



LESSON SIX

Earning an Income  
TEACHERS

Introduction

We get money in many different ways. We can win it, find it, receive it as a gift, or earn it. Generally, people receive most of their money by working to earn an income. Work can be physical, mental, or both, and it allows us to be productive members of our economy. We can work to provide a service to someone else or work to produce a good that has value to a potential buyer. Sometimes work is done for no pay; we do it because it makes us feel good. When we set our goals, we generally select a job or career that will provide us with an income and give us satisfaction. Not all jobs pay the same and not all jobs have the same qualifications. So, our income varies based on the career choices we make.

Purpose

This lesson will help students explore potential income from career choices. Students will compute percentages, create graphs and charts, and practice their analytical skills.

Tool Kit

Locate the average annual salary of various jobs in Oklahoma City (data available at <http://stats.bls.gov/ncs/ocs/compub.htm>).

Procedure

1. Ask students to list different kinds of

Definition of the Week

**Income:** Wages or salary earned from working.

jobs available for people to choose. Talk about educational requirements for each of them. Have them discuss the kinds of jobs they would like to have, why they would like to do that job and why those jobs are necessary today.

2. Using the classified section of the newspaper, have students explore the "help wanted" ads to see what kinds of jobs are advertised and what qualifications are needed for them. Ask students to count the number of jobs listed in each category and create a bar graph of the results. Have students compute the percentage of jobs for each category and create a pie chart of the results.

3. Have students find 10 different advertised positions and list the annual salary for each. (Note: Remind them to multiply weekly salaries by 52 and monthly salaries by 12 for annual salary amounts). Have each student rank the 10 jobs from the highest to lowest. If possible, allow students to compare the jobs listed with the average salary of those jobs in Oklahoma City (data available at <http://stats.bls.gov/ncs/ocs/compub.htm>). Discuss possible skills and education needed for various jobs, especially those with the highest and lowest salaries. Ask students which, if any, of these jobs would be possible careers for them.

PARENT OPTION

Help your child read through the classified help wanted ads to locate 10 different job listings. Discuss the selected jobs with your child and have them talk with any friends or relatives in similar positions. As you discuss the requirements and responsibilities for each job, encourage your child to indicate which jobs sound most interesting and which do not. Have your child rank order them, from most desirable to least desirable. Help them write a letter explaining the reasons they would be a good prospect for one of the jobs. Remind your child that salary is not always the best indication of job satisfaction or desirability.

Visit the library to look through the Occupational Outlook Handbook or find it online at <http://stats.bls.gov/oco/oco2003.htm>; locate the section on Tomorrow's Jobs and talk about the types of projected jobs for the future.

My Skills Inventory

- List five qualities that make you special.  
\_\_\_\_\_
- List five things you would like to improve about yourself.  
\_\_\_\_\_
- List five skills that you would like to learn.  
\_\_\_\_\_
- List five things you do very well.  
\_\_\_\_\_
- List five things you enjoy doing.  
\_\_\_\_\_
- List five things you do not enjoy doing  
\_\_\_\_\_

Job Application

Name \_\_\_\_\_

Address \_\_\_\_\_

Phone \_\_\_\_\_

Email \_\_\_\_\_

Education: Number of years of school completed \_\_\_\_\_

Experience: List two jobs at school or home that you have done. \_\_\_\_\_

Knowledge: What knowledge do you have to contribute to the completion of the class project? \_\_\_\_\_

Skills: What skills do you have to contribute to the completion of the class project? \_\_\_\_\_

References: What adults can verify my abilities and my personal qualities? \_\_\_\_\_

Goal: What kind of job do you want to do?  
1<sup>st</sup> choice \_\_\_\_\_  
2<sup>nd</sup> choice \_\_\_\_\_  
3<sup>rd</sup> choice \_\_\_\_\_

Coming next week: Entrepreneurship

Newspapers for this educational program provided by:

