Detroit, Michigan 48202

Asphalt and Vinyl, Asbestos tile Inst.  
101 Park Ave.  
N.Y., N.Y. 10017

Bellam Publishing Co.  
P.O. Box 172  
Cambridge, Mass. 02138

Amalgamated Clothing Workers of Amer.  
15 Union Square  
N.Y., N.Y. 10003

Blue Cross Association  
840 N. Lake Shore Drive  
Chicago, Illinois 60611

Associated Fur Manufacturers Inc.  
101 West 30th Street  
N.Y., N.Y. 10001

Binai Birth Vocational Service  
1640 Rhode Island Ave. N.W.  
Washington, D.C. 20036

The Aluminum Association  
420 Lexington Ave.  
N.Y., N.Y. 10017

Board of Certified Laboratory Assistants  
445 N. Lake Shore Drive  
Chicago, Illinois 60611

Bricklayers, Masons & Plasterers'  
International Union of America  
815 15th St. N.W.  
Washington D.C. 20005

Brotherhood of Painters, Decorators and  
Paperhangers of America  
1925 K St. N.W.  
Washington D.C. 20006

Bureau of Labor Statistics, U.S. Dept.  
of Labor  
Washington, D.C. 20212

Bureau of Personnel & Training  
National Board, YWCA  
600 Lexington Avenue  
New York, N.Y. 10012

Botanical Society of America, Inc.  
Secretary, Dept. of Botany  
Rutgers University  
New Brunswick, N. J. 08903

Bureau of Land Management, Denver  
Service Center  
Federal Center Building 50  
Denver, Colorado 80225

Bureau of Apprenticeship and Training,  
U.S. Dept of Labor  
Washington, D.C.

California Human Relations Agency  
800 Capital Mall  
Sacramento, California 95814

California State Dept. of Employment  
Sacramento, California 95814

California State Police Headquarters  
Sacramento, California

Canadian Occupations Monograph  
Queen's Printer & Controller of Stationery  
Ottawa, Canada

Careers  
Largo, Florida 33540

Careers  
Washington D.C. 20202

Casualty Actuarial Society  
200 East 42nd St.  
New York, N.Y. 10017

Carpet and Rug Institute  
Empire State Building  
New York, N.Y. 10001

Charles Pfizer and Company  
234 East 42nd Street  
New York, N.Y. 10017

Chiropractic Education Commission  
International Chiropractic Assoc.  
741 Brady, Davenport, Iowa 52805

Chronicle Guidance Publications, Inc.  
Moravia, New York 13118

Clothing Manufacturers Assoc. of U.S.A.  
135 West 50th St.  
New York, N.Y. 10020

Club Managers Assoc. of America  
1030 15th St. N.W. Suite 720  
Washington, D.C. 20036

College of Engineering  
University of Florida  
Gainesville, Florida 32603

College Placement Council, Inc.  
P.O. Box 2263  
Bethlehem, Pennsylvania 18001

Committee on Marine Research, Education  
and Facilities  
Building 159 E, Room 476, Washington  
Navy Yard, Washington D.C. 20390

Commission on Education in Physical  
Medicine and Rehabilitation  
1800 Chicago Avenue  
Minneapolis, Minnesota 55404

Contracting Plasters' and Lathers'  
International  
304 Landmark Building  
1343 H. St., N.W.  
Washington D.C. 20005

Conde Nast Publications, Inc.  
541 Madison Avenue  
New York, N.Y. 10022

Consumer Protection and Environmental  
Health Services, Dept. of Health, Educa-  
tion and Welfare  
200 C. St. S.W.  
Washington, D.C. 20204

Commander, USAF Recruiting Service  
Wright-Patterson AFB, Ohio 45899

Corn Industries Research  
Foundation Inc.  
Washington D.C. 20000

Consumer and Marketing Service  
U.S. Dept. of Agriculture  
536 South Clark St.  
Chicago, Illinois 60605

Council on Social Work Ed.  
345 East 46th St.  
N.Y., N.Y. 10018

Chemical Industries  
1155 16th St. N.W.  
Washington D.C. 20036

Clinical Center  
National Institute of Health  
Bethesda, Maryland 20014

Conservation, California  
Human Relations Agency  
800 Capital Mall  
Sacramento, Calif. 95814

Crayon, Water Color and  
Craft Institute, Inc.  
Eden Hill Road  
Newtown, Conn. 06470

Council on Hotel, Restaurant,  
and Institutional Education  
Statler Hall, Cornell University  
Ithaca, New York 14850

Council on Medical Education  
American Medical Association  
535 North Dearborn St.  
Chicago, Ill. 60610

Communications Workers of Amer.  
1925 K. St. N.W.  
Washington, D.C. 20006

American Assoc. for Health, Physical  
Education & Recreation,  
National Education Association  
1201 16th St. N.W.  
Washington D.C. 20036

David McKay Company  
750 Third Ave.  
N.Y., N.Y. 10017

Data Processing Management Assoc.  
505 Busse Highway  
Park Ridge, Ill. 60062

Dept. of Employment Service  
State of Utah, Salt Lake City  
Utah 84100

Dept. of Medicine and Surgery  
Veterans Administration  
Washington, D.C. 20421

Diesel Engine Manufacturers Assoc.  
122 East 42nd St.  
N.Y., N.Y. 10017

Division of Library Services and  
Educational Facilities, Office of  
Education, US Dept of Health, Education  
and Welfare  
Washington, D.C. 20201

Division of Dental Health  
Public Health Service  
U.S. Dept. of Health, Education and  
Welfare  
Washington, D.C. 20201

Division of Employment Security  
State of Missouri  
Jefferson City, Missouri 65101

Division of Vocational and Technical  
Education, Bureau of Adult and Vocational  
and Library Programs  
U.S. Office of Education  
Washington, D.C. 20202

Division of Health Careers  
American Hospital Association  
840 North Lake Shore Drive  
Chicago, Illinois 60611

Donald Daly  
Box 1963  
Bakersfield, Calif. 93300

Division of Allied Health Manpower,  
Bureau of Health Professions  
Education and Manpower Training  
National Institute of Health  
9000 Rockville Pike  
Bethesda, Maryland 20014

Dept. of Medicine and Surgery  
Veterans Administration  
Washington, D.C. 20420

Edison Electric Institute  
750 3rd Avenue  
New York, N.Y. 10017

Eastman Kodak Co. #454  
Rochester, N.Y. 14650

Eaton Paper Company  
Advertising Department  
Pittsfield, Mass. 01201

Education Council of the  
Graphic Arts Industries  
4615 Forbes Ave.  
Pittsburg, Penna. 15213

Education Director  
National Restaurant Assoc.  
1530 North Lake Shore Drive  
Chicago, Illinois 60610

Entomological Society of Amer.  
4603 Calvert Road  
College Park, Maryland 20740

Electronic Data Processing  
Veterans Administration  
Washington, D.C. 20420

Educational Institute  
American Hotel and Motel Assoc.  
221 West 57th St.  
New York, N.Y. 10019

Electronic Industries Assoc.  
c/o Consumer Electronic Group  
2001 Eye Street N.W.  
Washington D.C. 20006

American Society for Metals  
Metals Park, Ohio 44073

Engineers Council for Professional  
Development  
345 East 47th St.  
New York, N.Y. 10017

Engineering Manpower Commission  
Engineers Joint Council  
345 East 47th Street  
New York, N.Y. 10017

Federal Bureau of Investigation  
Dept. of Justice Building  
Washington, D.C. 20535

Farm Equipment Institute  
850 Wrigley Building N.  
410 North Michigan Ave.  
Chicago, Ill. 60611

Future Farmers Service  
Alexandria, Virginia 22300

Forest Service, U.S. Dept. of  
Agriculture  
1621 N. Kent St.  
Arlington, Virginia 20415

Financial Executive Institute  
50 West 44th St.  
N.Y., N.Y. 10036

Field Enterprises Educational Corp.  
Ed. Services, Merchandise Mart Plaza  
Chicago, Illinois 60654

Finney Company  
3350 Gorham Ave.  
Minneapolis, Minn. 55400

Flight Engineers' International, Assoc.  
100 Indiana Ave. N.W.  
Washington D.C. 20001

Florida State Employment Service  
Tallahassee, Florida 32301

Fibre Box Assoc.  
224 South Michigan Ave.  
Chicago, Ill. 60604

Franklin Watts, Inc.  
575 Lexington Ave.  
New York, N.Y. 10022

Fraternal Order of Police  
Pick-Carter Hotel  
1012 Prospect Ave.  
Cleveland, Ohio 44115

Federal Deposit Insurance Co.  
Director of Personnel  
550 17th St. N.W.  
Washington, D.C. 20429

Geological Institute of Amer.  
Registrar's Office  
11940 San Vicente Blvd.  
Los Angeles, Calif. 90049

Guidance Centre  
College of Education  
University of Toronto  
371 Bloor St.  
West Toronto 5,  
Ontario, Canada

Guidance Exchange  
P.O. Box 1464 Grand Central  
New York, N.Y. 10017

Guild of Prescription on Opticians  
of America  
1250 Connecticut Aven. N.W.  
Washington, D.C. 20036

Graphic Arts Technical Foundation  
4615 Forbes Avenue  
Pittsburgh, Penn. 15213

Granvue Technical Institute  
60 East 42nd St.  
N.Y., N.Y. 10020

High School News Service  
Building 1B, Dept of Defense  
Great Lakes, Ill. 60085

Helene Curtis Industries  
4401 W. North Ave.  
Chicago, Ill. 60639

Harper and Row, Inc.  
49 East 33rd St.  
New York, N.Y. 10016

Home Economics Education  
Bureau of Adult, Vocational and  
Library Programs, Office of Ed.  
U.S. Dept. of Health, Education,  
and Welfare  
Washington D.C. 20202

Hospital Administration  
840 North Lake Shore Drive  
Chicago, Ill. 60611

Hunting, Fishing and Trapping  
California Human Relations Agency

Idaho Dept. of Employment  
P.O. Box 7189 Boise, Idaho 83707

International Typographical Uni  
P.O. Box 157  
Colorado Springs, Colo. 80901

International Typographic Cosmoposition  
Association, Inc.  
2233 Wisconsin Ave. N.W.  
Washington, D.C. 20007

International Association of  
Marble, Slate & Stone Polishers, Rubbers  
and Sawyers, Tile and Marble Setters:  
Helpers and Marble Mosaic and Terrazo  
Workers'  
821 15th St. N.W.  
Washington, D.C.

Illinois State Employment Service  
Bureau of Employment Security  
Room 401 165 N. Canal St.  
Chicago, Ill. 60606

Independent Garage Workers of America  
624 South Michigan Ave.  
Chicago, Illinois 60605

Indiana Public Employment Service  
Research and Statistics Section  
10 North Senate, Indianapolis, Ind. 46200

International Brotherhood of Boilermakers,  
Iron Shibuilders, Blacksmiths, Forgers, and  
Helpers  
Eighth at State Ave.  
Kansas City, Kansas 66101

Industrial Designers Society of America  
60 West 55th St.  
New York, N.Y. 10019

Information Center  
Public Relations Society of America  
845 Third Avenue  
N.Y., N.Y. 10022

Ingenu Magazine  
750 Third Ave.  
N.Y., N.Y. 10019

Institute for Certifying Secretaries  
1103 Grand Ave  
Kansas City, Missouri 64106

Institute of Electrical and Electronic  
Engineers  
345 E. 47th Street  
N.Y., N.Y. 10017

Institute of Mathematical Statistics  
Dept of Statistics  
Calif. State College at Hayward  
Hayward, Calif. 44542

International Assoc. of Electro-  
typers and Stereotypers, Inc.  
758 Leader Building  
Cleveland, Ohio 44114

Insurance Information Institute  
110 William St.  
NY., N.Y. 10038

Interagency Board of U.S. Civil  
Service Examiners for Washington D.C.  
1900 E. St., N.W.  
Washington, D.C. 20415

International Brotherhood of  
Bookbinders  
1612 K St. N.W.  
Washington, D.C. 20016

Internal Revenue Service  
U.S. Treasury Dept.  
Washington, D.C. 20000

Instrument Society of America  
530 William Penn Place  
Pittsburgh, Penn. 15200

International Union of Electrical  
Radio and Machine Workers  
1126 16th St. N.W.  
Washington D.C. 20036

International Brotherhood of  
Electrical Workers  
1200 15th St. N.W.  
Washington, D.C. 20005

International Oceanographic  
Foundation  
1 Rickenbacker Causeway,  
Virginia Key  
Miami, Florida 33141

International Printing Pressmen  
and Assistants Union of N. Amer.  
Pressman's Home, Tenn. 37850

International Union, United Auto-  
mobile, Aerospace and Implement  
Workers of America  
8000 East Jefferson Ave.  
Detroit, Michigan 48214

Insurance Work, Ed. Division  
277 Park Ave., N.Y., N.Y. 10017

International Society of Clinical  
Laboratory Technologists  
805 Ambassador Building  
411 N. 7th St.  
St. Louis, Missouri 63101

International Association of  
Machinists and Aerospace Workers  
1300 Connecticut Ave. N.W.  
Washington, D.C. 20036

International Union of Operating  
Engineers  
1125 17th St., N.W.  
Washington, D.C. 20036

Investment Bankers Association  
of America  
425 13th St. N.W.  
Washington, D.C. 20004

International Stereotypers' and  
Electrotypers' Union of North America  
10 South La Salle St.  
Chicago, Illinois 60603

International Jewelry Workers'  
Union Local #1  
133 West 44th St.  
New York, N.Y. 10036

International Union of Elevator  
Constructors  
17 South 12th St.  
Philadelphia, Penn. 19107

International Association of  
Fire Fighters  
905 16th St. N.W.  
Washington, D.C. 20006

International Assoc. of Fire Chiefs  
232 Madison Ave.  
N.Y., N.Y. 10016

International Assoc. of Chiefs of  
Police  
1319 18th St. N.W.  
Washington, D.C. 20036

International Assoc. of Women Police  
100 N. La Salle St.  
Chicago, Ill. 60602

Institute of Life Insurance  
277 Park Avenue  
N.Y., N.Y. 10017

International Assn. of Milk, Food and  
Environmental Sanitarians, Blue Ridge  
Road, P.O. Box 437  
Shelbyville, Indiana 46176

International Chiropractors Assn.  
741 Brady Street  
Davenport, Iowa 52805

Institute of Internal Auditors  
170 Broadway  
N.Y., N.Y. 10038

International Brotherhood of all Pulp,  
Sulphite, and Paper Mill Workers  
Dept. of Research and Education  
Box 247, Port Edward, N.Y. 12828

International Ladies' Garment Workers'  
Union  
1710 Broadway  
N.Y., N.Y. 10019

International Assn. of Clothing Designers  
125 12th Street  
Philadelphia, Penn. 19107

Journal of the American Medical Women's  
Association  
1790 Broadway, N.Y., N.Y. 10000

Journeyman Barbers, Hairdressers, Cosme-  
tologists and Proprietors' International  
Union of America  
1141 North Delaware Street  
Indianapolis, Ind. 46209

Kentucky Mental Health Manpower Commission  
Louisville, Kentucky 40200

Little, Brown and Co.  
34 Beacon St. Boston, Mass. 02106

Librarian in Veteran's Administration  
Washington D.C. 20420

Lithographers and Photoengravers International  
Union  
233 West 49th Street  
N.Y., N.Y. 10019

Laborer's International Union of North  
America  
905 16th St., N.W.  
Washington D.C. 20006

Life Insurance Agency Management Association  
170 Sigourney Street  
Hartford, Connecticut 06105

Macmillan Company  
Brown and Front Streets  
Riverside, New Jersey 18075

Mademoiselle  
420 Lexington Avenue  
N.Y., N.Y. 10017

Manufacturing Chemists' Assn. Inc.  
1825 Connecticut Ave. N.W.  
Washington D.C. 20009

Master Photo Dealers' and Finishers Assn.  
603 Lansing Avenue  
Jackson, Michigan 49202

Julian Messner  
1 West 39th St.  
N.Y., N.Y. 10018

Manufacturing Jewelers and Silversmith of  
America  
Sheraton-Biltmore Hotel, # S-75  
Providence, R.I. 02902

Mathematical Assn. of America  
1225 Connecticut Ave. N.W.  
Washington D.C. 20036

Michigan Employment Security Commission  
Occupational Research Unit  
7310 Woodward Avenue  
Detroit, Michigan 48202

Minnesota Commission on Patient Care  
Box 389 W  
Minneapolis, Minnesota 55400

Minnesota School of Journalism  
Minneapolis, Minnesota 55414

Mississippi Employment Security Commission  
Jackson, Mississippi 39200

Missouri Division of Employment Security  
St. Louis, Missouri 63100

Medical Technology  
Veteran's Administration  
Washington, D.C. 20420

Modeling Association of America  
Suite 8 145 East 53rd St.  
N.Y., N.Y. 10002

Music Editors National Conference  
National Education Assn. of U.S.  
1201 16th St. N.W.  
Washington, D.C. 20036

National Assn. of Accountants  
505 Park Ave.  
N.Y., N.Y. 10022

National Executive Housekeeper's  
Assn. Inc.  
Business and Professional Bldg.  
Gallipolis, Ohio 45631

National Assn. of Bank Women, Ince.  
National Office, 60 E. 42nd St.  
NY., N.Y. 10017

National Marine Engineers'  
Benefit Association  
17 Battery Place,  
N.Y., N.Y. 10004

National Maritime Union of America  
36 Seventh Ave.  
N.Y., N.Y. 10011

National Paper Box Manufacturer's  
Association, Inc.  
121 N. Broad St.  
Philadelphia, Penn. 19107

National Board of the Coat and  
Shirt Industry  
450 Seventh Ave.  
NY., NY. 10001

National Dress Manufacturer's Assn., Inc.  
570 Seventh Ave.  
N.Y., N.Y. 10018

National Aeronautics and Space  
Administration  
Washington, D.C. 20546

National Applicane and Radio-TV Dealers Assn.  
364 Merchandise Mart  
Chicago, Ill. 60654

National Automatic Merchandising Assn.  
7 South Dearborn St.  
Chicago, Ill. 60603

National Aerospace Education Council  
806 15th St., N.W.  
Washington, D.C. 20036

National Assn. of Purchasing Management  
11 Park Place  
N.Y., N.Y. 10007

National Assn. of Trade and Technical  
Schools  
1601 18th St., N.W.  
Washington, D.C. 20009

National Assn. for Mental Health  
2110 East 1st Street  
Santa Ana, Calif.

National Assn of Real Estate  
Boards, Dept of Education  
155 East Superior St.  
Chicago, Ill.

National Assn. of Wholesalers  
1725 K St., N.W.  
Washington, D.C. 20006

National Cartoonist Assn.  
Joseph W. Musial  
152 Colonial Parkway  
Manhasset, Long Island, N.Y. 11030

National Coal Assn., Coal Building  
1130 17th St., N.W.  
Washington, D.C. 20036

National Alliance of Television Assn.  
5908 South Troy St.  
Chicago, Ill. 60629

National Commission for Careers in  
Social Work,  
2 Park Ave., N.Y., N.Y. 10016

National Consumer Finance Assn.  
1000 16th St., N.W.  
Washington, D.C. 20036

National Commission for Social  
Work Careers, Council on  
Social Work Education  
345 E. 46th St., N.Y., N.Y. 10017

National Commission on Teacher  
Educational Professional  
Standards, 1201 16th St. N.W.  
Washington, D.C. 20036

National Committee on Household  
Employment, 1346 Connecticut Ave., N.W.  
Washington, D.C. 20036

National Council of the Churches of  
Christ in USA  
475 Riverside Drive  
New York, N.Y. 10027

National Council of Teachers of  
Mathematics,  
1201 6th St., N.W.  
Washington, D.C. 20036

National Council of YMCA of U.S.  
291 Broadway  
New York, N.Y. 10007

National Education Assoc. of U.S.  
1201 16th St., N.W.  
Washington, D.C. 20036

National Farm and Power  
Equipment Dealers' Assoc.  
2340 Hampton Ave.  
St. Louis, Missouri 63139

National Home Study Council  
1601 18th St., N.W.  
Washington, D.C. 20009

National Knitted Outerware Assoc.  
51 Madison Ave.  
New York, N.Y. 10010

National Lathing Industries  
Joint Apprenticeship Program  
140 Main St.  
Annapolis, Maryland 21401

National League for Nursing  
10 Columbus Circle  
New York, N.Y. 10019

National Art Ed. Assoc.  
1201 16th St. N.W.  
Washington, D.C. 20036

National Assoc. of Barber Schools  
750 Third Ave.  
Huntington, West Virginia 25701

National Assoc. for Music Therapy  
P.O. Box 610  
Lawrence, Kansas 66044

National Assoc. of Certified Dental  
Laboratories, Inc.  
3801 Mt. Vernon Ave.  
Alexandria, Virginia 22305

National Assoc. of Schools of Music  
1424 16th St., N.W.  
Washington, D.C. 20036

National Beauty Career Center  
3839 White Plains Road  
Bronx, N.Y. 10467

National Assoc. of Power Engineers  
176 West Adam St.  
Chicago, Ill. 60603

National Assoc. of Metal Finishers  
248 Lorraine Ave.  
Upper Montclair, N.J. 07043

National Assoc. of Auto Trim Shops  
129 Broadway, Linbrook,  
Long Island, New York, 11563

National Electrical Contractor's  
Assoc., 1730 Rhode Island Ave., N.W.  
Washington, D.C. 20036

National Easter Seal Society for  
Crippled Children and Adults  
Library, 2023 W. Ogden Ave.  
Chicago, Ill. 60612

National Electric Sign Assn.  
600 Hunter Ave.  
Oak Brook, Ill. 60521

National Machine Tool Builders Assn.  
2139 Wisconsin Ave., N.W.  
Washington, D.C. 20007

National Oceanography Assn.  
1900 L St., N.W.  
Washington, D.C. 20036

National Rehabilitation Counseling Assn.  
1522 K St., N.W.  
Washington, D.C. 20005

National Restaruant Assn.  
Director of Education  
1530 Lake Shore Drive  
Chicago, Ill. 60610

National Science Teachers Assn.  
NEA Publication Sales  
1201 16th St., N.W.  
Washington, D.C. 20036

National Secretaries Assn.  
616 East 63rd St.  
Kansas City, Missouri 64110

National Shorthand Reporters  
25 West Main St.  
Madison, Wisconsin 53703

National Society for Crippled  
Children and Adults, Inc.  
2023 West Ogden Ave.  
Chicago, Ill. 60612

National Society of Interior  
Designers, Inc.  
315 East 62nd St.  
New York, N.Y. 10021

National University Extension  
122 Social Science Building  
University of Minnesota  
Minneapolis, Minnesota 55455

Newspaper Fund, Inc.  
Box 300, Princeton, N.J. 08540

New Jersey Dept., of Labor and  
Industry, division of employment  
security, John Fitch Plaza  
Trenton, New Jersey 08625

National Society of Public  
Accountants  
1717 Pennsylvania Ave., N.W.  
Washington, D.C. 20006

New Jersey Division of Employment  
Security, Bureau of Research and  
Statistics, Labor and Industry Bldg.  
Trenton, N.J. 08625

New Mexico State Employment Service  
Santa Fe, New Mexico 87501

National Terrazo and Mosaic Assn.  
716 Church St.  
Alexandria, Virginia 22314

New York Life Insurance Co.  
Box 51, Madison Square Station  
New York, N.Y. 10010

National Assn. for Practical Nurse  
Education and Service, Inc.  
1455 Broadway  
New York, N.Y. 10036

National Recreation and Park Assn.  
1700 Pennsylvania Ave., N.W.  
Washington, D.C. 20006

National Roofing Contractors Assn.  
1515 N. Harlem Ave.  
Oak Park, Ill. 60302

National Society of Professional  
Engineers  
2029 K St., N.W.  
Washington, D.C. 20006

National Vocational Guidance Assn.  
1607 New Hampshire Ave., N.W.  
Washington, D.C. 20009

New York Stock Exchange  
11 Wall Street, N.Y., N.Y. 10005

National Petroleum Refiners Assn.  
1725 De Sales St., N.W.  
Washington, D.C. 20036

National Assn. of Plumbing-Heating-  
Cooling Contractors  
1016 20th St., N.W.  
Washington, D.C. 20036

National Automatic Sprinkler and  
Fire Control Assn.  
277 Park Ave.  
New York, N.Y. 10007

National Bureau for Lathing and Plasters  
938 K St., N.W.  
Washington, D.C. 20001

National Joint Apprenticeship and Training  
Committee for the Electric Ind.  
1730 Rhode Island Ave.  
Washington, D.C. 20036

National Assn. of Home Builders  
1625 L St., N.W.  
Washington, D.C. 20036

National Foremeans Inst.  
24 Rope Ferry Road  
Waterfront, Conn. 06385

National Hairdressers and Cosme-  
tologists Assn.  
175 Fifth St.  
New York, N.Y. 10010

National Assn. of Insurance Agents, Inc.  
96 Fulton St.  
New York, N.Y. 10038

National Assn. of Life Underwriters  
1922 F St., N.W.  
Washington, D.C. 20006

National Automobile Dealer's Assn.  
2000 K St., N.W.  
Washington, D.C. 20006

National Automotive Parts Assn.  
29 East Madison St.  
Chicago, Ill. 60602

National Industrial Recreation Assn.  
20 North Wacker Drive  
Chicago, Ill. 60606

National Council of Technical Schools  
1835 K St., N.W. Room 907  
Washington, D.C.

National Association of Sanitarions  
1550 Lincoln St.  
Denver, Colo. 80203

National Assn. of Chain Drug Stores  
1625 Eye St., N.W.  
Washington, D.C. 20006

National Assn. of Retail Druggist  
1 East Wacker Dr.  
Chicago, Ill. 60601

National Assn. for Practical Nurse  
Education and Service, Inc.  
535 Fifth Ave.  
New York, N.Y. 10017

National Assn. of Licensed Practical  
Nurses, Inc.  
250 W. 57th St.  
New York, N.Y. 10019

National Assn. of Certified Dental Lab.  
3801 Mt. Vernon Ave.  
Alexandria, Virginia 22305

National Employment Counselors Assn.  
1807 New Hampshire Ave.  
Washington, D.C. 20009

Office of Economic Opportunity  
Washington, D.C. 20009

Office of Economic Opportunity  
Washington, D.C.

Office of Manpower and Training  
Federal Water Pollution Control  
Admin. - Dept. of Interior  
633 Indiana Ave.  
Washington, D.C. 20242

Ohio State Dept. of Education  
Division of Guidance and Testing  
751 Northwest Blvd.  
Columbus, Ohio 43212

Olin Mathieson Chemical Corp.  
East Alton, Ill. 62024

Optical Wholesalers Assn.  
222 West Adams St.  
Chicago, Ill. 60606

Operative Plasters' and Cement Masons  
Internat Assn. of U.S. and Canada  
1125 17th St., N.W.  
Washington, D.C. 20036

Office of Maritime Manpower,  
Marinetime Admin.  
U.S. Dept. of Commerce  
Washington, D.C. 20235

Personnel Service Inc.  
Box 306, Jaffrey  
New Hampshire 03452

Pfizer Inc.  
Ed Service Dept.  
235 E. 42nd St.  
N.Y., N.Y. 10022

Philadelphia Museum College  
of Art  
Broad and Pine St.  
Philadelphia, Penn. 19100

Public Relations Society of  
America, Inc. Careers  
845 3rd Ave.  
N.Y., N.Y. 10022

Prudential Ins. Co.  
Box #36 Education Dept.  
Newark, N. J. 07001

Professional Journalistic Society  
Sigma Delta Chi  
35 E. Wacker Drive  
Chicago, Ill. 60601

Professional Photographers  
of America, Inc.  
1090 Executive Way  
Des Plaines, Ill. 60018

Public Personnel Assn.  
1312 East 60th St.  
Chicago, Ill. 60637

Personnel Division AD 42  
Environmental Science Services Admin.  
6010 Executive Blvd.  
Rockville, Maryland 26852  
Printing Industries of America  
5223 River Road  
Washington, D.C. 20016

Portland Service Center  
710 N.E. Holladay Ave.  
Portland, Oregon 97208

Rand McNally and Co.  
P.O. Box 7600  
Chicago, Ill. 60680

Registry of Medical Technologist  
3729 W. Jackson St.  
Muncie, Indiana 47302

Research Publishing Co.  
P.O. Box 245  
Boston, Mass. 10201

Retail Jewelers of America, Inc.  
1025 Vermont Ave., N.W.  
Washington, D.C. 20005

Richards Rosen Press, Inc.  
29 East 21st St.  
New York, N.Y. 10010

Rochester Institute of Technology  
65 Plymouth Ave., South  
Rochester, N.Y. 14608

Registry of Medical Technologist  
of the America Society of  
Clinical Pathologists  
710 S. Wolcott Ave.  
Chicago, Ill. 60612

Sales and Marketing Executives, International  
630 Third Avenue  
New York, N.Y. 10017

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Metuchen, New Jersey 08840

Scholastic Book Service, Inc.  
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Science Research Assn., Inc.  
259 E. Erie St.  
Chicago, Ill. 60611

Scientific Apparatus Makers Assn.  
Process Measurement & Control Section  
370 Lexington Ave.  
New York, N.Y. 10017

Scientific Manpower Commission  
2101 Constitution Ave., N.W.  
Washington, D.C. 20418

Shoe Service Institute of America  
222 West Adams St.  
Chicago, Ill. 60606